

Billboard

The International Music-Record Newsweekly

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

Miller & Reeves Country Kings; Craig Man of Year

By ELTON WHISENHUNT

NASHVILLE—Roger Miller and the late Jim Reeves won three awards each to sweep Billboard's 18th annual Country Music Awards presented on "The Jimmy Dean Show" which

will be televised this week (22).

The show, taped before a live audience at the Grand Ole Opry House in Nashville last week (14), was highlighted by Billboard's "Country Music Man of the Year Award," which was presented to Edwin W. Craig of Nashville by Gov. Frank G. Clement on behalf of Billboard.

Craig, honorary chairman of the board of National Life and Accident Insurance Co., parent company of radio Station WSM, was given the award for his leadership in fostering and promoting country music for 40 years.

Miller, one of the hottest country artists and composers for the past year, won awards in these categories: Most Promising Male Artist, Favorite Songwriter and Favorite Single Record.

The favorite songwriter award came for "Chug-A-Lug"; "Engine, Engine #9," and the smash hit, "King of the Road." Miller, smiling engagingly, accepted each award as the capacity crowd of more than 3,000 applauded wildly.

Reeves, who was killed July

30, 1964, in a private plane crash near Nashville, won awards for: Favorite Male Artist, Favorite Country Album and All-Time Favorite Country *(Continued on page 8)*

UA Throws Hat In B'way Derby

NEW YORK—United Artists Records will move into the Broadway cast album field this season with "Anya." It will put UA into the Broadway musical scene for the first time in several years and is part of Vice-President Mike Stewart's blueprint for a set-up of activity in this area. In the offing are deals for Lionel Bart's "Twang," and the musical version of "Never On Sunday," which John Patrick is writing.

"Anya" is the musical version of the Guy Bolton play, "Anastasia." The music and lyrics are by George Forrest and Robert Wright and the book is by George Abbott, who will also direct, and Bolton. Frank Music is publishing the score.

The production is scheduled to open in New York at Ziegfeld Theater on Nov. 29. There will be no out-of-town tryout.

In the cast are George London, Constance Towers, Irra Petina, Lillian Gish, George S. Irving and Elizabeth Howell. Producer is Fred Fehlfaber.

Nash. Bashes Drawing Cast Of Thousands

NASHVILLE — Some 4,000 delegates to WSM's 14th Annual Country Music Festival and the seventh annual Country Music Association convention are expected to pour into Nashville this week for several days of festive activity (21-23).

Many artists, deejays, agents, record and publishing company officials stayed over for the week's events after attending "The Jimmy Dean Show" taping last week (14) on which Billboard's 18th annual Country *(Continued on page 38)*



THE WALKER BROTHERS—on Philips Records—prove themselves today's most promising international group. *(Advertisement)*



SEEBURG'S NEWLY introduced Electra phonograph is getting tremendous international acceptance as are the singles and albums of Herb Alpert, who heads the chart-riding Tijuana Brass group on the A&M label. Both Alpert's group and the Electra have one thing in common, the Big Sound that is growing in global popularity. The phonograph is the first to feature eight speakers to deliver a torrent of stereo sound. It's Discotheque motif features another entirely new effect, a result of black lighting. The result: The Sight and Sound of Tomorrow . . . today!!! *(Advertisement)*

New York Top Gun As Record Breaker

By CLAUDE HALL

NEW YORK—New York is the nation's major market for breaking records, according to a survey encompassing nine months just completed by Billboard. Not only were there more regional breakouts of record sales in New York—38—but 17 records launched in the market went on to make the charts. Four records that broke first in Manhattan became big hits: "Cara Mia," which reached No. 4; "Theme From a Summer Place," which went as high as No. 16 on the Hot 100 chart; "It's the Same Old Song," which reached No. 5; and "Shake," which hit No. 7. In addition, another record that broke first in New York made the bubbling under category.

In all, there were 555 regional breakouts of records. . . . Often a record broke in one city on a given week and was picked up by a radio station in another market — thus creating sales enough to bring about another mention on Billboard's Breakout Singles chart. Only 134 different records of these regional breakouts actually made the Hot 100 chart. Another 17 "bubbled under."

Of course, such is the power of success that many artists no longer have regional breakouts. An example would be a Beatles record or a record by the Supremes. Often these records break nationwide immediately after release.

But, "Eve of Destruction," which was a regional breakout *(Continued on page 42)*

Muntz Opens CARtridge Barrage

By ELIOT TIEGEL

HOLLYWOOD — Muntz Stereo-Pak is designing a four-track cartridge for use on Motorola playback equipment now available in 1966 Ford models. The move by Earl Muntz's company will place its extensive catalog of 45 labels (2,700 selections) at the disposal of Ford customers who can now only play the Lear designed eight-track cartridge using RCA Victor repertoire.

Muntz is using the Lear cartridge for his four-track tapes.

The Fidelipac cartridge normally used does not operate in the Motorola unit since it lacks a grasping pin used by Lear to hold the pack in place. The Lear cartridge is of the same width as the Fidelipac unit but is slightly longer.

The San Fernando Valley based company is currently installing the first of \$50,000 worth of new equipment to tool up for production. Muntz estimates he will have his first four-track cartridges for use in Fords within three months.

Muntz will first release with

product from Warner Bros.-Reprise. The Burbank companies are under a two-year exclusive contract with Muntz.

Muntz claims his company will gross \$3,600,000 at the end of the current fiscal year, his second as head of his own operation. His previous year's gross was \$1,400,000.

During the company's last fiscal quarter, it paid out \$86,490 in royalties to record companies and publishers.

WB-Reprise Guarantee
Warners-Reprise is guaranteed *(Continued on page 10)*

(Advertisement)

#1 EP IN ENGLAND! UNQUESTIONABLY THE HIT VERSION HERE!

donovan's "universal soldier"

Hickory 1338

WINNING TEAM

Brook Benton and Clyde Otis are back together again with an exciting new single featuring their new tune: **"MOTHER NATURE, FATHER TIME"** c/w "You're Mine (and I love you)" #8693



Stock up now! **RCA VICTOR**
The most trusted name in sound



AN HOUR-LONG TV DOCUMENTARY tentatively titled "Anatomy of Pop" is being filmed by ABC-TV Network. The show will feature interviews with record company executives, songwriters, performers and disk jockeys, according to Steve Fleishman, producer for ABC News. He said the special would "take a look at the music business . . . what it is and how it derived." A camera unit spent Tuesday (12) at Billboard magazine shooting interviews with music editor Paul Ackerman and chief of record reviews Don Owens. ABC-TV also filmed a record review panel in action. Ackerman, left, and Fleishman are pictured above. Further sequences for the show will be photographed in Nashville during the 14th annual WSM country music festival Oct. 19-26, in New Orleans for two weeks beginning Oct. 27, and also in Detroit and probably Los Angeles. Fleishman said the special will show industry men at work, and how a recording session is accomplished. The show will cover jazz, country music, and blues—tracing the path of these forms of music into the pop explosion of today. The show will be aired in February.

COPYRIGHT FEE HIKE BILL ONLY MINUS LBJ SIGNING

WASHINGTON—Senate passage last week of a bill to raise copyright fees will put higher rates into effect 30 days after the President's signature. The bill, originating in the House and passed there in September, will raise registry from \$4 to \$6, renewals from \$2 to \$4. Music publishers and songwriters with any unfinished copyright chores will do well to get the materials to the Copyright Office before the last-minute rush to avoid the higher rates.

Copyright office expenditures have been heavily outstripping the fee intake. Fees have not been changed since 1948. Record manufacturers now paying \$2 notice of use fee, will pay \$3 for this one, and an addition \$3 for the "notice of intent to use" copyrighted music on records. However, when the proposed copyright revision bill is passed, the extra notice-of-intent fee will be dropped.

Blue Rock and Limelight Consolidated by Mercury

CHICAGO—Sales and other operations of the Blue Rock and Limelight labels of Mercury Records are being absorbed into the major Mercury operation. Blue Rock, the r&b label, and Limelight, which lately has been devoted to jazz, will continue, it was reported. In fact,

Blue Rock's Dee Dee Warwick has been set on several TV talent shows to expose her record product.

Executive changes are expected to be announced next week. It was learned that Dick Bruce, formerly head of sales for Blue Rock, has exited the firm. Carl Proctor, who'd been heading the label, is expected to continue within the major organization of Mercury. Kenny Meyers, Mercury vice-president in charge of sales, will probably oversee the two labels.

Recent exits from the Mercury combine include also a&r man Bobby Scott, a&r man Andre Williams, and Dee Kilpatrick, a former a&r man with the organization, has taken over in Nashville, although his appointment has not been announced officially yet.

THE FRANK SINATRA REPORT

A unique and the most eagerly awaited publishing event in Billboard history.

... Coming Nov. 20.

Vee Jay Returns to Chi. Roost; Aims Sights at 'Great Heights'

By RAY BRACK

CHICAGO—"Vee Jay is here to stay," declared Ewart Abner here last week as a van-full of office furniture from the record company's vacated office on Santa Monica Blvd. in Los Angeles was carried into local record row quarters at 1449 South Michigan Ave.

It was homecoming for Vee Jay and Abner, the ex-accountant, who organized the company

in 1953 at the same South Side address. The company and subsidiaries moved to Los Angeles in 1964 because, Abner explained, "The management team all lived in Los Angeles."

"We are returning to Chicago because the management team and key artists all live here—and we intend to build the company to greater heights."

The statement is synonymous with big plans, for Vee Jay reached its zenith with the

Beatles before losing the group in 1964.

Heading the new Vee Jay effort are President James Bracken; wife Vivien, secretary; Calvin Carter, vice-president and a&r director and Abner, general manager.

Abner was invited to rejoin Vee Jay about four months ago after extended leave to devote full interest to Constellation Records in Chicago, in which he is a partner with Bill (Bunky) Sheppard (who is also Vee Jay national promotion director).

4 Seasons LP

Initial Vee Jay action subsequent to its return here will be the release of an album by the 4 Seasons Nov. 5. The album will consist of 12 sides Vee Jay was awarded in a recent court settlement.

On Nov. 26 Vee Jay will release a 4 Seasons Single "Little Boy in Grown Up Clothes." Another single by the same group will follow.

A "bakers dozen" album release will come within three weeks, Abner said, along with a re-release of "Make It Easy on Yourself," by Jerry Butler, the first artist to record the tune now so big in Britain.

Other artists currently under contract to Vee Jay include Betty Everett, Jimmy Reed, Little Richard, John Lee Hooker, the Dells, Joey Paige, Russ Morgan, Harry (Sweets) Edison, Fred Hughes, Joe Simon, Orville Couch, the Harmonizing Four, the Swan Silvertones, the Caravans and the Gospel Harmonettes. Rhythm and blues, country and western, teen pop, jazz and spiritual forms are represented by the label's acts.

New Artists Search

"Signing of new artists can be expected shortly," Abner said, "under a concerted effort to develop new talent in all fields." The search, he said, will center in Chicago. (A true Chicagoophile, Abner was a moving force in organizing the city's record men to promote industry activity in the Second City.)

The music policy of Vee Jay, as delineated by Abner, is to release "a broad spectrum of music other than classical, with r&b and spiritual as our solid base."

Domestic distribution and international representation for the label will not be altered by the move to Chicago, Abner said.

Men in the field for Vee Jay are Mac Davis, Southern sales and promotion; Marion (Boo) Frazier, Eastern sales and promotion and Alvin Charles, West Coast sales and promotion.

Coming with the label to Chicago from the Coast are Jean Sproul, controller; Sydelle Mazzy, accounting and office equipment supervisor; Pat Hoffman, sales and production and Evie Watson, royalties.

Government Slaps Liens On Vee Jay Materials in L.A.

LOS ANGELES—The move of Vee Jay Records to Chicago (see separate story) has resulted in the Federal Government placing liens on the label's products at the Monarch pressing plants and at AFM Engineering, a plating plant. The two concerns are now bound to hold all Vee Jay Material under Government jurisdiction until the matter is cleared.

Upon learning of Vee Jay's departure from Los Angeles, Pye Records of England, through attorney Al Schlesinger, filed a \$47,000 suit against the label in Superior Court last Wednesday (13). Pye's was the first legal action following the Vee Jay move.

The English firm's suit charged non-payment and failure to pay royalties, fraud, illegal subleasing of masters to Roulette Records, while asking for recovery of personal property and an injunction preventing Vee Jay from selling or distributing any of this material.

Pye's concern focuses on 36 masters leased to Vee Jay's Interphon subsidiary, the majority featuring the Honeycombs, a group which had a hit with "Have I the Right."

Garner Signs on MGM's Dotted Line; LP Push Set

NEW YORK—Erroll Garner has been signed to a recording contract by MGM Records. MGM President Mort L. Nasatir said that, as a result of a long-term deal with Garner's Octave Records, MGM will release Garner's product worldwide. Octave Records will produce the sessions. The contract also involves Garner composing for TV and movies, with Arnold Maxin of the Big Three in charge.

MGM Records is planning a huge promotion campaign on their first Garner album release—"Now Playing: Erroll Garner—a Night at the Movies." The first U. S. release by the pianist in two years, the album features songs and background music highlights from the films of Bogart, Cooper, Judy Garland and Marlon Brando. A booklet describing the films will be included with each album.

Selected from recording sessions held over the past year, the album marks the first Garner recorded work of short numbers in over a dozen years, according to MGM. The label is backing the album's release with a heavy



ERROLL GARNER signs an exclusive long-term contract between his Octave Records and MGM Records, while MGM President Mort L. Nasatir looks on. Octave will produce Garner's sessions for release on MGM label.

trade and consumer advertising campaign, college programs, contest for radio, retailer tie-ins, plus a cross-country series of interviews with the pianist on both radio and TV. The label said the preview of the album would be treated like the preview of a major film. A premiere is planned for late in October in New York.

MGM Records plans to release two to three albums, plus some singles by Garner each year. "This is the right moment in time for Erroll Garner and MGM Records to arrive at a joint effort," Nasatir said. "We expect that Garner, who has been one of the all-time, top-selling creative artists in his more than 20 years of recording, will be a vital part of MGM's continued growth." He said the label hoped to unveil "new dimensions of Garner" both in records and merchandising records. Garner is expected to promote the album on a mid-November concert tour.

Gould, Laderman ASCAP Panelists

NEW YORK — Composers Morton Gould and Ezra Laderman will serve as panelists for the ASCAP-sponsored Concert Music Symposium to be held at Judson Hall here Monday (18) evening.

Other panel members are Adolph Vogel, president of Elkan-Vogel Co., and Arthur Cohn, manager of Mills Music's classical department. Moderator is Gene Bruck, ASCAP's coordinator of symphonies and concert repertory.

Admission is free. Tickets may be obtained by calling Richard Frolich, ASCAP's public relations head, at MU 8-8800.

DEPARTMENTS & FEATURES

Hot 100 Chart . . .	Page 19
Top LP's Chart . . .	Page 34
→ Other Music Pop Charts	
Breakout Singles	40
Breakout Albums	36
Hits of the World	33
Hot Country Singles	38
Hot Country Albums	38
→ Record Reviews	
LP Reviews	60
Single Reviews	16
→ Music Record News	
Country Music	38
Classical Music Chart	41
Int'l News Reports	22
New Album Releases	37
R&B Music	45
Talent	12
Top 40 Easy Listening	20
Top Sellers Chart	14
→ Departments	
Audio-Video	46
Bulk Vending	48
Coin Machine Operating	50
Radio-TV Programming	42
Buyers & Sellers	
Classified Mart	47

DON'T FAIL TO CATCH BILLBOARD'S

18th Annual Country Music Poll
On "The Jimmy Dean Show"
10 p.m., EDT,
Friday, Oct. 22,
on ABC-TV, directly from the Grand Ole Opry House, Nashville, Tenn.

Plot Thickens in FCC Probe

LOS ANGELES—The Federal Communications Commission has dispatched its second two-man investigating team here in seven months to uncover evidence of payola activities. The current team from the FCC's bureau of complaints and compliance includes George Oliviere and Merlin Smith, the

latter reportedly an attorney, opening up speculation that the government may be planning to use its subpoena power.

Oliviere was one of the first investigators who spent five weeks here last March talking to individuals and checking the file in Los Angeles Superior Court of the Al Huskey suit

which brought the charges to the agency's attention. Huskey's suit was filed in April 1964, charging widespread violation of the 1960 Federal anti-payola law. Action in the case has been in a state of limbo for the past several months due to a change in personnel in attorney Max Fink's office.

Oliviere and Smith, who arrived Tuesday (12), have been moving swiftly in seeking out persons who claim knowledge of the situation. The two agents have indicated they will be staying here for some time.

It is known that since Huskey filed his suit the FCC has received additional complaints about the Los Angeles radio market. The investigators are currently trying to track these reports down.

During the past several weeks Huskey has been in contact with the local offices of the Justice Department and Federal Trade Commission while awaiting legal action to resume.

Merc Adds 4 Country LP's To It's 'Golden Hits' Series

CHICAGO — Mercury is expanding its "Golden Hits" album line in the country field. Newest product is "The Golden Hits of Roger Miller," which is being distributed this week. Three new albums to be released next week are "The Golden Hits of Roy Drusky," "The Golden Hits of Faron Young" and "The Golden Hits of Dave Dudley."

Previously, the only country artist in the "Golden Hits" series with two albums was George Jones. The new Roger Miller album, incidentally, contains a brand new song just released on single by Mercury's Smash label — "England Swings." The song, written by Miller, was played on a Nashville radio station that somehow got hold of a pre-release copy. It created such reaction, the label decided it would also be a hit and included it in the album.

Charles Fach, product manager of Smash-Fontana Records; Alan Mink, Smash national promotion manager; Lou Dennis, Fontana national promotion manager, and Romeo Davis, regional manager, launched a 10-day tour of 26 distributors Thursday (14) seeking to boost Fontana-Smash album sales. The sales drive includes six album releases—four on Smash, two on Fontana — billed as "It's in the Bag." Artists

(Continued on page 8)

New Roulette Label Formed

NEW YORK—Roulette Records has established End Records as its r&b label. All the a&r work will be done by Vixen Productions, headed by Robert Bateman and Ronald Moseley. First release on the new label is "Mama's Got a Bag of Her Own," with Anna King.

Bateman had been an a&r man with Motown, and Moseley had been a singer and independent producer. The pair has just signed Jimmy and Wayne and the Emeralds.

Gold Disk to Stones 'Heads'

NEW YORK — The Rolling Stones have won a gold record award for their London Records LP "Out of Our Heads," in less than four months after its release. According to Herb Goldfarb, London's national sales manager, it has been the fastest selling album in the company's history. The record was certified as having racked up one million dollars in sales by the RIAA.

The British group is due here the end of October when they will begin a tour which will run through early December. A new LP, which will be released in November, will be tied in with concert tour.

ROSA Group Maps Agenda

NEW YORK — Three board members of the Record One-Stop Association met here Wednesday (13) to plan an agenda for the organization's annual meeting at Philadelphia's Marriott Motel Hotel, Oct. 30-31.

Certain to come up for discussion is the organization's policy toward little LP's for juke box play. Much of this product is made under contract for juke box manufacturers, and not all of it has gone through regular distribution channels.

The organization will attempt to strengthen its membership in the Midwest and West Coast. While ROSA has members in all sections of the country, it's strength is in the East.

Present at the New York meeting were Eric Bernay, A-1 One-Stop, New York; Irv Perlman, Philadelphia, and Pat Cohen, Richmond.

ABC-Para Cuts (Cast) Path for 'Riding Hood'

NEW YORK — The original cast album of the TV musical special, "The Dangerous Christmas of Red Riding Hood—Or Oh, Wolf, Poor Wolf," to be aired Nov. 28 over ABC-TV, will be released by ABC-Paramount Records.

The recording will be well in advance of the airing, so that audiences will be able to buy the album before they view the show.

Original music for the show was written by Jules Styne, with lyrics by Bob Merrill and

script by Robert Emmett. Cyril Ritchard plays the Wolf, with Liza Minelli as Red Riding Hood, Vic Damone as the woodsman, and the Animals as the Wolf Pack.

Four songs from the show will be released by ABC-Paramount as singles. They are "Red Riding Hood" and "I'm Naive," both with Marilyn Michaels, "Along the Way" with the Barry Sisters, and "Dingle Ling, Dingle Ling," with Don Cornell.

The label has planned full-scale promotion for the album and the four singles.

Grammy Date Moved; Other Changes Made

NEW YORK—The National Association of Recording Arts and Sciences will present its annual Grammy Awards on March 15 next year, a month earlier than usual. Cut-off date for record eligibility has been changed from Nov. 30 to Nov. 1.

Three new categories have been added to the awards. They are all designated as "Contemporary Recordings," with parenthesized r&r for rock 'n' roll.

They are "Best Contemporary Female Vocal Performance," "Best Contemporary Male Vocal Performance" and "Best Contemporary Group Performance Instrumental or Vocal."

The "Best Contemporary Single" is the re-titling of "Best Rock and Roll."

Francis M. Scott, NARAS president, said, "We believe that the revised list reflects a realistic awareness of today's record scene and, more impor-

tantly, will encourage greater artistic activity in the popular contemporary field."

The NARAS board voted to award certificates to publishers of winning compositions.

Lieberson to Give 2 Awards at Fete

NASHVILLE—Goddard Lieberson, president of Columbia Records, will present two gold records for \$1 million seller albums during the Country Music Festival here.

"The albums are "Ring of Fire," by Johnny Cash, and "Gunfighter Ballads," by Marty Robbins. The records will be presented Oct. 23 at Columbia's luncheon and show at the Grand Ole Opry House. The albums, both released in 1964, were produced by Don Law and Frank Jones.

Kapp 'Cooking' in Country

NASHVILLE — Kapp Records, which until recently concentrated most of its fire on the pop market, is fast becoming a factor in the country field.

With the opening of a Nashville office and the appointment of Paul Cohen, veteran country a&r man, Kapp has been stepping up its country release schedule and its signing of country artists.

Kapp's early fall release of 11 albums included four country LP's. Most recent signing is Bobby Helms, while Billy Edd Wheeler and Freddie Hart are also recent additions to the label.

Signings of Bob Wills and Cal Smith are expected to be announced shortly. Also signed by Kapp are the entire cast of WGN's Barn Dance gang, Dick Flood, Glen Garrison, Hugh X. Lewis, Buzz Ray, Bozo Darnell and Donna Darlene.

Kapp interest in the country field is not a recent development. Some 35 years ago, when President Dave Kapp was running a Chicago record store

with his brother, the late Jack Kapp, he was among the first Chicago dealers to bring country music to the city.

While with Decca, Kapp signed Ernest Tubbs, Red Foley, Jimmy Davis, Milton Brown, Jennie Lou Carson and the Sons of the Pioneers.

Kapp ran Decca's country operation from 1934-1942, and he was succeeded by Paul Cohen, who now handles Kapp's country a&r work. Cohen signed Kitty Wells, Webb Pierce, Brenda Lee and the late Patsy Cline.

UA Unwraps 7 Albums at N. Y. Meeting

NEW YORK—United Artists Records unveiled seven albums to distributors and their sales and promotion men from eight cities and Canada and Puerto Rico at a meeting here Friday (15). The "Magnificent Seven" album program features the soundtrack of the latest James Bond movie, "Thunderball," Ferrante and Teicher, Jimmy Roselli, del Reeves, Margie Singleton, Chuco Avellanet (singing country music songs in Spanish) and Al Caiola. Attending showing were record men from New York, Newark, Boston, Philadelphia; Hartford, Conn.; Pittsburgh, Washington and Syracuse.

The albums were slated to be shown again in Chicago and Atlanta Monday (18) and in San Francisco and Nashville Oct. 20.

BMI TO GIVE CITATIONS IN COUNTRY FIELD

NASHVILLE—BMI Citations of Achievements will be presented to 49 writers and 31 publishers in the country field. Presentation ceremonies will be held here Thursday (21), with Sydney M. Kaye, board chairman, and Frances Williams Preston, vice-president of the Nashville office, doing the honors. Awards are based on trade-paper polls.

Big winners in the writer field are Bill Anderson, Roger Miller and Buck Owens, with three citations each. Tree Publishing leads in the publishing division with five citations.

Harlan Howard, Sonny James, Don Rollins and Robert F. Tubert won two writer citations each.

Multiple award winners in the publishing division include Moss-Rose Publications with four, Sure Fire Music and Blue Book with three each, and Acclaim Music, Glad Music, Marson Music, Newkeys Music and Tuckahoe Music with two each.

DON'T FAIL TO CATCH BILLBOARD'S

18th Annual Country Music Poll

On "The Jimmy Dean Show"

10 p.m., EDT, Friday, Oct. 22,

on ABC-TV, directly from the Grand Ole Opry House, Nashville, Tenn.

Billboard

Published Weekly by

The Billboard Publishing Company
2160 Patterson St., Cincinnati, O. 45214
Tel.: 381-6450

Publisher

Hal B. Cook New York Office

Editorial Office

165 W. 46th St., New York, N. Y. 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

Editor-in-Chief Lee Zhitto
Editors Paul Ackerman,
Aaron Sternfield

Department Editors, New York
Music Editor Paul Ackerman
Associate Editor Mike Gross
Chief Copy Editor Robert Sobel
Radio-TV Programming Claude R. Hall

Department Editors, Chicago
Audio-Video, Coin Machines Editor Ray Brack

U. S. Editorial Offices

Cincinnati, Exec. News Editor Wm. J. Sachs
Chicago, Midwest Editor Ray Brack
Washington Bureau Chief Mildred Hall
Nashville News Editor Elton Whisenant
Hollywood, W. Coast News Elliot Tiegol
Contributing Editor David Lechenbruch

Special Projects Division

General Manager Andrew J. Csida
Director, Reviews and Charts Don Owens
Manager, Record Market
Research Sid Horowitz
Manager, Charts Laurie Schenker
Supervisor, Print Services Bill Courtney

Production Department, New York
Art Director Lee Lebowitz

General Advertising Office, N. Y.
Director of Sales Denis Hyland
Promotion Director Geraldine Platt
Midwest Music Sales Richard Wilson
West Coast Gen. Mgr. Bill Wardlow
Nashville Gen. Mgr. Mark-Clark Bates

Coin Machine Adv., Chicago
Coin Machine Ad. Mgr. Richard Wilson

Circulation Sales, New York
Circulation Manager Milton Gorbulew

Subscription Fulfillment

Send Form 3579 to
2160 Patterson St., Cincinnati, O. 45214
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph
Area Code 312, CE 6-9818
Hollywood, Calif. 90028, 1520 N. Gower
Area Code 213, HO 9-5831
Nashville, Tenn. 37203, 226 Capitol Blvd.
Area Code 615, 244-1836

International Office

European Office Andre de Vekey, Dir
15 Hanover Square, London W.1
HYde Park 3659
Cable: Billboard London

Subscription rates payable in advance.
One year, \$20 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N. Y., and at additional mailing offices. Copyright 1965 by The Billboard Publishing Company. The company also publishes Vend, the semi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$7; American Artist; one year, \$7; Modern Photography; \$5, and the Carnegie Hall Program. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati, O. 45214. 19

Vol. 77 No. 43



Our art department
says 15 hits
make a crowded ad.

Barbra Streisand
'He Touched Me'
4-43403

Bob Dylan
'Positively 4th Street'
4-43389

The Brothers Four
'Try to Remember'
4-43404

**Paul Revere and
The Raiders**
'Steppin' Out'
4-43375

The Byrds
'Turn! Turn! Turn!'
4-43424

Bruce and Terry
'Four Strong Winds'
4-43378

Chad and Jeremy
'I Have Dreamed'
c/w
'Should I'
4-43414

The Statler Brothers
'Flowers on the Wall'
4-43315

Robert Goulet
**'Come Back
to Me, My Love'**
4-43394

Jimmy Bailey 'Hush'
4-43408

The Spellbinders
'For You'
4-43384

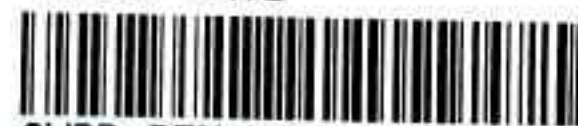
Nini Rosso
'Il Silenzio'
4-43363

Billy Joe Royal
**'I Knew You
When'**
4-43390

Andy Williams
'Ain't It True'
4-43358

**'Little' Jimmy
Dickens**
**'May the Bird
of Paradise
Fly Up
Your Nose'**
4-43388

This One



QWPB-P7N-WOY3

Pardon our crowded
ad, but we've got
15 hits going.

COLUMBIA RECORDS

Breuer, Barnett and Welker Are Elevated by RCA Victor

NEW YORK — RCA Victor Records this week promoted three executives—Gustl Breuer, Morton E. Barnett and E. O. Welker.

Breuer, who had been manager of artists promotion for the label's international liaison department, becomes manager of Red Seal promotion. He will report to George L. Parkhill, advertising and promotion manager.

Before joining Victor three years ago, he was assistant promotion and publicity head for Angel Records. He has also represented various opera singers as a public relations man and is the author of two novels.

Barnett, who had been manager of Red Seal promotion for three years, was named to the

newly created post of advertising and promotion manager of RCA Victor Stereo 8 tape cartridge products. Before joining Victor he had been advertising and merchandising manager for a large Baltimore retail record outlet.

Welker gets the newly created post of manager of recorded tape sales. For the last two years he had been manager of magnetic tape products.

He joined Victor in 1939 as an economist, later was a staff member of the new market research department, served as pop album a&r manager, and guided the label's entry into the premium record field. When Victor entered the magnetic tape field in 1960, he was named manager of the division.

London to Use Sutherland LP as Yule Drive Sparkler

NEW YORK — Joan Sutherland will enter the Christmas sweepstakes for the first time this season. Her album, "Joy of Christmas," will be used as the sparkplug of London Records Christmas 1965 drive.

Also available in London's yule push, in addition to the regular catalog, are two LP's by Mantovani and two albums in the "Phase 4" series—one by the Eric Rogers Choral and Orchestra, the other by Ronnie Aldrich with the London Festival Orchestra.

Included in London's Christ-

mas program, which includes guarantees, discounts and special dating privileges, are a Leontyne Price package and five different versions of Handel's "Messiah."

London's Christmas product will be specially skin-wrapped and they'll be promoted via window streamers and special LP's for radio promotion.

Hi Records, which is distributed by London, is stepping into the Christmas drive this season with an Ace Cannon album. It will go out with 100 per cent return privileges.

9 Vocalion Sets Set Pace For Decca's Kiddie Pitch

NEW YORK—Decca Records is releasing nine new Vocalion packages to spearhead a promotion on its complete line of LP's and singles for the children's market. The kiddie disks are on the Decca, Coral and Vocalion labels. The program, which goes into effect Oct. 18, will run for four weeks and carries an incentive program, details of which are now available through all Decca branches and distributors.

The nine new Vocalion sets are "Let's Visit Great Britain," "Stories and Songs About the Calendar," "Let's Go to the Farm," "Let's Go to the City," "Stories and Songs About Working and Choosing a Job," "Let's Travel 'Round the World," "Stories and Songs About the Holidays," "Let's Build a House" and "Stories and Songs About America."

Also available in the program are catalog items featuring such names as Frank Luther, Danny Kaye, Burl Ives, Big Jon Arthur, the Three Stooges, Bing Crosby and Judy Garland.

A full color litho book has been designed in support of the program. Reprints of Decca's full page children's ad that appeared in last week's Billboard is also being made available through the local Decca branches.

Tex Cuts Record

NASHVILLE—Dial Records artist Joe Tex was in Nashville to record last week concurrent with release of his new album, "Joe Tex—The New Boss." Dial a&r man W. D. Killen directed the session at the Fred Foster studio.



GLENN YARBROUGH, left, currently on a cross-country tour of colleges with his own show, was the guest of honor last week at a press lunch held in New York. He is shown being introduced to Henry Brief, president of the RIAA, by Harry Jenkins, Victor vice-president of marketing.

RSI SINATRA, DISK CATALOG

NEW YORK—In conjunction with "The Frank Sinatra Report" to be published in the Nov. 20 issue of Billboard, Record Source International is featuring a special on his record catalog strictly for radio stations.

The catalog includes albums from Capitol, Columbia and Reprise. There are 28 albums in all; two of these are two-record sets. The price per record for radio stations is \$1.35 mono, \$1.65 stereo. The entire package is available for \$27.50 mono; \$46.50 stereo.

Jo Stafford's Dot LP Out In January

HOLLYWOOD — Songstress Jo Stafford's debut Dot album, "Three-Four-Open the Door," will be released in January with arrangements and orchestra conducted by her husband, Paul Weston.

The duo recently signed with Dot, with Weston acting as musical director for his wife's sessions and also working as an artist himself. President Randy Wood's campaign to sign top mature album talent will shortly see arranger-conductor Pete King coming to the label.

Dot's recent acquisitions of album artists have included Jerry Lewis, the Harry James Band, Eddie Fisher and Steve Allen. They join such established names as Lawrence Welk, Billy Vaughn, Jimmy Rodgers, Pat Boone, Liberace, the Lennon Sisters, Myron Floren, Dick Contino, the Andrew Sisters, Mills Brothers and Vaughn Monroe.

Acknowledging that his label has not had a single on the charts in over a year, Wood said he was concentrating on producing top-selling albums but was always looking for singles material.

Baldwin Buys Firm

CINCINNATI — The D. H. Baldwin Co., piano and organ manufacturer, has expanded its efforts in the guitar business. The firm has bought the assets of Ormston Burns, Ltd., a British guitar manufacturer, and has set up Baldwin-Burns, Ltd., in the United Kingdom. Baldwin-Burns semi-acoustic guitars and amplifiers will be marketed in the U. S.

Baldwin entered the guitar and guitar amplifier field in June when it exhibited three guitar amplifier models at the National Association of Music Merchants show.

SESAC WILL PRODUCE SHOW

NASHVILLE — SESAC will produce the show for the annual dinner of the Tennessee Chapter of the American Women in Radio and Television Tuesday (19). Roy Drusky, manager of SESAC's Nashville office and Mercury recording artist, will emcee. Artists appearing will include Tom Paul and the Glaser Brothers and Archie Campbell.



SEEN AT CHICAGO PARTY for Arthur Fiedler given by RCA Victor were, from left, Lee Halloran, staff vice-president, RCA Victor Corp.; Bob Krueger, Midwest sales representative; Fiedler and Ralph Ergas, manager, Record Division, RCA Distributors.

SOON: ORBISON THE FILM STAR

NASHVILLE — MGM recording star Roy Orbison will make his movie debut in "The Fastest Guitar in the West," which will be produced next year by Sam Katzman. Movie appearances was one of the provisions in the 20-year contract Orbison signed with MGM in July.

Orbison will have a romantic lead, will sing six or seven songs and will portray a Union cavalry officer who has the difficult task of trying to return some gold to the Sacramento mint without being discovered.

Cameo-Parkway Buys Masters

NEW YORK—Cameo/Parkway Records this week bought two masters. "We'll Build a New World," with Barry and Hillary, was purchased from Wes Farrell's KFK Productions. "Time," with Jeanne Hatfield, was purchased from Epstein Enterprises.

The label has retained independent promoter Joe Galkin to handle promotion in the South.

As a special promotion on "Goody Galum-Shus," the label is distributing more than 8,000 four-inch, three-color pin-on buttons that read "Bobby Sherman Thinks I'm Goody Galum-Shus." The pins are being mailed to disk jockeys, distributors and as giveaways on Sherman's personal appearance tour.

MGM Signs Sonny Lester

NEW YORK—MGM Records has initiated an indie album producing program. The first producer signed was Sonny Lester. MGM President Mort L. Nasatir said that Lester would produce both singles and albums. Other indie producers are expected to be signed soon.

A label project of acquiring singles from indie producers has been in operation for the past six months. Lenny Sheer, director of singles sales, has been supervising the indie production. Among those working for MGM in producing singles are Kama-Sutra Productions, Koppelman and Rubin, Don Kirshner (Screen Gems), Don Costa, Teddy Randazzo and Tanridge Productions.

The first product by Lester will be an album for MGM's budget line, Metro Records.

Bogart Joins Cameo-Parkway



NEIL BOGART

NEW YORK — Neil Bogart has been named marketing coordinator of Cameo/Parkway Records. He had been regional promotional manager with MGM Records and previously had been an advertising space salesman with Cash Box, a trade magazine.

Bogart will be involved in promotion, sales and artist relations. He recently completed a promotion tour with Bobby Sherman for his Parkway record, "Goody Galum-Shus," with personal appearances at retailers and press and deejay exposure in St. Louis, Chicago, Detroit, Milwaukee, Cleveland, Pittsburgh and Minneapolis.

Daily to Be Host

NASHVILLE—Musicor Record's country a&r man, Pappy Daily, will play host to conventioners at the WSM country music show at a late evening dance party Friday (22). The affair will be held in the main ballroom of the Andrew Jackson Hotel, with music provided by Musicor's George Jones and his country band. Art Talmadge, president of the label, will co-host the affair, and most of the Musicor artists are expected to be on hand.

NASATIR OFF ON W. COAST TRIO

NEW YORK — MGM President Mort L. Nasatir left Friday (15) for MGM picture headquarters in Culver City, Calif., to discuss soundtrack releases from MGM's "Dr. Zhivago"; "There's No Place Like Space," starring Herman's Hermits; "Fastest Guitar in the West," starring Roy Orbison, and "Where the Boys Meet the Girls," with Connie Francis.

HULLABALOO REGULAR

PATRICK

SINGS

**MONDAY,
OCTOBER
25th**

ON HULLABALOO

"FIVE DIFFERENT

GIRLS"

1117

FEATURED ON **HULLABALOO**

RSVP
RECORDS

PATRICK

FIVE DIFFERENT GIRLS/MOVE



RSVP 1117

Produced by **GALLIGAN-DAVIE**

Arranged by **HUTCH DAVIE**

ORDER FROM YOUR
NEAREST DISTRIBUTOR

RSVP

RECORDS, INC.

1650 Broadway, New York, N. Y. 10019
212-JU 6-6707

Results of Billboard's 18th Annual Country Music Poll

Winners and Runners-Up in Order

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

You Are Cordially Invited

To View the Gala Television Special

Billboard's Country Music Awards Night

On the Jimmy Dean TV Show

Presenting the Winners of

Billboard's Eighteenth Annual Country Music Poll

10 P.M., EDT, Friday, October 22, 1965, ABC-TV

Directly from the Grand Ole Opry House, Nashville, Tenn.

*P.S.: Radio Programmers—Record Dealers,
Please Alert Your Following.*

At Billboard's Television Awards



THREE AWARDS—The late Jim Reeves won three Billboard Country Music awards. His widow, Mary, accepted them for him. Roy Acuff made one of the presentations.



TOP WINNER—Roger Miller won three Billboard Country Music Awards on the Jimmy Dean Show which was taped in Nashville last week (14) and will be aired this week (22). Frances Preston, BMI vice-president, presented the award above for his smash single, "King of the Road."



CROWD FAVORITES—Jimmy Dean, left, and the Chuck Cassey Singers won thunderous applause from the fans at the Grand Ole Opry House when they sang between presentation of awards during Billboard's 18th Annual Country Music Awards Show.



HANK COCHRAN, left, accepted the Favorite Instrumentalist award for Chet Atkins, who was touring Japan. Ott Devine, manager of the "Grand Ole Opry," made the presentation.

Miller & Reeves Chosen Kings Of Country Road; Honor Craig

• *Continued from page 1*

Album. The album awards were made for the "Best of Jim Reeves." The awards proved the remarkable popularity of the kindly, personable singer whose artistry lives on. His widow, Mary, accepted the plaques.

Other winners:
Kitty Wells, Favorite Female Artist.

Buck Owens and His Buckeroos, Favorite Country Band.
Connie Smith, Most Promising Female Country Artist.

The Browns, Favorite Country Singing Group.

George Jones and Gene Pitney, Most Promising Country Singing Group.

Merc Adds Country

• *Continued from page 4*

include Roger Miller (the "Golden Hit's" product), Jerry Lee Lewis, Charlie Rich, James Brown, Gloria Lynne, and a Scandinavian vocal group called Gals and Pals.

The sales program features generously competitive discounts with deferred billing available to qualified distributors. Smash-Fontana is also making available a quantity of free LP shopping bags featuring two-color imprints of the artists and albums which will allow imprinting of the dealer's name. Merchandising director George Bales has also created point-of-sale displays for the Rich album. A radio promotion program will tie in with the sales drive, which runs through Dec. 31. Others expected to take to the field to promote the album sales drive are Eastern regional director Abe Chayet and a&r Vice-President Shelby Singleton.

Hank Williams, All-Time Favorite Country Single ("Your Cheatin' Heart").

Chet Atkins, Favorite Country Instrumentalist.

More than 3,000 persons packed the Opry House to see

the suspenseful, entertaining show taped. They applauded enthusiastically as each winner or his representative went forward to receive his Billboard Award.

The winners were a big secret until the very moment they were announced on the show. Billboard employed J. K. Lasser & Co., New York, one of the well-known national independent public accounting firms, to count all the votes and keep the winners secret until the show. James B. Kobak, of the Lasser firm, flew to Nashville with names of the winners in sealed envelopes, which were opened on stage during the show.

WB-Reprise Ups Burke

HOLLYWOOD — Sonny Burke, for the past three years a producer at Warner Bros.-Reprise, has been promoted by studio President Jack Warner to executive manager of the studio's music department. Reprise's general manager Mo Ostin said there was a physical requirement for a replacement for the producer but nothing had yet been decided upon.

Burke was carrying a heavy load with the record wing, cutting such artists as Sammy Davis, Frank Sinatra, Charles Aznavour, Bing Crosby, Fred Waring, Nelson Riddle, Frank Sinatra Jr., Rosemary Clooney, Keely Smith and was to do Morgana King, a new addition to the roster.

In his new post, Burke is responsible for film and TV coordination of all music matters with both the Burbank and New York offices. Previously Burke had been coast a&r chief for Decca for 14 years.

Loft to Hill & Range

NEW YORK—Solly Loft has joined Hill & Range's professional staff. Loft was formerly with Bobby Darin's T.M. Music. At Hill & Range, he'll be assigned to recording men, artists and producers.

Schweid Joins Sam Fox Firm

NEW YORK—Bob Schweid has been appointed general professional manager of the Sam Fox Publishing Co. He comes from Joy Music and had previously been in record distribution, promotion and production.

Schweid will work directly with Fred Fox, president, and his responsibilities will include the West Coast office handled by Benny Miller.

Olen Co. Formed

NEW YORK—A new record company, Olen Records, headed by O. C. Francis and Charlie Fox, will aim mostly at the juke box trade through one-stops. Francis and Fox, a songwriting team, have already released singles by Roberta Sherwood and Frank Evans and the Regents. Their publishing firm is named the Olen-Charles Music Co.

A new American group
with that
best-selling British sound...



**The
Blue
Things**

**I MUST BE
DOING SOMETHING WRONG**

LA DO DA DA

45 RPM

RCA VICTOR
47-3692



#8692

RCA VICTOR

The most trusted name in sound



THE JAZZ BEAT

By ELIOT TIEGEL

From Here 'n' There

The Connecticut Traditional Jazz Club, located in Bridgeport, claims there is a "jazz revolution" taking place in its State. Leading this rebirth are the Connecticut Traditional Jazz Club and the Easy Riders Jazz Band, called an exciting, young aggregation by the organization.

During the past year, the club has sponsored six concerts, with various guests sitting in with the **Easy Riders**. The visiting Dixielanders have included **Kid Thomas** and **George Lewis** from the heart of the Dixieland country, New Orleans; **Bud Freeman**, **Jimmy Archey** and **Edmond Hall**, who have traveled up from Manhattan, and an Englishman, **Sammy Rimington**, who evidently enjoys the jazzy air in one section of New England.

The club would like to help other cultural groups in the area present jazz concerts. During 1964, the organization doubled its membership to where over 200 families now reportedly belong to this two-beat, happy-time club. The club is located at 135 Grey Rock Road in Bridgeport.

Pianist **Karl Boxer** has opened his own room, called Karl Boxer's Keyboard, in Charlotte, N. C., writes **Betty Richardson**. Boxer's trio includes **Rusty Gilder** on bass and **Jim Beaver**, drums. The club will be used as a home base for the trio while it plays the college concert circuit. Boxer is represented by the **Willard Alexander** agency.

The Both/And Club has been opened in the San Francisco area by 25-year-old **Leonard Sheftman**, reports **Billboard** correspondent **Godfrey Lehman**. The club is far away from the traditional center for jazz (and rock 'n' roll)—the North Beach area. Sheftman's club is located in the Haight-Ashbury district on Divisadero Street. Sheftman believes North Beach is too crowded and commercial and that people are fed up with it. Sheftman and his partner, **Delanor Dean**, feel the new area is conducive to an artist's creativity. And it's also a spot where club prices don't have to be too high to survive.

Two unknown record companies sent in products to this column and the LP's turned out to be real surprises. The most outstanding of the lot was Las Vegas vibist **Tommy Vig's** package on Take 5 Records. His 21-piece band displays a clean, driving modern attack. Vig has written six of the seven tunes in the LP. Ex-New Yorker **Sam Most** is a member of the band. The other three albums were from Manhattan-based ESP Records and are deeply avant-garde. We found the music disjointed, erratic and violent, with no connection between players. One LP, "Explosion," started out interestingly enough on the first track with what sounded like someone imitating the wind and crickets. But the second cut, "Untitled Mixes," is totally bizarre and unacceptable as entertainment. The track is merely spliced tapes of unrelated things, some of which sound like radio narrations but the sound is so horrible that it makes your hi-fi system sound completely distorted. "Playing" on this LP are the **Bob James Trio**, James on the piano; **Barre Phillips**, bass, and **Robert Pozar**, drums. The other two free wheeling LP's are the "New York Art Quintet" and "Barrage," a title which pretty much sums up what all the packages offer. "Barrage" offers the **Paul Bley** quintet—Bley, piano; **Marshall Allen**, alto sax; **Dewey Johnson**, trumpet; **Eddie Gomez**, bass, and **Milford Graves**, drums. The Art Quintet is composed of **Roswell Rudd**, trombone; **John Tchicai**, sax; **Lewis Worrell**, bass, and **Milford Graves**, drums.

Shortly after the ESP LP's arrived, **Paul Bley** wrote that his trio was booked for a European tour, opening Oct. 11 in Berlin at the Galarie. The trio will play on the North German Radio Network in Hamburg from Oct. 25-29 and then play at the Momontre Jazzhus in Copenhagen Nov. 1-15, and the Jambore Jazz Cave in Barcelona, Spain, Nov. 16-30.

Arnold Shaw, E. B. Marks' affable executive, writes **Oliver Nelson** has recorded his new composition, "Night Lights," in his latest Impulse album, "The Definitive Jazz Scene," Volume II. Naturally Shaw's employer has published the bearded composer's work.

Word from the East is that Cavalier magazine, better known for its fiction, is starting a jazz column with the January issue to add
(Continued on page 45)

Muntz Opens CARtridge Barrage

• Continued from page 1

\$55,000 a year; Time-Mainstream \$15,000 a year, for their exclusive deals with the duplicator. According to last quarter audits, Muntz's royalty payments to non-exclusive companies included: Liberty-Imperial-World Pacific, \$13,300; Dot-Hamilton, \$6,400; ABC-Command - Grand Award - Impulse, \$7,800; Mercury and its subsidiaries, \$7,500; Time, \$2,900, and A&M, \$511 (on five albums).

Muntz has a no-guarantee pact with Colpix. He says smaller labels sign this kind of contract just to get into the catalog. "The amount of royalty we pay establishes the price of the cartridge," Muntz explained. Some companies are better off to take a lower royalty rate and get the volume." Muntz sells their product at \$2.98. His other prices are \$3.98 and \$4.98. "A company which discounts has to be placed in the \$3.98 category otherwise it won't sell," he said.

Muntz turns out 10,000 cartridges a day and processes 32

million feet of tape a month.

The company is turning out 9,000 playback units a month and Muntz claims 70 per cent of all the cartridge business. He says units for the home comprises 12 per cent of his volume and "60 per cent of the 200,000 units out bear the Muntz name."

The company has just begun shipping fall merchandise to the 96 store Montgomery Ward chain, the first major marketer Muntz has signed as a distributor. Muntz has also opened an office at 7919 Sunset Boulevard in Los Angeles capable of installing 125 car units a day.

Recent additions to the catalog are Atlantic-Atco and Roulette. Johnny Rivers, under contract to Imperial, is Muntz's biggest seller but there are a surprising number of older packages which continue to sell steadily. Artists represented in this group are the Platters, Enoch Light with his "Persuasive Percussion" LP, Dean Martin, Frank Sinatra, Sammy Davis, George Greeley, Si Mann-Nick Tag, Clebanoff, David Carroll and Dinah Washington.

Pebbles' Film Draws Bids

HOLLYWOOD—Four nationally shown television shows and a score of local programs have requested prints of the 2½-minute film clip of Pebbles and Bamm Bamm singing their debut Hanna-Barbera single, "Open Up Your Heart."

The merchandising stunt (**Billboard**, Sept. 18) was developed to spread exposure for the disk after its initial blast on the opening "Flintstones" series segment on ABC-TV. H-B reports requests for film clips came from "Shindig," "Hullabaloo," "Hollywood A Go Go," the "Jimmy Dean Show" and from WXYZ, Detroit; CKLW, Detroit-Windsor; KTVE, El Dorado; KCTO, Denver; KTUL, Tulsa; WFTV, Orlando; WLBW, Miami; KSD, St. Louis and WKTU, Utica.

The clip shows the cartoon characters singing the tune with a black background provided to permit programs to superimpose dancers behind the animated characters.

A HIT
STANDARD
Comes Back With A
NOWADAYS
TREATMENT

"GOD,
COUNTRY,
AND MY
BABY"

— with —

BRAD
BERWICK

PICK HIT IN 4 CORNERS

OF THE COUNTRY

National Record
Promotion
GEORGE JAY

All major distribution
cities have stock.

DEEN RECORDS
12345 Ventura Blvd.
Studio City, Calif.

DON'T FAIL
TO CATCH
BILLBOARD'S

18th Annual Country
Music Poll

On "The Jimmy Dean Show"
10 p.m., EDT,
Friday, Oct. 22,
on ABC-TV, directly from
the Grand Ole Opry House,
Nashville, Tenn.

DO
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

LOVE MINUS ZERO
EDDIE HODGES
AURORA 156



A TIME TO LOVE—
A TIME TO CRY
LOU JOHNSON
BIGTOP 101



HARLEM NOCTURNE
THE VISCOUNTS
AMY 940



BELL RECORDS 1776 Broadway, New York, N.Y. 10017



Scat! 'Drat! the Cat!' Col. Caster Scratched

NEW YORK — "Drat! The Cat!" lacks the gaiety and wild abandon necessary to making a "musical spoof," as it is billed, work. The production, which opened at the Martin Beck Theater here last Sunday (10), is a strained, far-out affair that even the high and/or low camp followers will find hard to take.

Ira Levin, who wrote the book and the lyrics, doesn't follow the Broadway blueprint, but his attempts to be different and unusual fall wide of the entertainment mark.

The story line follows the efforts of a bumbling acting-detective (Elliot Gould) to capture a cat-burglar jewel thief (Lesley Ann Warren). He falls in love with her and she goes

"straight" at the end but the end is a long time in coming.

Milton Schafer's music, with some exceptions is hard going, too. Best of the lot is "She Touched Me," which is working its way up as a pop single release via Barbra Streisand's version on Columbia titled "He Touched Me," and "Deep in My Heart," which has a Jerry Vale recording going for it on Columbia.

The New York newspapers critics' reaction to the show was generally negative and Columbia Records has postponed its original cast album session originally scheduled for Sunday (17). It will be a tough LP to sell if it ever does get into the groove. **MIKE GROSS**

A STAGE STRONGMAN

Aznavour Impresses in Legitimate 1-Man Show

NEW YORK—After having warmed up New York with two concerts at Carnegie Hall over the past few years, French singer Charles Aznavour settled down for a three-week engagement at the Ambassador Theater here (14) in a one-man show that generates lots of musical steam. Although the attention-span may wane during the lengthy presentation, which includes 27 numbers, Aznavour is enough of a showman and song-stylist to make the most of his advantages and come out ahead at evening's end.

The title, "The World of Charles Aznavour—His Songs of Love and Other Sorrows," sets the tone of the production. The songs, which he composed, are dramatic statements of emotional values that are universal. So, even when the songs are entirely in French without any explanatory patter, there's never any doubt about the song's content and message. With voice and gesture, Aznavour gets the meaning across in no uncertain terms. And even when he occasionally switches to English, the mystique is still there.

Aznavour works on a bare stage with only five musicians behind him. The piano, guitar, drums, bass and trombone supply the over-all tonal color

which assists Aznavour in painting his musical moods.

The production is being presented by Norman Twain and Sid Bernstein in association with Henri Goldgran. Reprise Records is planning to record the show. It could make an impressive package. **MIKE GROSS**

Dickens' Single Raises Dickens

NASHVILLE — Little Jimmy Dickens has come up with the hottest single in the country field in a long time. It is opening so many doors he can't fill all the engagements.

The song, also breaking fast in the pop field, is "May the Bird of Paradise Fly Up Your Nose."

Moeller Talent Inc., which books Dickens, reports TV network shows are bidding for Dickens for guest appearances. Larry Moeller said negotiations

Mitchell Trio Hit Funnybone, Song Targets

NEW YORK—The Mitchell Trio has been around a while and Saturday night (9) in concert at Carnegie Hall, the Mercury Records artists proved conclusively that they're going to be around much longer. The reason: They're better than ever.

Backed by two guitarists and a bass player, the trio swung into action with a rousing "I Can't Help But Wonder" and followed with some of the songs from their latest album. The older material included their popular "The John Birch Society" and some other humorous tidbits aimed at the college crowd.

A standout in the concert was John Denver, newest acquisition to the trio. He replaced Chad Mitchell, who left to go solo. Denver, playing a 12-string guitar soloed with "Mr. Tambourine Man," and "The Bells Are Ringing."

In a repertoire that included more than 20 songs, the trio could do no wrong. Nothing escaped their mirthful satirical probing—the PTA, the President, the racial situation, Elisabeth Taylor, the draft, or politics in Africa. The result was a well-paced show, featuring both beautiful songs and songs that created constant chuckles.

CLAUDE HALL

were completed last week for Dickens to tape Nov. 16-18 for the "Hullabaloo" show which will be aired Nov. 22.

The expression, "May the Bird of Paradise Fly Up Your Nose," is the favorite phrase of Johnny Carson on the "Tonight" TV show. It evolved from other expressions about "May the bird of paradise do this, or that." Merritt said he got the idea for the song by watching the "Tonight" show.

It's the hottest thing Dickens has ever recorded and the first single he's done in his 17 years with Columbia that jumped onto the pop charts.



EPIC RECORDS has signed the Chicago-based Goldberg-Miller Blues Band. Barry Goldberg, right, nephew of the United States Ambassador to the United Nations, Arthur Goldberg, is the organist and leader of the group. In addition to Barry, the group includes, left to right, Roy Ruby, guitarist; Steve Miller, vocalist, lead guitarist and harmonica player, and drummer Maurice McKinney.

PEOPLE AND PLACES

Glenn Yarbrough's souvenir program has just come off the presses in time for his current concert tour. The first printing of the book was 20,000, to accommodate the RCA Victor artist's fall concert schedule of over 50 dates. . . . The Highwaymen are set for an engagement at New York's Phone Booth from Nov. 15 to 28. . . . The Ned Odum Boys, a new folk singing group on the Columbia label, are at Charlie Bates' eastside cafe for the next six weeks. . . . Clara Ward and the Ward Singers have been signed for five weeks at the Olympia in Paris beginning Nov. 1. . . . Joan Rivers will give a concert at the University of Wisconsin Oct. 29.

The Ramsey Lewis Trio recorded a new Cadet album live at Shelley's Manne Hole in Los Angeles under the artists & repertoire supervisor Esmond Edwards. . . . Noel Harrison back at the Living Room for two weeks. . . . The Dave Harris Au Go Go currently at the Peppermint Lounge. . . . Joda Records' Sam & Bill will appear at the Orbit Lounge in Newark Oct. 21. . . . The Wayward Sons have recorded "Not Sympathy" and "How Will I Know" on the Hope label. . . . George Kirby will be on the bill with Tony Bennett at Harrah's from Oct. 21 to Nov. 3. . . . Charlotte Duber is at Harry Rubin's Merion Inn, Cinnaminson Township, N. J. . . . Leonard Stogel, personal manager of Sam the Sham & the Pharaohs, married Myrna Fox in New York Oct. 10. . . . Nancy Ames, Epic artist, guest on Perry Como's NBC-TV special Oct. 18. . . . Margie Rayburn opening at the Mesperia Inn, Mesperia, Calif., Oct. 19, for one week.

Guest performers on Dick Clark's ABC-TV show "Where The Action Is" for the week Oct. 18-22 include Peter & Gordon, the Animals, Jackie & Gayle, Freddie Cannon, the Shangri-Las, Dick & Dee Dee, Billy Joe Royal, Edwin Starr, the Royalettes and Barbara Mason. . . . A boy was born to the Roger Colemans. Father is former singer turned broadcasting executive. . . . Sonny Burke named executive manager of Warner Bros. Pictures music department. . . . Peter, Paul & Mary are back on the college circuit in a series of appearances set by Trio Concerts. . . . David King, former manager of King Records in New Jersey, has opened a new distributorship called Bravo Records located in Newark. . . . George Avakian will head the record industry committee for the "Salute to Louis Armstrong" which will be held at Carnegie Hall Dec. 2 for the benefit of the AGVA Youth Fund. . . . Joan Berg, formerly associated with Phil Spector, has joined Bang Records. . . . Beryl Davis will start going out as a solo after three years on the nightclub circuit as part of a trio with Jane Russell and Connie Haines. She'll record for the Ladd label. . . . Herman's Hermits will be on Ed Sullivan's CBS-TV show Oct. 24. The group returns to England for an appearance on "Sunday Night at the Palladium" Oct. 31. . . . Earl Wrightson and Lois Hunt out on another concert tour through December.

MIKE GROSS

You Are Cordially Invited

To View the Gala Television Special

Billboard's Country Music Awards Night

On the Jimmy Dean TV Show

Presenting the Winners of

Billboard's Eighteenth Annual Country Music Poll

10 P.M., EDT, Friday, October 22, 1965, ABC-TV

Directly from the Grand Ole Opry House, Nashville, Tenn.

*P.S.: Radio Programmers—Record Dealers,
Please Alert Your Following.*

Unsurpassed in Quality at any Price

GLOSSY PHOTOS

7½¢ EACH IN 8x10
1000 LOTS \$10.98 per 100
Post Cards \$40 per 1000

100 8x10 COLOR \$98.00

WE PROCESS YOUR COLOR FILMS

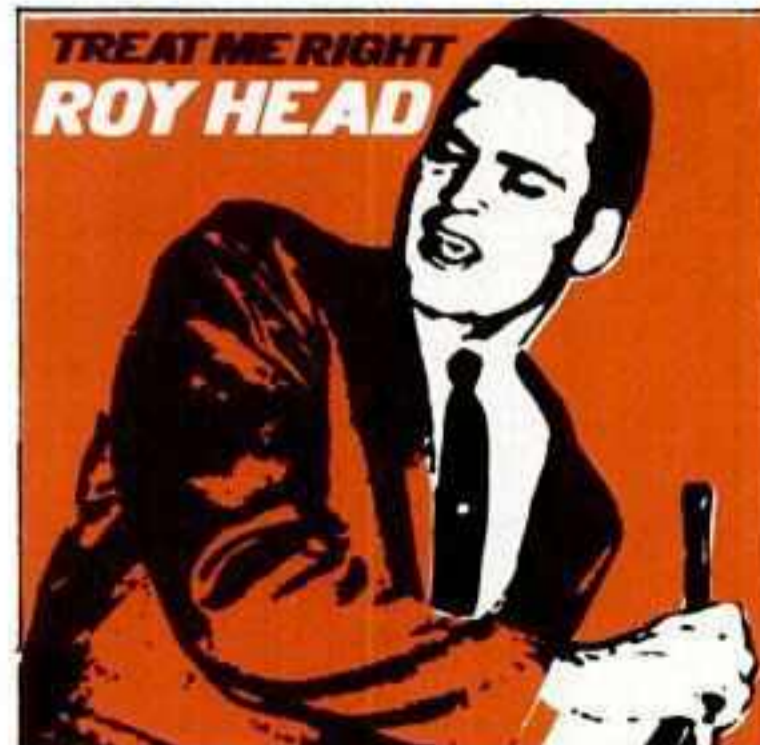
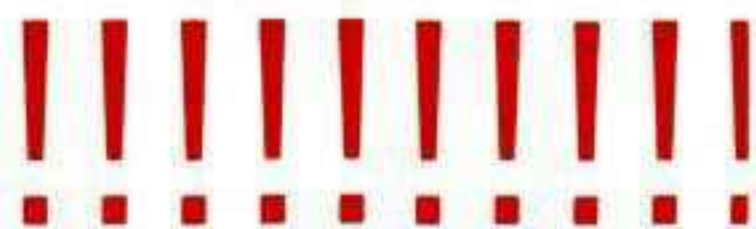
MOUNTED ENLARGEMENTS
20" x 30" \$4.85
30" x 40" \$7.50

COPYART Photographers

A Division of JAMES J. KRIEGSMANN
165 W. 46th St., N.Y. 36 PL 7-0233



ROY
HEAD'S
newest smash single
is on Scepter
JUST A LITTLE BIT
it's also featured in
his new album



SM532

Scepter Records Inc., 254 W. 54 St., N. Y., N. Y. 10019



SPOTLIGHT SINGLES.

Number of Singles Reviewed This Week, 164—Last Week, 194

*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

BEATLES—BOYS (Ludix, BMI)—Finally released by popular demand from an early LP, this swinging rocker should prove a rapid chart winner. Flip: "Kansas City" (Armo, BMI). **Capitol Starline 6066**

SUPREMES—I HEAR A SYMPHONY (Jobete, BMI)—No problem rushing up the chart with this well-written rhythm ballad with pulsating beat and top vocal work. Blockbuster! Flip: "Who Could Ever Doubt My Love" (Jobete, BMI). **Motown 1083**

***RONNIE DOVE—KISS AWAY** (Gallico, BMI)—Outstanding country-flavored production ballad will prove to be his fifth hit in a row, topping his past successes. Tremendous vocal and production work. Flip: "Where in the World" (Picturetone, BMI). **Diamond 191**

FREDDY CANNON — LET ME SHOW YOU WHERE IT'S AT (Screen Gems, Columbia, BMI)—**THE OLD RAG MAN** (Sea-Lark, BMI)—Natural sound, lyric and rhythm follow-up to "Action" with same excitement with even more potential for the top of the chart. Flip is change-of-pace ballad material well-written and performed with equal possibilities. **Warner Bros. 5666**

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

***TONY BENNETT—LOVE THEME FROM "THE SANDPIPER"** (Miller, ASCAP) — The much recorded film theme is given the special warm Bennett treatment with the potential and appeal of "I Left My Heart in San Francisco." A winner all the way! Flip: "I'll Only Miss Her When I Think of Her" (Harms, ASCAP). **Columbia 43631**

***PATTI PAGE—RIBBONS AND ROSES** (Duchess, BMI)—With the flavor, beauty and commercial appeal of "Hush Hush Sweet Charlotte," Patti has a hot chart contender in this well-performed and produced entry. Flip: "That's What I Tell Him" (Painted Desert, BMI). **Columbia 43429**

***SEEKERS—THE CARNIVAL IS OVER** (Chappell, ASCAP)—Big production folk ballad with infectious bolero beat backing the exciting group. This hot winner is timed perfectly with their upcoming U. S. concert tour and TV shots. Flip: "We Shall Not Be Moved" (Chappell, ASCAP). **Capitol 5531**

ROY ORBISON — CRAWLING BACK (Acuff-Rose, BMI)—For his second MGM release and follow-up to "Ride Away," this compelling ballad builds into a big production climax aimed at rapid chart action. Flip: "If You Can't Say Something Nice" (Acuff-Rose, BMI). **MGM 13410**

***BROOK BENTON—MOTHER NATURE, FATHER TIME** (Benday & Eden, BMI)—Marking his debut on the RCA Victor label, Benton is back with his rich, tender bluesy feel on this fine blues ballad. Good sound throughout that should spiral Benton up the charts again! Flip: "You're Mine (And I Love You)" (Benday & Eden, BMI). **RCA Victor 8693**

GEORGE MAHARIS—A WORLD WITHOUT SUNSHINE (Robbins, ASCAP) — Fascinating Vance, Pockriss composition and exciting Joe Sherman arrangement should race Maharis up the chart with great impact. Tremendous production work and strong Maharis vocal and chorus effort. Flip: "Ivy" (Saturday, BMI). **Epic 9858**

CHART Spotlights—Predicted to reach the HOT 100 Chart

LOUIS ARMSTRONG—The Circle of Your Arms (Morris, ASCAP). **MERCURY 36834**
WONDER WHO?—Don't Think Twice (Witmark, ASCAP). **PHILIPS 40324**
TOMMY ROE—Doesn't Anybody Know My Name (In, ASCAP). **ABC-PARAMOUNT 10738**
QUINCY JONES ORK.—I Can't Get No Satisfaction (Immediate, BMI). **MERCURY 36930**
ANDY DIO—Sass-Affras (Screen Gems-Columbia, BMI). **MUSICOR 1118**
BAJA MARIMBA BAND—For Animals Only (Almo, ASCAP). **ALMO 228**
ROSS BAGDASARIAN—Come On-A-My House (Duchess, BMI). **LIBERTY 55837**
CURTIS AMY—Theme From Hot September (Valendo, ASCAP). **PALOMAR 2213**
DEEP SIX—Last Time Around (LeBill, BMI). **SOFT 960**
CHITA RIVERA—Come On Back (Dundee, BMI). **DOT 16775**

FORTUNES — HERE IT COMES AGAIN (Donna, ASCAP)—Hot on the heels of their initial smash "You've Got Your Troubles," comes an even more exciting number with great dance beat. Can't miss top of the chart action. Flip: "Things I Should Have Known" (Felsted, BMI). **Press 9798**

***ROGER MILLER—ENGLAND SWINGS** (Tree, BMI)—More off-beat and clever material from the Miller pen. Infectious and well-done to equal the success of "King of the Road." Flip: "Good Old Days" (Tree, BMI). **Smash 2010**

PETER AND GORDON—DON'T PITY ME (Felicia, BMI)—Big production rhythm ballad with strong dance beat is a natural winner to follow up the duo's "To Know Him Is to Love Him." Flip: "Crying in the Rain" (Screen Gems-Columbia, BMI). **Capitol 5532**

BARBARA MASON—IF YOU DON'T (Stilran-Dandelion, BMI)—Hot on the heels of "Sad, Sad Girl," she swings back in the same groove with another hot piece of blues ballad material from the Mason pen. Chalk up her third hit in a row. Flip: "You Got What It Takes" (Tree, BMI). **Arctic 112**

***DEAN MARTIN—I WILL** (Camarillo, BMI)—Pulsating rhythm number with good lyric and fine Bill Justis arrangement has a smash hit Martin sound throughout. Flip: "You're the Reason I'm in Love" (Beechwood, BMI). **Reprise 0415**

ROY ORBISON—LET THE GOOD TIMES ROLL (Travis-Atlantic, BMI) — The rhythm-blues classic gets the outstanding Orbison treatment which spells hitsville all the way! Solid dance beat backing. Flip: "Distant Drums" (Combine, BMI). **Monument 906**

THE FIVE EMPREES—HEY BABY (LeBill, BMI)—As their initial "Little Miss Sad" starts to drop off, this rocking swinger comes along with more excitement and greater commercial appeal than the former hit. Chart winner. Flip: "Why" (Freeport, BMI). **Freeport 1002**

GUILLOTEENS—FOR MY OWN (Anihanbar, BMI)—**DON'T LET THE RAIN GET YOU DOWN** (Anihanbar, BMI)—Second release from group is a hard-driving dance beat number with hit written all over it! Flip is a well-done rhythm ballad with equal potential of the top side. **HBR 451**

GAMMA GOOCHEE — THE GAMMA GOOCHEE (Screen Gems-Columbia, BMI)—Wild, far out off-beat novelty rocker that could prove to be a smash. Powerful dance beat and vocal work! Watch this one! Flip: "I'm Gonna Buy Me a Dog" (Screen Gems-Columbia, BMI). **Colpix 786**

WENDY HUBER—COME AWAY MELINDA (Appleseed, ASCAP)—Intriguing Fred Hellerman material performed by a fascinating new vocal sound that should prove a left field winner. Well-written and produced. Flip: "I Belong to the Wind" (Ponderosa, BMI). **Phillips 40332**

SEEKERS—MYRA (Jasper-Winter, BMI) — Exciting calypso number that should prove a hit for the folksters and bring back the calypso fad as well. Flip: "Wild Rover" (Jasper-Winter, BMI). **Atmos 711**

MARK FIVE—I'll Keep On Trying (Ramhorn, BMI). **IMPRESSION 102**
JAMES BRYANT & THE KRITTERS—Long Long Time (Felsted, BMI). **PARROT 45016**
FRED CARTER JR.—Not I Pretty Baby (Pamper, BMI). **MONUMENT 902**
TOMMY BUTLER—Right On Up to the Weekend (Etnoc & Tascosa Hse., ASCAP). **CHATTAHOOCHEE 688**
GINNY ARNELL—I'm Getting Mad (South Mountain, BMI). **MGM 12403**
FOUR CHAPS—Will You or Won't You (Ardmore & Beechwood, ASCAP). **CO AND CE 231**
GODFREY—The Trip (Fowler, Zulu, BMI). **CEE-JAM 3**
ERNIE AND THE EMPERORS—Meet Me at the Corner (Oracle, BMI). **REPRISE 0414**
CHARTBUSTERS—Kick Wheeler (Chartbuster-Ironmarch, BMI). **CRUSADER 124**
PETER KINN—Walking Alone (Chappell, ASCAP). **SWAN 4229**

COUNTRY SPOTLIGHTS

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

ROY DRUSKY AND PRISCILLA MITCHELL — SLIPPIN' AROUND (Peer Int'l, BMI)—Chalk up another top of the chart winner for the "Yes Mr. Peters" duo performing the Wakely-Whiting classic in tremendous fashion. Flip: "Trouble on Our Line" (Raleigh, BMI). **Mercury 72497**

CLAUDE KING—LITTLE BUDDY (Gallico, BMI)—With "Tiger Woman" starting to slip down the chart, this compelling well-written number will fast replace it. Beautiful lyric and King vocal. Flip: "Come on Home" (Gallico, BMI). **Columbia 43416**

RAY PILLOW—THANK YOU MA'AM (Screen Gems Columbia, BMI)—Clever rhythm number and a fine Pillow performance should spiral this one up the chart. Flip: "If Is a Mighty Big Word" (Vidor, BMI). **Capitol 5518**

STAN HITCHCOCK—SWISS MADE HEART (Pace-setter, BMI)—This one is the number that can establish the fine Hitchcock sound as a top country name. Clever, catchy rhythm material is a winner! Flip: "Imitation of a Man" (Lowery, BMI). **Epic 9854**

FARON YOUNG—MY DREAMS (Vanadore, BMI)—Catchy rhythm ballad performed in the top Young fashion is a definite hot chart entry that can't miss! Flip: "You Had a Call" (Zanetis, BMI). **Mercury 72490**

FERLIN HUSKY — MONEY GREASES THE WHEELS (Husky, BMI)—Dallas Frazier provides clever rhythm material that will spiral Husky right up the chart in rapid fire! Flip: "Lasting Love" (Husky, BMI). **Capitol 5522**

BOB GALLION—FEDERAL AID (Acuff-Rose, BMI)—Powerhouse lyric rhythm material and performance aimed right at the top of the country chart! Flip: "Hauling the Boys Around" (Acuff-Rose, BMI). **Hickory 1339**

HANK LOCKLIN — THE GIRLS GET PRETTIER (Every Day) (Combine, BMI)—Strong follow-up to "Forty Nine Fifty One" with even more commercial potential. A country winner with pop appeal as well. Flip: "To Him" (Screen Gems-Columbia, BMI). **RCA Victor 8695**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

SMALL FACES—Whatcha Gonna Do About It (Tellaro, ASCAP). **PRESS 9794**
SKYLINERS—Comes Love (Kidd, BMI). **VISCOUNT 104**
ARTISTICS—This Heart of Mine (Jalyne, BMI). **OKEN 7232**
GEORGE STONE—Hole in the Wall (Pure Soul, BMI). **MUSICOR 1122**
LITTLE RICHARD—I Don't Know What You've Got But It's Got Me—Part I (Covay, BMI). **VEE JAY 698**
LESTER YOUNG—I Got the Right (Maureen, BMI). **OLD TOWN 1186**
MAJESTICS—(I Love Her So Much) It Hurts Me (Padua, BMI). **LINDA 121**
CASEY ANDERSON—Say Yes (Childers, BMI). **ATCO 6377**
VICKIE ANDERSON—Never, Never, Never Let You Go (Part I & Part II) (Toccoa, BMI). **FONTANA 1527**
BOBBY HARRIS—That's When I'll Stop Lovin' You (Branston, BMI)—**Password is Love** (Mammer Jammer, BMI). **TURNTABLE 715**
WHIPS—Whip It On Me, Baby (Zkra-Rambled, BMI). **MGM 13401**
MILLIONAIRES—Cherry Baby (X-Cellent, BMI). **BUNNY 506**

R&B SPOTLIGHTS

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

WILSON PICKETT—DON'T FIGHT IT (East-Web IV, BMI)—Solid hard-driving and soulful follow-up to "Midnight Hour" with equal potential of the former smash. Pickett's in great form! Flip: "It's All Over" (East-Web IV, BMI). **Atlantic 2306**

G. L. CROCKETT — EVERY GOOD-BYE AIN'T GONE (Fairshake, BMI)—Hot on the heels of "It's a Man Down There," Crockett can't miss repeating that success with this slow easy beat number. Flip: "Watch Me 21" (Fairshake, BMI). **4 Brothers 448**

IKE AND TINA TURNER — TWO IS A COUPLE (Sagittarius-Placid)—A blockbuster that rocks from start to finish. Hot chart item that will hit with great impact. Flip: "Tin Top House" (Sagittarius-Placid). **Sue 135**

JERRY BUTLER—BELIEVE IN ME (Jalyne-Customs, BMI)—Hit written all over this dramatic blues ballad performed in the fine and emotional Butler fashion. Flip: "Just for You" (Curton-Conrad, BMI). **Vee Jay 707**

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

HANK COCHRAN—Hank Today and Him Tomorrow (Pamper, BMI). **RCA VICTOR 8694**
MACK MAGAHA—Shufflin' Back (Cretta, BMI). **BRAGG 221**
JIMMY JAY—The Lady From the Country (Acuff-Rose, BMI). **HICKORY 1343**
WAYNE WALKER—Ever So Often (Cedarwood, BMI). **RIC 180**
BOBBI STAFF—Where Did the Summer Go (Gold-Udel, ASCAP). **RCA VICTOR 8689**
BILLY MIZE—You Don't Have Very Far to Go (Owen, BMI). **COLUMBIA 43417**
JERRY NELSON—Easy Come, Easy Go (BMI). **WORLD WIDE 3012**
MACK SANDERS—The World's Saddest Man (Inman, BMI). **JUBILEE 9009**
JAN HOWARD—I Don't Mind (Wilderness, BMI). **DECCA 31858**
BILL EMERSON—Judge Her Gently (Canyon, SESAC). **TOPIC 8009**

October 23, 1965, BILLBOARD

Copyrighted material

hits are our
business...

heading
one way

**AIN'T
THAT
PECULIAR**

**Marvin
Gaye**

TAMLA
54122

**MY
BABY**

Temptations

GORDY
7047

**TAMLA
MOTOWN
GORDY RECORDS**
Detroit, Michigan

*We would like to thank Johnny Tillotson
for his exciting recording of our song,
"Our World." We are proud of the song
and thrilled with Johnny's rendition.*



Thanks, also, to Paul Tannen, who produced "Our World"—K-13408

PAUL EVANS & PAUL PARNES



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

A TANRIDGE PRODUCTION

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like YESTERDAY, TREAT HER RIGHT, A LOVER'S CONCERTO, GET OFF OF MY CLOUD, KEEP ON DANCING, HANG ON SLOOPY, JUST A LITTLE BIT BETTER, EVERYBODY LOVES A CLOWN, POSITIVELY 4TH STREET, YOU'RE THE ONE, DO YOU BELIEVE IN MAGIC, LIAR, LIAR, THE "IN" CROWD, BABY DON'T GO, EVE OF DESTRUCTION, MAKE ME YOUR BABY, I'M YOURS, SOME ENCHANTED EVENING, 1-2-3, YOU'VE GOT YOUR TROUBLES, YOU WERE ON MY MIND, I KNEW YOU WHEN, BUT YOU'RE MINE, MOHAIR SAM, A TASTE OF HONEY, I WANT TO (Do Everything for You), NOT THE LOVIN' KIND, EVERYONE'S GONE TO THE MOON, HELP, HOME OF THE BRAVE, WE GOTTA GET OUT OF THIS PLACE, RESCUE ME.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like CATCH US IF YOU CAN, HUNGRY FOR LOVE, AIN'T THAT PECULIAR, MY TOWN, MY GUY AND ME, LAUGH AT ME, RESPECT, CARA-LIN, DAWN OF CORRECTION, LET'S HANG ON, SAY SOMETHING FUNNY, WHAT COLOR (Is a Man), JUST YOU, KANSAS CITY STAR, I MISS YOU SO, ACT NATURALLY, UNIVERSAL SOLDIER, RUN, BABY RUN, STEPPIN' OUT, I LIVE FOR THE SUN, WHERE HAVE ALL THE FLOWERS GONE, MY GIRL HAS GONE, UNIVERSAL SOLDIER, ROUND EVERY CORNER, TAKE ME IN YOUR ARMS, I'LL MAKE ALL YOUR DREAMS COME TRUE, RIDE AWAY, RING DANG DOO, CHAPEL IN THE MOONLIGHT, YOU'VE GOT TO HIDE YOUR LOVE AWAY, ROAD RUNNER, IF YOU'VE GOT A HEART, ARE YOU A BOY OR ARE YOU A GIRL, I FOUND A GIRL, A LIFETIME OF LONELINESS.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like SECRETLY, WHERE DO YOU GO, DON'T TALK TO STRANGERS, RUSTY BELLS, THERE BUT FOR FORTUNE, CLEO'S BACK, MAKE IT EASY ON YOURSELF, MY BABY, MAY THE BIRD OF PARADISE FLY UP YOUR NOSE, THE WORLD THROUGH A TEAR, JUST ONE KISS FROM YOU, REMEMBER WHEN, MAKE THE WORLD GO AWAY, TURN! TURN! TURN!, FUNNY LITTLE BUTTERFLIES, HE TOUCHED ME, LOOKING WITH MY EYES, I'M SO THANKFUL, FORGIVE ME, ROSES AND RAINBOWS, JUST YESTERDAY, I STILL LOVE YOU, THE SPIDER SONG, SINNER MAN, EARLY MORNING RAIN, AUTUMN LEAVES—1965, SO LONG BABE, DON'T HAVE TO SHOP AROUND, STAND BY ME, THINK, I BELIEVE I'LL LOVE ON, I NEED YOU SO, MISTY, THE LETTER.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and their publishers/licenses. Includes Act Naturally (Blue Book, BMI), Ain't That Peculiar (Jobete, BMI), Are You a Boy or Are You a Girl (Elmwin, BMI), Autumn Leaves—1965 (Marley, ASCAP), Baby Don't Go (Mather Bertha & Tom East, BMI), But You're Mine (Five-West-Cottillon, BMI), Cara-Lin (Grand Canyon, BMI), Catch Us If You Can (Stranston, BMI), Chapel in the Moonlight (Shapiro-Bornstein, ASCAP), Cleo's Back (Jobete, BMI), Dawn of Correction (Champion & Double Diamond, BMI), Do You Believe in Magic (Faithful Virtue, BMI), Don't Have to Shop Around (Makmillon, BMI), Don't Talk to Strangers (Taracrest, BMI), Early Morning Rain (Witmark, ASCAP), Eye of Destruction (Trousdale, BMI), Everybody Loves a Clown (Viva, BMI), Everyone's Gone to the Moon (Mainstay, BMI), Forgive Me (Advanced, ASCAP), Funny Little Butterflies (Unart, BMI), Get Off of My Cloud (Gideon, BMI), Hang on Sloopy (Picturone-Mellin, BMI), He Touched Me (Morris, ASCAP), Help (Maclean, BMI), Home of the Brave (Screen Gems-Columbia, BMI), Hungry for Love (Myto, BMI), I Believe I'll Love On (BRC & Ramitary, BMI), I Found a Girl (Trousdale, BMI), I Knew You When (Lowery, BMI), I Live for the Sun (Sea of Tunes, BMI), I Miss You So (Lands, ASCAP), I Need You So (Hill & Range, BMI), I Still Love You (Taracrest, BMI), I Want to (Do Everything for You) (Tree, BMI), If You've Got a Heart (Unart, BMI).

Table listing songs and their publishers/licenses. Includes I'll Make All Your Dreams Come True (Picture-Tone, BMI), I'm So Thankful (Jobete, BMI), I'm Yours (Gladys, ASCAP), "In" Crowd, The (American, BMI), Just a Little Bit Better (T.M., BMI), Just One Kiss From You (Ch-Sound, BMI), Just Yesterday (Buxton, ASCAP), Just You (Five-West-Cottillon, BMI), Kansas City Star (Tree, BMI), Keep on Dancing (Arc-Press, BMI), Laugh at Me (Five-West-Cottillon, BMI), The Letter (Vince, BMI), Let's Hang On (Saturday & Seasons Four, BMI), Liar, Liar (Celann, BMI), Lifetime of Loneliness, A (Blue Seas-Jac, ASCAP), Looking With My Eyes (Blue Seas-Jac, BMI), Lover's Concerto, A (Saturday, BMI), Make It Easy on Yourself (Famous, BMI), Make Me Your Baby (Screen Gems-Columbia, BMI), Make the World Go Away (Pamper, BMI), May the Bird of Paradise Fly Up Your Nose (Central Songs, BMI), Misty (Vernon, ASCAP), Mohair Sam (Acclaim, BMI), My Baby (Jobete, BMI), My-Girl Has Gone (Jobete, BMI), My Town, My Guy and Me (Stross-Catalog, BMI), Not the Lovin' Kind (Criterion, ASCAP), 1-2-3 (Champion & Double Diamond, BMI), Positively 4th Street (Witmark, ASCAP), Remember When (Roosevelt, BMI), Rescue Me (Chevis, BMI), Respect (East-Time-Rodwal, BMI), Ride Away (Acuff-Rose, BMI), Ring Dang Doo (Valley & Beckie, BMI), Road Runner (Arc, BMI), Roses and Rainbows (Anihanbar, BMI), Round Every Corner (Duchess, BMI), Rusty Bells (Music City, ASCAP), Run, Baby Run (Acuff-Rose, BMI), Say Something Funny (Barnross, BMI), Secretly (Planafon, ASCAP), Sinner Man (Saloon Songs, BMI), So Long Babe (Criterion, ASCAP), Some Enchanted Evening (Williamson, ASCAP), Spider Song, The (Ashland, BMI), Stand by Me (Tri-o & Progressive, BMI), Steppin' Out (Daywin, BMI), Take Me in Your Arms (Jobete, BMI), Taste of Honey, A (Songfest, ASCAP), There But for Fortune (Applesed, BMI), Think (Metric, BMI), Treat Her Right (Don, BMI), Turn! Turn! Turn! (Melody Trails, BMI), Universal Soldier—Campbell (Woodmers, BMI), Universal Soldier—Donovan (Woodmers, BMI), We Gotta Get Out of This Place (Screen Gems-Columbia, BMI), What Color (Is a Man) (Screen Gems-Columbia, BMI), Where Do You Go (Five-West-Cottillon, BMI), Where Have All the Flowers Gone (Fall River, BMI), World Through a Tear, The (Bregman, Vocco & Conn, ASCAP), Yesterday (Maclean, BMI), You Were on My Mind (Witmark, ASCAP), You're the One (Lands, ASCAP), You've Got to Hide Your Love Away (Maclean, BMI), You've Got Your Troubles (Mills, ASCAP).

Table listing songs and their publishers/licenses. Includes 101. I HEAR A SYMPHONY (Supremes, Motown 1083), 102. BOYS (Beatles, Capitol-Star Line 4066), 103. ORGAN GRINDER SWING (Jimmy Smith, Verve 10363), 104. IL SILENZIO (Nini Rosso, Columbia 43363), 105. HERE COME THE TEARS (Gene Chandler, Constellation 164), 106. FOR YOUR LOVE (Righteous Brothers, Moonjolo 243), 107. FOR YOUR LOVE (Sam & Bill, Joda 100), 108. RIGHT NOW AND NOT LATER (Shangri-Las, Red Bird 036), 109. ALL OF A SUDDEN MY HEART SINGS (Mel Carter, Imperial 66138), 110. I HAVE DREAMED (Chad & Jeremy, Columbia 43414), 111. LET'S MOVE AND GROOVE (Together) (Johnny Nash, Joda 102), 112. LOVE (Makes Me Do Foolish Things) (Martha & the Vandellas, Gordy 7045), 113. I'M A MAN (Yardbirds, Epic 9857), 114. TOSSING AND TURNING (Ivy League, Cameo 377), 115. CINCINNATI KID (Ray Charles, ABC-Paramount 10720), 116. SEE MY FRIENDS (Kinks, Reprise 0409), 117. WE DIDN'T ASK TO BE BROUGHT HERE (Bobby Darin, Atlantic 2305), 118. COME BACK TO ME MY LOVE (Robert Goulet, Columbia 43394), 119. FUNNY THING ABOUT IT (Nancy Ames, Epic 9845), 120. I'LL KEEP ON TRYING (Walter Jackson, Okeh 7229), 121. WORK, WORK, WORK (Lee Dorsey, Amy 939), 122. TRY TO REMEMBER (Brothers Four, Columbia 43404), 123. DEEP IN YOUR HEART (Jerry Vale, Columbia 43413), 124. NEVER HAD IT SO GOOD (Ronnie Millsop, Scepter 12109), 125. MY HEART BELONGS TO ONLY YOU (Shirley, Scepter 12114), 126. HARLEM NOCTURNE (Viscounts, Amy 940), 127. SHE'S WITH HER OTHER LOVE (Leon Hayward, Imperial 66123), 128. SHOULD I (Chad & Jeremy, Columbia 43314), 129. ONE HAS MY NAME (Barry Young, Dot 16756), 130. ON A CLEAR DAY YOU CAN SEE FOREVER (Robert Goulet, Columbia 43394), 131. SEA CRUISE (Hondells, Mercury 72479), 132. DON'T THROW THE ROSES AWAY (John Gary, RCA Victor 8627), 133. STAY TOGETHER YOUNG LOVERS (Ben Allen, Roulette 4649), 134. TRUE PICTURE (Jack Jones, Scepter 12119), 135. TRY A LITTLE BIT (Roy Lee, Scepter 12116).

sale au-go-go!

BIGGER PROFITS and MORE SALES FROM REDISCO!

FREE GOODS
FOR SMART
BUYERS

DIAMOND NEEDLES
at BELOW WHOLESALE PRICES!

FREE GOODS
FOR SMART
BUYERS

Here are the 16 diamond needles that will cover 95% of replacement calls! Buy any 12 . . . get any one **FREE!**

\$8.95 ea. suggested list your cost **\$1.49** ea.

 Replacement for Sonotone 2T Order #1385DS Monaural.	 Replacement for Shure N4. Order #1427DS Monaural.	 Replacement for Sonotone 3T. Order #1460DS Monaural.	 Replacement for Sonotone 8T. Order #1503DS Stereo.	 Replacement for G.E. GC7. Order #1507D Stereo.
 Replacement for Sonotone 8TA. Order #1522XDS Stereo.	 Replacement for Sonotone 9T. Order #1532XDS Stereo.	 Replacement for Astatic 17(N41). Order #1537XDS Stereo.	 Replacement for Sonotone 16T. Order #1540XDS Stereo.	 Replacement for Electrovoice 132. Order #1548XDS Stereo.
\$7.95 ea. suggested list	your cost \$1.39 ea.	 Replacement for G.E. VR11. Order #1470D Monaural.	 Replacement for Ronette BF40. Order #1504D Stereo.	 Replacement for Electrovoice 21D, 26D. Order #1506D Stereo.
 Replacement for Astatic N8, Vaco ST20, 40, Ronette T0200. Order #1464D Monaural.	 Replacement for Astatic N8, Ronette T0200, Vaco ST20, 40. Order #1464XD Stereo.	 Replacement for B.S.R. TCB. Order #1513XD Stereo.	\$6.95 ea. suggested list	your cost \$1.29 ea.

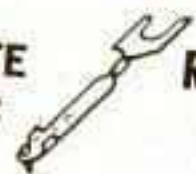
EXTRA 10% DISCOUNT on orders of \$25 or more on Diamond Needle Purchases.

One Stop - One Day Service! Strictly Wholesale - Orders Filled and Shipped Same Day Received! No Extras! No Gimmicks! Quantity Discount Programs Always Available!

LP'S ANY LABEL

YOUR COST \$2.35 List Price \$3.79	YOUR COST \$2.97 List Price \$4.79	YOUR COST \$3.59 List Price \$5.79	45's ANY LABEL 58¢ FREE PRINTED STAR STRIPS FOR JUKE BOX OPERATORS
--	--	--	---

RONETTE ASTATIC



REPLACEMENT NEEDLES

PACKAGED 12 ON DISPLAY CARD
1 or 2 CARDS \$5 per cd. 3 or MORE CARDS \$4 per cd.
EARN \$27.24 PROFIT PER CARD!

VM & BSR SPINDLES

Sensationally low priced offer!
Retail \$2.95 ea.
Your Cost 95¢ ea.
Order 1 or 100 at this low price!

* **FREE 45 R.P.M. ADAPTERS**

5 to an envelope .25¢ list
— 24 on each display card.
Your Cost \$1.75 per card.
* 1 card FREE with purchase of 5 cards!

* **FREE RECORD CLEANING CLOTH**

High quality cleaning cloth
\$1 list.
Your Cost \$1.75 Doz.
* Buy 12 — get 1 FREE!

SAPPHIRE NEEDLES
(SYNTHETIC)

SPECIAL! BUY ALL 3 CARDS—12 NEEDLES PER CARD
GROSS \$102—YOUR COST ONLY \$20
YOU CAN'T BEAT THIS OFFER!

RONNETTE #BF40 1504-12

No. 1504
TIP: SAPPHIRE
SPEED: LP/STEREO
USE FOR: Ronette-Stereo BF 40
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.

RETAIL PRICE \$30 PER CARD

\$6.00 per card

ELECTROVOICE #21D, 26D 1506-12

No. 1506
TIP: SAPPHIRE
SPEED: LP/STEREO
USE FOR: Electro-Voice Stereo 21D, 26DST.
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.

RETAIL PRICE \$30 PER CARD

\$6.00 per card

SONOTONE #2T 1385-12

No. 1385
TIP: SAPPHIRE
SPEED: ALL
USE FOR: Sonotone-W9980 & 2T5.
INSTRUCTIONS: Life spring clip under cartridge to remove old holder. Replace in similar fashion.

RETAIL PRICE \$42 PER CARD

\$9.00 per card

REDISCO

The nation's number one

THE RECORDS DISTRIBUTING CO.

wholesale one-stop/one-day service

(SEND US YOUR ADDRESS SO YOU CAN BE ON OUR MAILING LIST)

All record labels. Telephone 727-6420 (area code 301)
(Dept. B-2, 1815 Guilford Avenue, Baltimore, Maryland 21202)

Post paid shipments when payment is enclosed with order or we will ship C.O.D.

Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks on Chart
	1	2	3			
1	1	1	2	I'M YOURS	Elvis Presley, RCA Victor 8657	9
2	2	6	9	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, AAM 775	7
3	5	8	13	KANSAS CITY STAR	Roger Miller, Smash 1998	6
4	6	9	20	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	7
5	4	5	5	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376	9
6	3	2	1	YOU WERE ON MY MIND	We Five, AAM 770	17
7	14	26	36	CHAPEL IN THE MOONLIGHT	Bachelors, London 9793	4
8	9	15	24	JUST YESTERDAY	Jack Jones, Kapp 699	5
9	13	21	30	HE TOUCHED ME	Barbra Streisand, Columbia 43403	5
10	19	19	23	COME BACK TO ME MY LOVE	Robert Goulet, Columbia 43294	6
11	7	3	4	WITH THESE HANDS	Tom Jones, Parrot 9787	9
12	15	17	25	SECRETLY	Lettermen, Capitol 5499	6
13	8	4	3	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188	9
14	18	20	31	EARLY MORNING RAIN	Peter, Paul & Mary, Warner Bros. 5659	5
15	10	11	14	ROUNABOUT	Connie Francis, MGM 13389	9
16	20	22	29	FORGIVE ME	Al Martino, Capitol 5506	5
17	17	18	21	MY LOVE FORGIVE ME	Ray Charles Singers, Command 4073	6
18	12	7	7	3rd MAN THEME	Herb Alpert & the Tijuana Brass, AAM 775	8
19	21	27	39	RUSTY BELLS	Brenda Lee, Decca 31849	4
20	11	13	17	MILLIONS OF ROSES	Steve Lawrence, Columbia 43262	10
21	26	35	—	AUTUMN LEAVES 1965	Roger Williams, Kapp 707	3
22	25	25	32	DON'T THROW THE ROSES AWAY	John Gary, RCA Victor 8677	5
23	28	37	—	REMEMBER WHEN	Wayne Newton, Capitol 5514	3
24	29	36	—	DEEP IN YOUR HEART	Jerry Vale, Columbia 43413	3
25	16	16	35	THERE BUT FOR FORTUNE	Juan Baez, Vanguard 35031	4
26	27	34	—	SINNER MAN	Trini Lopez, Reprise 0405	3
27	30	33	—	CINCINNATI KID	Ray Charles, ABC-Paramount, 10720	3
28	31	32	40	SIDE BY SIDE	Jane Morgan, Epic 9847	4
29	34	—	—	MAKE THE WORLD GO AWAY	Eddy Arnold, RCA Victor 8679	2
30	36	—	—	ON A CLEAR DAY YOU CAN SEE FOREVER	Robert Goulet, Columbia 43294	2
31	33	40	—	FEELIN' FRUGGY	Al Hirt, RCA Victor 8684	3
32	38	—	—	TRY TO REMEMBER	Brothers Four, Columbia 43404	2
33	35	—	—	IL SILENZIO	Nini Rosso, Columbia 43263	2
34	40	—	—	I HAVE DREAMED	Chad & Jeremy, Columbia 43414	2
35	—	—	—	(All of a Sudden) MY HEART SINGS	Mel Carter, Imperial 66138	1
36	—	—	—	THE SPIDER SONG	Kids Next Door, 4 Corners of the World 129	1
37	—	—	—	TRUE PICTURE	Jack Jones, Kapp 699	1
38	—	—	—	I'LL ONLY MISS HER WHEN I THINK OF HER	Frank Sinatra, Reprise 0410	1
39	—	—	—	FREE SPIRITS	Peggy Lee, Capitol 5521	1
40	—	—	—	I'LL ONLY MISS HIM WHEN I THINK OF HIM	Nancy Wilson, Capitol 5515	1

Get really "IN"
with
**THE FUNNIEST... WILDEST
CRAZIEST... ZANIEST
COMEDY ALBUM EVER!**

JAMIES BLONDE

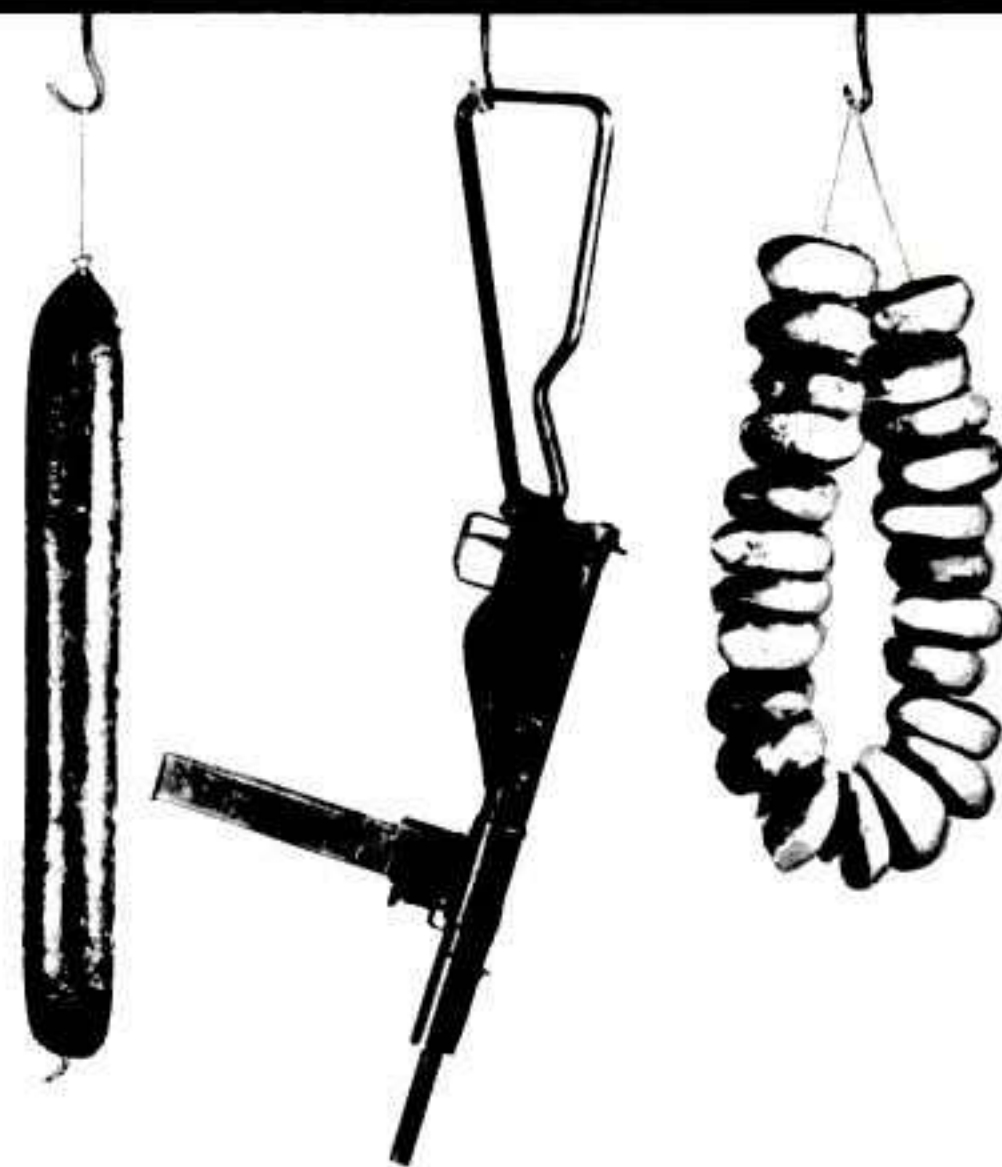
Secret Agent 006.95 (marked down from 007.00)

"THE MAN FROM T.A.N.T.E."

with **DR. NU? & GOLDFLAKER**

Starring

**MARTY BRILL
&
LARRY FOSTER**



CPL-495

and

THE SELLING...EST ALBUM OF THE YEAR!

on



**CONTACT YOUR COLPIX
DISTRIBUTOR TODAY!**



NANCY WILSON after her debut at the Olympia Theater, Paris, for a Musicorama show produced by Europe No. 1, chats with Francois Deguelt, who appeared on the same show.

Pop Success Spurs New RCA Series

MONTREAL — The success of its lower-priced Canada-International label in the popular field has prompted RCA Victor Canada to introduce the Canada-International "Classica" series, presenting top Canadian and international classical artists on LP's to retail at \$4 mono and \$4.50 stereo.

First releases in the Classica series featured French-Canadian artists, an album of Bach organ classics played by celebrated Montreal organist Raymond Daveluy; an album of sacred songs for the Christmas season sung by operatic tenor Richard Verreau, and "Collete Boky Sings" which includes compositions by Strauss, Lehar and Offenbach, sung by the well-known Montreal singer who has

also appeared in Europe.

Canada-International's popular albums retail at \$3 mono and \$3.50 stereo. Current releases demonstrate the wide range covered by the line, with the first album by the pop group, J. B. and the Playboys; a new LP by Phil Nimmons' jazz group, playing Nimmons' own compositions; a new LP of Homer James' songs of inspiration; plus albums by French-Canadian artists, and Latin American and Hungarian music.

Several singles and albums by Canadian artists on the Canada-International label have been released by RCA Victor affiliates in other countries, and it is expected the new Classica series will find equal, or even greater, interest abroad.



I'm looking for songs, record masters, musicals and new recording talent.

Contact me at the following:

DATE	CITY	HOTEL
Oct. 15-21	TOKYO	Otani
Oct. 23-26	WELLINGTON, N.Z.	Waterloo
Oct. 29-Nov. 2	SYDNEY	Chevron
Nov. 8-10	TEL AVIV	Sheraton-Tel Aviv
Nov. 11-12	ATHENS	Hilton
Nov. 12-15	BELGRADE	Majestic
Nov. 16-17	VIENNA	Sacher
Nov. 18-19	ZURICH	Baur au Lac
Nov. 19-24	MILAN	Principe & Savoia
Nov. 25-27	ROME	Hassler
Nov. 28-29	BARCELONA	Plaza
Nov. 30-Dec. 2	MADRID	Palace
Dec. 3-4	BRUSSELS	Westbury
Dec. 4-6	AMSTERDAM	El Europe
Dec. 7-8	HAMBURG	Atlantic
Dec. 8-10	BERLIN	Hilton
Dec. 11-13	COPENHAGEN	Royal
Dec. 14-15	STOCKHOLM	Grand
Dec. 16-24	LONDON	Europa

IVAN MOGULL

PHILIPS' AD PUSH ON LP'S

BRUSSELS—To promote the sales of its line of record-playing material, Philips did a lot of advertising in the Belgian press. It offered to the buyer of any record player (even the cheapest, priced at \$23) the opportunity of buying three Philips albums at the price of \$1 each ("My Fair Lady," played by Jankowski, "Waltzes of Strauss" by the Minneapolis Symphony Orchestra and "Famous Overtures" by different orchestras).

A similar campaign was launched with great success some months ago by Philips, Holland.

S. Elliott of 'Shame' Fame In Paris Stint

PARIS—Vogue artist Shawn Elliott whose "Shame and Scandal in the Family" has taken France by storm, is getting a warm reception at the Paris Olympia Theater where he is appearing on a bill that includes Richard Anthony and Sandie Shaw.

Meanwhile, more and more cover versions of the song are appearing. The number promises to be the most recorded hit of the year.

Pathe Marconi has versions by Georges Jouvin and Franck Pourcel; Paul Mauriat has recorded it for Philips; Dalida for Barclay, and there are versions by accordionists Aimable, Andre Verchuren and Jo Privat. Henry Salvador has also waxed a version.

Paul Beuscher, the sub-publisher, says the demand for the song has been absolutely overwhelming.

But despite the tremendous competition, Shawn Elliott's original version is the best seller.

Future of San Remo Fest Hanging on Charity Query

By SAM'L STEINMAN

MILAN—Future support of the San Remo Song Festival by Italian music publishers was placed in jeopardy with a demand by AIDEM, Italian Association of Music Publishers. They are seeking an explanation from ATA, operating company of the San Remo Casino, why no mention has been made in the festival rules of the proposed Rest Home for old singers.

Opening of a fund for such a home was announced by the San Remo Foundation, organized by ATA in 1960, and it was included in the festival rules of 1962, 1963 and 1964. It was dropped, however, in the 1965 regulations and omitted again for 1966. In a letter dated April 27, 1965, AIDEM asked for the reason.

Not receiving a reply, the association sent another letter signed by its president, Alberto Carisch, addressed to Dr. Luigi Bertolini, ATA president. Carisch is demanding an immediate reply since the festival is



THE BROTHERS FOUR recently entertained troops in Vietnam. At a U. S. Air Force base are Mike Kirkland, left, and Dick Foley, center, showing two Air Force officers binoculars they purchased in Japan.

MUSIC CAPITALS OF THE WORLD

HAMBURG

The German tour of the Israeli singers, Esther and Abi Ofarims, may be a great success. The Ofarims were given a tumultuous welcome in Munich, the first city. Philips is releasing a new Ofarims LP, "New Songs of the World," ordered in advance of release. The singers' tour of West Germany coincides with the establishment of diplomatic relations between Israel and Germany. . . . Teldec (Telefunken-Decca) has Reprise label in Germany from Ariola-Eurodisc, and has released eight Reprise titles for the German market featuring Frank Sinatra, Bing Crosby, Dean Martin, and Sammy Davis Jr. . . . Guenter Ilgner has been appointed program director for Polydor. Ilgner shifts to Polydor, where he replaces Kurt Richter, from Electrola.

Polydor has released a new LP by Freddy Quinn—"Freddy—di Stimme der Heimat," a collection of best loved German folk songs. Freddy is Europe's top pop singer with total disk sales of over 15 million. . . . Peer Musikverlag has three songs on

the German top tune list—"Mallorca" (Paradise of Love) with Anita Traversi (Ariola); "Traume weiter, Sweet Sue" (Dream On, Little Dreamer) with Rene Kollo (Polydor) and Perry Como (RCA); "Das steht in keinem Schulbuch" Colinda with Suzanne Doucet (Metronome). . . . Teldec has scheduled 20 record releases this autumn under its Five Star program. Artists will include Ronny, Germany's top c&w singing star, Caterina Valente and Mantovani. . . . Aberbach Musikverlag has two songs on German top tune lists: "Das leigt alles nu an dir" with Heidi Bachert (Polydor); and "Ich frag' mich" with Esther and Abi Ofarim (Philips).

OMER ANDERSON

LONDON

Tony Bennett and Peter, Paul & Mary have accepted invitations to appear in next month's Royal Variety Show at the London Palladium. Bennett hopes to bring over

PUBLICITY & PROMOTION
MJTA
OUR NEW OFFICES ARE AT
124 KNIGHTSBRIDGE,
LONDON

either the Duke Ellington or Count Basie bands to accompany him. . . . Hit recording group, Wayne Fontana and the Mindbenders, who topped the Hot 100 chart with "Game of Love" in April are splitting up. Both artist and group will continue to record for Philips' Fontana label under the supervision of Jack Baverstock, but Wayne is expected to be waxed with an orchestra led by Les Reed. Kennedy Street Enterprises will remain as (Continued on page 26)

Luxembourg Aims Program at Youths

PARIS—Making a strong appeal to youth, Radio Luxembourg has launched a nightly two-hour program called "Music and News."

Conducted by Jean - Pierre Blanzac and Olivier Lorsac, the program will include news bulletins, special features on subjects concerning youth and a wide variety of music from the classics through pop to jazz.

who won here in 1963, went on to win top honors both here and in the Eurovision contest at Copenhagen in early 1964.



A publication of Philips' Phonographic Industries. Central Office: Baarn, The Netherlands.

Authentic Folk Music from all over the world



PHILIPS *One world of music on one great label*

France Goes All-Out To Aid Song Museum

PARIS—To raise money for the newly created French Song Museum, Europe No. 1 this week—one of their most ambitious ventures—25 simultaneous music hall shows.

Oct. 12 was National Song Day for France. There were 12 shows in Paris, and others in all the big towns of France.

In addition, there were contributions from Charles Aznavour in New York, Gilbert Be-caud in Florence, Enrico Macias in Tel Aviv, Jacques Brel in Russia, Barbara in Brussels, Les Compagnons de la Chanson in Montreal and Dalida in Madrid.

Receipts from all the concerts will go to the new museum—the first of its kind in the world.

Sponsoring the Museum of Songs are Louis Merlin of Europe No. 1 and Georges-Henri Riviere of the French National Museums. Among the first acquisitions are a Charles Trenet visiting card and a straw boater that belonged to Maurice Chevalier.

In addition to the fabulous line-up of nearly all the top French singing stars of today, the National Song Day concerts also featured a number of old-time artists making a special return to the stage to aid the museum project.

Andre Malraux, the French Minister of Culture, has agreed to be a patron of the new museum.

New Star for 'Cavalcade'

PARIS — Charles Aznavour and producer Maurice Lehmann have signed a new star to play opposite Georges Guetary and Jean Richard in the new Aznavour musical, "Cavalcade," which opens at the Chatelet Theater, Paris, Dec. 18.

She is Elaine Varon, discovered in "Mamzelle Nitouche" at Strasbourg by Maurice Lehmann. "Cavalcade," with music by Aznavour and words by Jacques Plante, will feature the Dirk Sanders Ballet Co. The book has been written by Frederic Dard.

"Cavalcade" will be the

fourth musical staged in Paris this season, and its sponsors are hoping it will prove more successful than its forerunners.

After the lean theater season of last year, Parisian impresarios decided to launch musicals this year which had already enjoyed success elsewhere. But the venture has not proved successful.

"The Day of the Turtle" at the Marigny, the Georges Garvarentz musical "Deux Anges Sont Venus" at the theatre de Paris and "The Boy Friend" at the Antoine are all doing modest business following unenthusiastic notices by newspaper critics.

Caravan New Canada Distrib

TORONTO—A new record record distribution company, Caravan Record Sales, has been established with offices and warehouse at 390 Progress Avenue in Scarborough, Ont., a suburb of Toronto. President and general manager is Frank Swain, formerly Ontario sales manager for Quality Records.

Caravan handles Pickwick International, with the Pickwick 33, Hilltop and Cricket labels. It also handles nationally the Canadian-content Red Leaf label, and is the Ontario agent for Trans-World Records in Montreal, with the Folkways, Riverside and Wonderland, Verve-Folkways and World Artists labels; for Raleigh Record Sales' Fleetwood, Tartan and Fiesta labels and Walco needles, and for V Records of Winnipeg's Ukrainian product.

U. K. Records Sales Dips 12% in July

LONDON — British record sales for the month of July were 18 per cent lower than in the equivalent month of 1964. The total number of records pressed in July this year was 6,144,000 which is 1,059,000 less than in 1964. The value of sales was \$4,116,000 a decrease on last year's of \$876,400.

This drop is due mainly to the fall of home sales by about one-fifth. Export sales were in fact 14 per cent higher.

The production of 45 r.p.m. records fell but LP's increased

AUDIENCE PARTICIPATION TV'er OFF TO GOOD START

PARIS—"Le Palmars de la Chanson," the new TV program created by Guy Lux, got off to a good start this week with 62,076 viewers participating.

Each week three batches of five songs are featured and viewers are invited to vote for the best song in each category.

For the opening show the categories were "Life," "Paris" and the hit songs of Richard Anthony.

Voting forms for the program have been made available in 35,000 radio and TV stores throughout France and also in savings banks. To help viewers make their choice, the 15 songs are played on the France Inter radio program each morning at 7:30.

Featured in the first show were five "young hopefuls" of the pop world, singing in the "Life" category, and established stars like Francis Lemarque, Catherine Sauvage and Francois Deguelt who sang songs about Paris.

H-B Taps Arc

TORONTO—Arc Sound Ltd. has been appointed Canadian distributor for Hanna-Barbera Records, both the pop and children's lines. First release on the H-B label in Canada is Danny Hutton's "Roses and Rainbows," to be followed as soon as possible with Pebbles and Bamm-Bamm's "Open Up Your Heart." Six LP's from the children's line will be released simultaneously.

their output by 14 per cent. Breaking down the number of records pressed in July there were 2,083,000 albums (an increase of 248,000) and 4,031,000 singles and EP's (a decrease of 1,299,000).

'Mitty' Is Set—German Style

BERLIN—A West German version of "The Secret Life of Walter Mitty," off-Broadway musical of some months ago, is set for a run here. Max Nosseck is producing; Henry Rene is orchestrating, and Hans Beck is translating the book and lyrics.

The show is due to open the week before Christmas. Music Theatre International handled the negotiations.

Score of the musical, penned by Earl Shuman with music by Leon Carr, is published by April Music. Original cast recording was made in the U. S. by Columbia Records.

世界最大のレコード会社 / TOKYO, JAPAN and in 45 other countries

EMI ... record

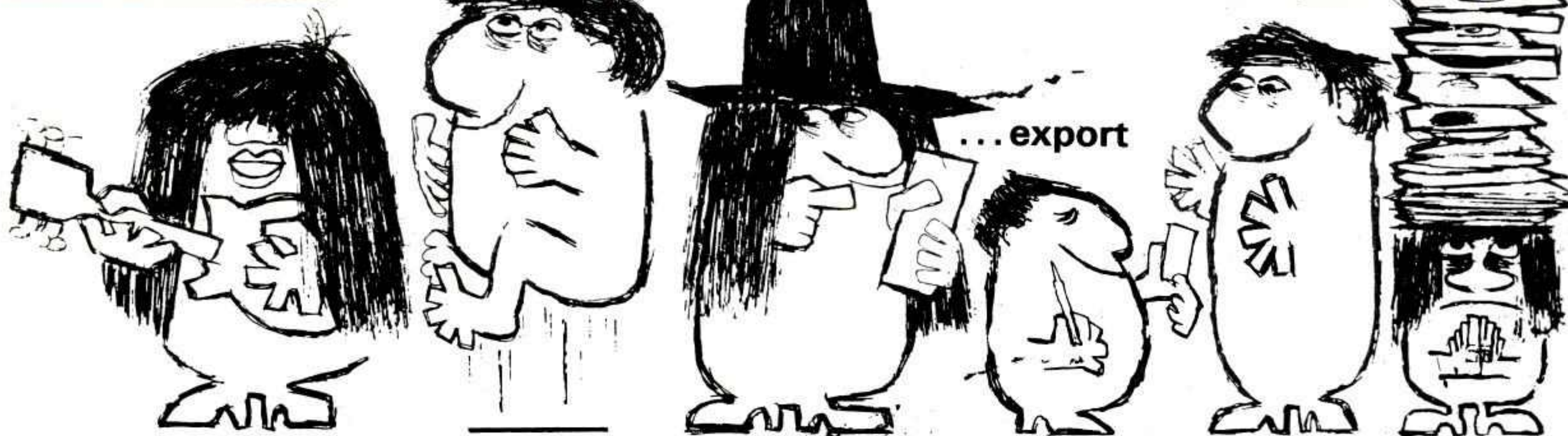
... press

... promote

... export

... import

... market records all over the world



FROM COMMAND!

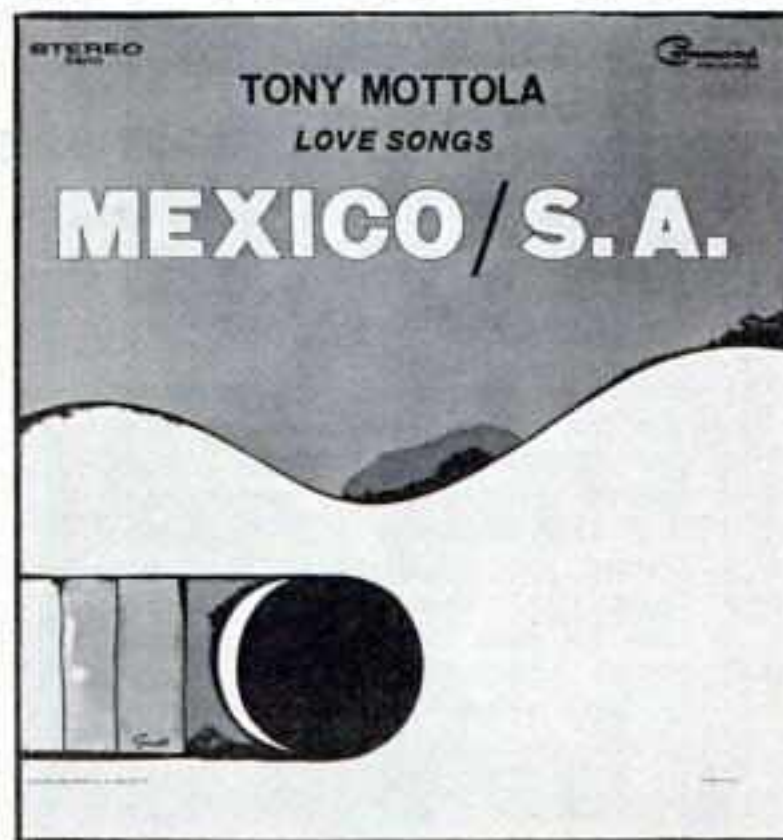
**THE MOST POWERFUL
ARRAY OF CHART ALBUMS
EVER RECORDED!**

3 MAGNIFICENT NEW POPULAR ALBUMS



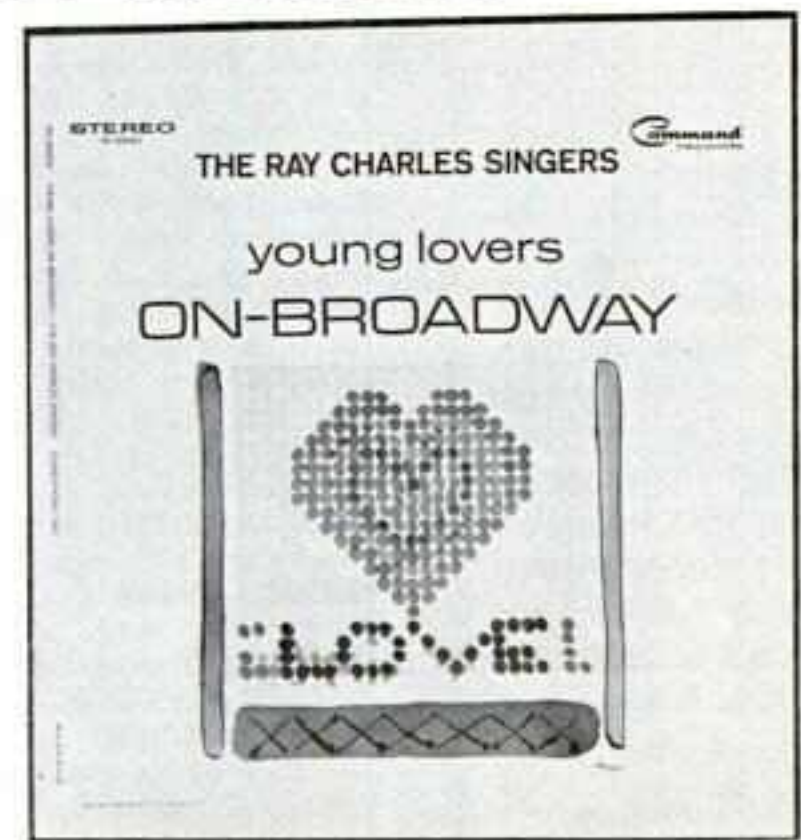
ROMANTIC ACCORDION
CHARLES MAGNANTE

One Note Samba • Always in My Heart • Serenata • Andalusia • The Girl From Ipanema • Brazil • Meditacao • Romantic Accordion • Amor • O Barquinho Granada • Patricia • #888



LOVE SONGS MEXICO / S.A.
TONY MOTTOLA

Theme from "Black Orpheus" • Guadalajara • Sabor A Mi • Mexican Hat Dance • The Girl From Ipanema • Mexican Medley • Besame Mucho • Brasilia • Maria Elena • Curacao • Piel Canela • La Bamba • #889



YOUNG LOVERS ON BROADWAY
The Ray Charles Singers

Consider Yourself • On a Clear Day • She Loves Me • Try To Remember • Mack The Knife • Who Can I Turn To • Wouldn't It Be Lovely • Matchmaker • If I Ruled The World • If The Rain's Got To Fall • Till There Was You • Tonight • #890

2 DRAMATIC NEW CLASSICAL ALBUMS



BRAHMS
Sym. No. 4, E Min. Op. 98
11030

*Conducted by WILLIAM STEINBERG and the
PITTSBURGH SYMPHONY ORCHESTRA*



BEETHOVEN
Sym. No. 5, C Min. Op. 67
11031

**1 PRODIGIOUS NEW
DELUXE CLASSICAL PACKAGE**



14001

THE **4**
COMPLETE
BRAHMS
SYMPHONIES

WILLIAM STEINBERG
THE PITTSBURGH SYMPHONY ORCHESTRA

4 COMPLETE RECORDINGS
IN A SPECIAL DELUXE SLIP-CASE PACKAGE
AT A SPECIAL DISCOUNT

ORDER NOW FROM YOUR COMMAND DISTRIBUTOR

WORLD LEADER IN RECORDED SOUND
Command RECORDS
a subsidiary of ABC-PARAMOUNT RECORDS, INC.
1501 BROADWAY, NEW YORK 36, N. Y.

IN CANADA:
DISTRIBUTED BY
"SPARTON OF CANADA"

TAPE CARTRIDGE TIPS

by Larry Finley

Last Saturday we spent a pleasant and enlightening afternoon at Sid Turk's Colony, Record Shop on Broadway, New York City. (Colony was the first major record retailer in New York to handle a full line of stereo tape cartridges, and features a full selection of ITCC cartridges.)

The reason for our spending a few hours behind the tape cartridge counter was to determine who purchased the cartridges, and where the customers came from.

Our first customer was a doctor from Sylacauga, Alabama, who was in New York for a convention. He purchased six cartridges and complained bitterly of the inability to buy cartridges in his home town. He also asked for a catalog, stating that several of his friends had play-back units in their cars or homes, and was going to advise them that cartridges were available at Colony.

Our second customer was an accountant from Buffalo, New York, who selected four cartridges and told us very much of the same story. Other customers were visiting New York and from places such as Kalispell, Montana; Flint, Michigan; Quincy, Illinois; Waterbury, Connecticut; Pittsburgh, Pennsylvania, and Providence, Rhode Island.

We stayed there long enough to make eight sales for a total of 39 cartridges. The only person who bought a single cartridge was a regular Colony customer who stated he was in the store at the rate of once a week.

We do not want to hurt Colony's business, but wouldn't it be easier and more profitable for YOU if people could buy cartridges in their own home town . . . ?



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.

MUSIC CAPITALS OF THE WORLD

• Continued from page 22

agents to both. . . . The Animals are set for an eight-day visit to Turkey beginning Nov. 3. They will then tour Poland. . . . American folk singer Carolyn Hester will make her third visit to Britain this year. She is due between Nov. 16 and Dec. 6. . . . Jimmy Henney left the International Agency and joined the board of Jemb Music Corp., the American Music Co. which incorporates Emmanuel Music and Kiki Music. With his appointment as managing director he will also be responsible for personal management. President of the company is Marty Erlichman who manages Barbra Streisand and John Barry. New offices for Jemb Music will be at Duke Street House, 415/417 Oxford Street, W.1.

An exciting TV pop spectacular is being prepared by Granada television. Invitations to appear have gone out to top composers—Paul McCartney, John Lennon, Bob Dylan, Burt Bacharach, Sonny Bono, Tony Hatch, Chris Andrews (writer of Sandie Shaw and Adam Faith hits), the Ivy League and Barry Gouldman (writer of Yardbirds and Hollies hits). Each would introduce the artist or group who had recorded their hit compositions during the year. It is to be screened on New Year's Eve. . . . The Dave Clark Five will have its own American TV series. Their agent Harold Davison is also negotiating for them to make another film in 1966 which would be part of the deal for the TV series. The shows are to be filmed in Britain. . . . A series of 15-minute shows featuring LP's only is being launched by Decca on Radio Luxembourg. The albums' only programs which start this month will be twice weekly and are the first-ever to be run by Decca, their aim is to exploit and broaden the present LP market. . . . Tony Mansell has joined Philips Records exploitation department after leaving Pye's exploitation department. . . . the Hollies are to make several European trips. They go to Sweden (Nov. 29-30), Denmark (Dec. 1-2), and Holland (Jan. 7-10).

CHRIS HUTCHINS

MILAN

Back from Japan, Bobby Solo recorded "Ringo dove sei," published by General Music, Rome, to be included in the soundtrack of Italian western movie, "100,000 dollari per Ringo." The tune will be released with a new version of "More" on the flip side. . . . Mrs. Elisabeth Mintangian, Durium's international manager, reports "Sono Tanto Innamorata" by Isabella Iannetti is a hit in Switzerland and Holland. . . . Milano Records Co. released the first record by newly signed singer Luisa Ghini "Piangi, Baby, Piangi" b/w "Prima di uscire." . . . Somerset records, now being marketed here by Dischi Bluebell, are offered at the most competitive market price: offered at the low price of 1,500 lire (\$2.40) for monoaural albums and 1,750 lire (\$2.80) for stereo albums—cheapest market price currently in Italy. . . . Giuseppe Velona, Rifi's international manager, says "Fuori dal Mondo" (Keep Searchin') by newly signed combo I Giganti is breaking the 50,000 copy sales mark. . . . A new record company, Kansas Records, Via Inganni 81, has been founded by Miki Del Prete. First releases are two singles by the I Camaleonti combo and Giorgio Bristol. . . . In conjunction with the film's Italian opening the "Mary Poppins" movie score has been issued in three albums by Cemed-Carosello, under the Disney Buena Vista label and offering the soundtrack from the American movie, the Italian movie and a version by Louis Prima. A series of singles from these albums are being released along with other

"Poppins" singles by Cemed-Carosello's artist.

Pino Donaggio, back from Barcelona, where he won the Critics' Prize at the International Festival with his new song "Si chiama Maria," will fly to Brazil Oct. 25. . . . Richard Anthony, French Emi singer, just recorded "Io che non vivo," Donaggio's hit from the 1965 San Remo Festival. . . . CGD marketed a new single by Betty Curtis: "Non e piu lui" b/w "Adesso Amani," Italian version of "Home of the Brave" and "Where Are You." . . . CGD issued a new tree-song-single by Gigliola Cinquetti: "Un bel posto" (I Know a Place), "Mille Anni" and "Sfiorisci bel fiore." . . . Sandro Colombini, Clan Records' promotion manager, states they received orders for 70,000 copies of the single, "La Ragazza del Clan," by I Ribelli, during the five days following their appearance in the TV show, "Celenano Clan No. 2."

Paolo Ruggieri, Ricordi's international a&r and promotion manager, reports that CAM Records has given its catalog to Ricordi for distribution here. CAM's catalog consists of many original soundtracks from the most important Italian movies, such as "More," "Sette Uomini d'Oro" presented at the 1965 Venice Festival, and the just released "Giulietta degli Spiriti" directed by Fellini. Ricordi will also distribute Edibi catalog, owned by Neapolitan publisher Bideri. . . . Also Ricordi will release a new single by the Minstrels, containing "Mister Tamburino" (Tambourine Man) b/w "Cara" from the Italian soundtrack of WB's "Dear Heart." . . . While "For Your Love" by the Yardbirds is climbing the charts quickly, and a second LP in English—"Heartful of Soul"—is being presented on the R-International label, producer Giorgio Gomelski is preparing a new series in Italian by this group. There are rumors about the Yardbirds participating in the 1966 San Remo Festival. . . . One single, "Like a Rolling Stone" b/w "Positively Fourth Street" by Bob Dylan was marketed by Ricordi-CBS to complete Dylan's other fall issues of two singles and two albums.

GERMANO RUSCITTO

OSLO

The Norwegian pop band, the Pussycats, is scoring heavily with their Karusell recording of the old hit, "Ebb Tide," and the group has now started its own label. Name of the label is Teen Beat, and their first release is "Boom Boom," backed with "Gone Gone Gone." Sten Ekroth, Stockholm, is managing the boys and their indie. . . . Norsk Phonogram this week celebrated their new office accommodations with a party, with representatives from the press, their artist stable and directors from Norsk A-S Philips present. Haakon Tveven, managing director of Phonogram, beamed. . . . Diskery A-S Nera, representing RCA Victor in Norway, has now become the leading disk firm in original cast recordings of the Broadway musicals. "We do not sell many, but we want to have them issued here in Norway because they represent a value in themselves, and we plan to promote these records," said John Johanson, sales manager.

A new silver disk has been handed out here recently, to the Spotnicks for their Karusell record, "Blue Blue Day," which Don Gibson penned. . . . The newest Beatles' release here in Norway is not, as in the U. S. "Yesterday," but two tracks from the "Beatles for Sale" Parlophone LP. The titles are "I Follow the Sun" and "I Don't Want to Spoil the Party." The record is issued in Scandinavia only as a single.

ESPEN ERIKSEN

PARIS

Pathé-Marconi star Gary Lewis makes his French TV debut in "Douche Ecosaise" which he recorded in Paris last week. . . . Francis Day and Hunter will issue an album of the compositions of the late guitar genius Django Reinhardt. . . . The Modern Jazz Quartet currently in Paris for concert and TV dates. . . . The Count Basie Orchestra played two concerts at the Salle Pleyel, Paris. . . . Mathe Althery, the voice of Audrey Hepburn in the French version of the "My Fair Lady" movie, has recorded the songs from the film for Pathé-Marconi. . . . Paris newspaper critics full of enthusiasm for the mammoth Takarazuka Show at the Alhambra Theater. The Japanese show features music by Heinz Kiessling. . . . Festival stars Jean-Pierre and Nathalie are currently on a three-week tour of Madagascar. . . . The Frères Jacques are currently enjoying enormous success at the Music Hall du Marais, formerly the Concert Pacra, with their 32-song act. Lined up for future appearances at the theater are Catherine Sauvage, Barbara and Leo Ferré. . . . Another change of name: the Vieux Colombier club has become La Belle Epoque. A musical tribute to one-time resident of the club, Sidney Bechet, was paid this week by French jazzman Claude Luter when a plaque to Bechet's memory was unveiled. . . . Barclay has issued Art Van Damme's "Crazy Horse Saloon" album here, an LP dedicated to the world-famous striptease spot. . . . The title of Hervé Vilard's smash Philips hit "Capri C'Est Fini" has been changed to "Paris C'Est Fini" for the Italian version. . . . Belgian singer Marc Aryan whose "Katy" is high in the hit parade is in Paris for TV and radio appearances. Aryan's disks are released in France by Festival. . . . Monty's next for Barclay will be a song written by record boss Eddie Barclay. . . . After an absence of four years Guy Béart is back on the Paris singing scene. . . . Singer-composer Serge Gainsbourg ("Poupée de Cire, Poupée de Son") has written a new song for France Gall—"Nous ne Sommes Pas des Anges." He has also penned new numbers for Johnny Hallyday and Petula Clark. . . . The P. J. Proby image remained intact when he topped the bill at a Europe No. 1 Musicorama concert at Olympia. Proby got a good reception from an audience which included Johnny Hallyday and Sylvie Vartan, Francoise Hardy, Moustique, Dick Rivers, Michel Mallory and Howling Hector. . . . Aurelia, 22-year-old niece of Otto Preminger, has recorded her first disk for Philips under the supervision of Georges Brassens and Juliette Greco. . . . CBS is recording Spanish, Italian and German versions of the "My Fair Lady" score in Paris. . . . The big Hervé Vilard hit, "Capri C'Est Fini," has been recorded by Trini Lopez. The song has been sold in Germany, Italy, Britain, Spain and Japan. . . . "Play Bach" pianist Jacques Lousier has composed the music for four TV series. . . . Richard Anthony has recorded the big success of the 1965 San Remo Festival "Io Che Non Vivi" which has also been recorded by the orchestras of Paul Mauriat and Franck Pourcel. The French title is "Jamais Je Ne Vivrai Sans Toi" with lyrics by Michel Jourdan. . . . CBS has revived its "Classiques Favoris" collection, the first cheap classical record to appear on the French market. With an attractively redesigned sleeve the disks sell for \$2. . . . Following good reception of the film, the Beatles' "Help" album is proving a big seller, though the favorite track with disk jockeys is the one not included in the film, "Yesterday." . . . CBS reports that Bob Dylan, recognized in France as leader of the folk "revolution," will come to Paris early next year. . . . Pathé-Marconi's Edith Piaf album collection is now up to Volume 17.

MIKE HENNESSEY

RIO DE JANEIRO

Aloysio De Oliveira released his Elenco LP "The Music of Mr. Tom Jobim with Sylvia Telles." The disk has 12 compositions by Antonio Carlos Jobim sung in English by Olivera's former wife, Sylvia Telles. . . . Alaide Araujo resigned as head of promotion department at Discos Continental. . . . Fermate released first AM Records LP's in Brazil: "Whipped Cream & Other Delights," with Herb Alpert's Tiuna Brass. . . . Modern samba singer Wilson Simonal and vocal-instrumental Jongo Trio opened at the Rio 1800 nitery. . . . By the way, Jongo Trio's LP recorded for Farroupilha is the top seller in town this week.

SYLVIO TULLIO CARDOSO

ROME

The Honeybeats, three German girls, an Italian and an English girl who are trying to become the female counterpart of the Beatles, made their big time debut here at La Zanzara, discotheque frequented by local big names. They have just signed Ricordi recording contract. . . . Paul Anka was guest of honor at dedication of Rita Pavone's new villa at Ariccia, where she scored her first victory. . . . Having completed her studies, Gigliola Cinquetti has returned to records with a three-number disk for CGD. . . . Arthur Fiedler and the Boston Pops, LP favorites here, are out on three new LP's just issued by RCA. . . . Dalida has been signed for an acting role in "Household Italian Style" in which Anna Moffo will also make her film debut. . . . Phonogram's Arturo Testa, CGD's Marisa Del Frate and RCA's Gianni Morandi will be among the recording stars in the nine musical shows scheduled for Italian boards this season. RCA's Miranda Martino is a hit in the first one, "The Honorable Member." . . . Nico Fidenco, who sang the title song of "The Carpetbaggers" under its Italian name "The Man Who Didn't Know How to Love" to a top place in the ratings, is trying to repeat with "The Woman Who Didn't Know How to Love," the theme and title of the Italian version of "Harlow."

Night Club Records is planning an LP featuring the numbers of "Cabaret Newspaper No. 1," gracing the boards of Grotto del Piccione along with Marino Barreto Jr. and his new orchestra. . . . Both Paola Neri and Bruno Martino are Ariston's ace entries in the Zurich Italian Song Festival and Rome's Festival of the Roses. . . . "A Silver Dollar With a Hole," the theme song of Italy's currently top-selling film, an Italian-made western, has been issued by Fonit with the voice of Fred Bongusto on the soundtrack. . . . SAAR, which is making a strong move for a top spot in the disk market with 15 new fall issues, has entrusted two numbers each to Peppino Gagliardi and Le Amiche, the female quartet, for the Roses Festival. . . . Trevisan Combo's Salvatore Faro, whose specialty is a wooden whistle, along with a Sicilian folk-

(Continued on page 28)

PERSONAL SERVICE TO
ALL JUKEBOX OPERATORS

WE SPECIALIZE IN A COMPLETE
LINE OF SPIRITUAL, R&B AND
CATALOG MERCHANDISE

SINGLES—LITTLE LP's

COMPLETE Stock of Hits and All Gold
Standards—Oldies But Goodies.

FREE TITLE STRIPS

Manufacturers, Contact Us Regarding
YOUR STEREO PRODUCT FOR JUKEBOXES

and F-A-S-T ONE DAY SERVICE at
STAN'S RECORD SERVICE

728 Texas Street, Shreveport, Louisiana
Phone (318) 422-7182

Say You Saw It in
Billboard

October 23, 1965, BILLBOARD



very quietly
just check the charts...

and

make way
for

**DIONNE
WARWICK'S**

Newest Hit!!!!!!

**LOOKING
WITH
MY
EYES**

S1211

Personal Management:
Wand Management Corp.
Paul Cantor, Vice President
Bookings: William Morris Agency, Inc.

Scepter Records Inc., 254 W. 54 St., N. Y., N. Y. 10019

MUSIC CAPITALS OF THE WORLD

• Continued from page 26

lore band, is being primed for an American tour.

SAM'L STEINMAN

TORONTO

Sparton has officially released the news that it will press and distribute in Canada some of the product from the Capitol, Tower and Uptown labels not scheduled for release here by Capitol of Canada. The first singles under the new agreement are being rush-released, with albums to follow shortly. . . . **Ralph Harding**, head of the custom division of Arc Sound, has also been made responsible for picking up U. S. product for Canadian release. Arc has just acquired two hot country properties for distribution here, "The Friendly Undertaker" by **Jim Nesbitt** on the Chart label, which is climbing Billboard's country chart, and "Taking Mary Home" by the **Country Gentlemen** on Rebel, a Billboard spotlight predicted to make the chart.

Gordon Lightfoot is riding high with his U.A. single, "Just Like Tom Thumb's Blues," a Billboard Spotlight predicted to reach the top 20, and breaking out in Dallas and Houston, as well as throughout Ontario and the Maritimes here at home. Following a week at the Odyssey in Boston (11-16), he's appearing at the New Gate of Cleve in Toronto, then to The Raven in Detroit next month (9-26) and his New York Town Hall appearance is Nov. 27. The appearance on The Telephone Hour TV'er has fallen through, reportedly because of conflict over Lightfoot's billing.

. . . **John Court** of Groscoart Productions was in Toronto from New York last week for meetings with Gordon Lightfoot, and also huddled with Apex Records' promotion man **Al Mair**. . . . Folk singer **Bonnie Dobson**, whose latest LP, "For the Love of Him" on Mercury, was just released in Canada, has returned to Toronto and plans to pick up her studies at the University of Toronto, where she dropped them five years ago to become an internationally known folk name. . . .

London Records of Canada copped a week-to-10-days' lead on the U. S. in release of the **Rolling Stones'** new "Get Off of My Cloud" and when the reviews in the U. S. trades came out, the disk was already in the top 40 best sellers reported by Sam the Record Man in Toronto. . . .

Canada's oldest established folk group, the **Travellers**, have a brand-new sound, augmented by a half dozen instruments, as they go the folk-rock route on their new Columbia single, "Goin' Down the Track," written by Toronto folk singer **Michael Sherman**, backed by **Bob Dylan's** "Fare Thee Well." Seems likely the single will be released on the CBS label in England, with the group headed for another tour next month to include London, Paris, Amsterdam and Stockholm. The Travellers' fifth LP, "We're on Our Way Again," which was recorded in England during their tour last January, is due for release this month. . . .

New Arc LP, "Best of Frank's Bandstand," is based on the Halifax edition of the CBC-TV network's daily pop music show, "Music Hop," hosted by **CHNS** deejay **Frank Cameron**. The LP features cuts by the most popular performers on the show, **Patricia, Karen, D.J., Roger, the Axemen, the Offbeats, the Raindrops** and the **Brunswick Playboys**. The Brunswick Playboys' offering on the album is their Arc single, "Too Blind to See," a French-language version of which, "Trop Occupie," has just been released in Quebec. . . . The **Canadian Classics**, who record for the Valiant label, are back as regulars on the Vancouver edition of "Music Hop," hosted by **CFUN**

personality **Red Robinson**. . . .

Monticana Records and Enterprises' **Dave Leonard** has set up shop at Suite 824, 4 West 31 Street, New York, headquarters for his talent management and indie record producing operation. Canadian activities are now managed by **Marty Sherman**, who has been associated with several popular artists in Montreal. Monticana has signed a top Montreal group, **Chuck Darnell and the XLs**, to both management and recording contracts, and also plans a new record soon for **Joyce Germain**. . . . A couple of U.S. labels are showing interest in **Shawne Jackson**, young r&b, blues and soul singer just signed to a management contract by **Martin Orot** of MOTA Entertainment Ltd.

Second release on the new Can Cut label from Quality will be "Night Winds" and "Valley of Three Tears" by the **Berries**, popular Toronto group. It's from the indie Company of Broadcast Producers.

Raleigh Record Sales has moved to 390 Progress Avenue, Scarborough, where the company shares office and warehouse space with the newly formed Caravan Record Sales, which is now acting as Ontario sales agent for Raleigh. . . . **Joe and Eddie**, big favorites in Toronto, appear in concert at Massey Hall this month (29) and, if this follows the pattern of their previous appearances here, should spur sales of their new Crescendo LP, "Walkin' Down the Line." The pair are booked for Le Hibou in Ottawa Nov. 6-11. . . . Warner Bros.' **Phoenix Singers** were in town a couple of weeks ago to tape a "Let's Sing Out" TV'er, and back to appear at the University of Toronto Homecoming (15). **KIT MORGAN**

WARSAW

The Festival of Old Music of Central and East Europe will be organized in Bydgoszcz and Torun in December. On the occasion of the festival, a collection of unknown or unpublished choir and vocal-instrumental works will be published. . . . The famous Polish Folk Dance and Song Ensemble **Mazowsze** will perform at the Choir Festival in Monaco next April. . . . Marking the International Song Festival at Sopot, a publication, "Polish Songs," has been published. . . . One of the most popular Polish singers of the older generation, **Mieczyslaw Fogg**, tours Finland with a girls' vocal-instrumental group, **Klippsy**. Fogg is well known to the Scandinavian audience and is warmly received everywhere. . . . **Violetta Villas** and **Piotr Szczepanik** will sing at the International Song Festival at Rennes, France. They were invited to the festival by its representative during the recent Sopot Song Festival, **Mrs. Alicja Szyntytowna**. . . . The best Polish vocal parodist **Andrzej Bychowski** will tour the U. S. with the **Filipinki** group this month. For his American tour, **Bychowski** has selected such famous international song stars as **Maurice Chevalier, Elvis Presley, Charles Aznavour** and **Judy Garland**. **WASCHKO**

WELLINGTON, N. Z.

Dinah Lee, the country's top artist, is having a reissue of records from Viking during the current tour with **P. J. Proby**. Following this, she will be handled on a U. S. tour by General Artists. She will cover TV spots on both coasts before going on to U.K. . . . Current year's catalogs for the releases available through retailers in the country are appearing about now. H.M.V. and Philips have their publications available, and feature jacket illustrations for every LP released. . . . **Pretty Things** created a furor on tour with publicity gimmicks both on and off stage. **John Barleycorn** played

the most prominent part . . . **Bernstein's** recording of "Bear and the Hen" (Haydn) (CBS) has sold more than any classic handled in this country for Philips. Haydn had never been this popular before. . . . Mozart's "Sonata Facile," played by **The German Bonds** (Fontana) and recorded by Star Club in Germany, was played as background music on the National "Stuart McPherson Show" and brought flooded switchboards. It was used again. Same thing. Interest is bearing up great sales. . . . A rush release scheduled for the **Rolling Stones'** "Out of our Heads" LP will bring their first stereo into retailers.

Promising folk artist **Rod McKinnon** has cut a cover version of **Universal Soldier**, which is to be released shortly. . . . **Val Murphy** has pressed her first LP for HMV. She features five N.Z. compositions, together with traditional songs of American sealers of a century ago. . . . **Beach Boys** are piling on the popularity. Latest "Beach Boys Today" (Capitol) has racked up phenomenal advance orders. . . . Sales have zoomed since **Joe and Eddie** were guests on a TV show. Their "Joe and Eddie Live In Hollywood" (Vocalion) could put them on the sales map. . . . Beatles' "Help!" has shot away, though the film is not to be released until December. . . .

Rush is on for the **Louis Prima** "Mary Poppins" (Vista) film track LP. Just everyone saw the film. . . . Philips is conducting an all-out promotion campaign for **Gene Pitney's** forthcoming tour. National stationbreaks on radio, magazine spreads, contests, retailers displays and theater coverage will plug Pitney. New album "I Must Be Seeing Things" will be released together with the top single, "Look Thru the Eyes of Love" (CBS). . . . Top Australian band, the **Pleazers**, have their first platter here on Zodiac, "That Lonely Feeling." . . . Currently doing big business on the singles sales charts are "It Ain't Me Babe" (CBS), **Johnny Cash**; "I Don't Want to Lose You Baby" (CBS), **Chad & Jeremy**. **J. P. MONOGHON**

CHICAGO

Ramsey Lewis, whose "The 'In Crowd'" on Cadet still hangs high in the charts, popped in with the trio at Boggan's on the South Side recently for an album-signing set. With Lewis on the scene **Boggan** (Ramsey's former boss) moved 66 LP's and 100 singles of the trio's big hit. The trio hied off shortly after for California concerts at the Hampton Institute at Jackson State College and the Lighthouse. After which Lewis let his Chicago doctor have a look at that sprained wrist. . . . **Robert Kennedy** and **Richard Sundling** have opened a rack jobber/one stop branch of their R&R Record Distributing Co. in Peoria under the management of **Ron Salpietro**. . . . Seventy Chicago record people turned out last Tuesday night to wish **Fred** (Singer One-Stop) **Sipiora** well. **Fred** and **Eleanor Cyrex** were wed Saturday. . . . Club **Laurel** will try something new next Sunday afternoon (24). **Sam the Sham** and the **Pharaohs** will pace a teen dance show.

The Plugged Nickel now has the extra curricular public relations services of **WIND's** comely **Connie Harding**. **Miles Davis** opens at the Old Town spot tomorrow night (19). . . . The new Toddlin Town label has **Johnny Cooper** with "Her Mother Read Her Diary." . . . Mercury's **Roy Drusky** brought his "White Lightning Express" through Chicago last week for an appearance on **WBKB-TV's** country show "American Swingaround." . . . Another jazz-type **Davis** (**Wild Bill**), entered the London House this week with his "modern" jazz organ sound. . . . **Ric Martin**, vocalist with **Dick Gregory** at the Blue Angel, has a pair of singles being handled by **Len Garmissa**. How many remember when **Blanche Ager Rafilson**, Martin's agent, was organist at the Roosevelt theater! . . . **WIND** is decking out in new Heller-type musical production packaging for fall. . . . **Ruth Brown, Tone Lee Scott** and **Roy Petty** commence a couple weeks at the Playboy tonight (18). **RAY BRACK**



BRAZILIAN CBS RECORDS executive Evandro Ribeiro, center, supervises a recording session by artist Carlos Jose. Jose was recording a song in Portuguese by Julio Gutierrez—"Inolvidable." Title of the LP that resulted from the recording session was "Inesquecível" (Unforgettable).

HOLLYWOOD

Trini Lopez has been added to the list of stars appearing in the hour-long TV color film "Poppies Are Also Flowers," an antinarcotic smuggling special for ABC in December. Lopez sings two numbers in the film. . . . Velvet Records has been formed in Fontana, Calif., by **Louis Madison** and **Jody Drummonds**. **Virginia Davis** is their first artist. Her debut single is "Golden Wedding Ring." Label is located at 17270 Valley Road, Fontana.

Hal Levy's songwriting class at UCLA Tuesday evenings will feature class graduates who have joined the professional ranks as lecturers instead of big-name composers. Levy's grads speaking will be **Liam Sullivan, Spence Maxwell, Bruce Belland** and **Larry Marks**.

Attorney **Walt Hurst's** music economics class at UCLA Tuesdays has lined up such personalities as **Sonny and Cher, Richard Burns, Freddy Cannon, Leon Mitchell, Dixon Derr, William S. Hale, Joe Saraceno, Gary Usher** and **Bill Wagner**. . . . **Bernie Vagedes** pink-slipped from royalty-licensing department at Warner Bros. Records, with a&r administrator **Jimmy Hilliard** now handling these functions.

The Crescendo has had another name change, switching from the shortlived Tiger's Tail to the Trip. The new name accompanies a new ownership switch, with Whisky A Go-Go chiefs **Elmer Valentine, Phil Tanzini** and **Ted Flier** joining **Carl Greenhouse** in the operation. With discotheque business slackening off, the club is going into a straight rock entertainment policy, with **Barry McGuire** the first act booked. The **Tijuana Brass** hits national TV this fall, with guestings on the **Dean Martin, Danny Kaye** and "Hollywood Palace" shows.

Recent switches in the promotion ranks indicate that a record plugger's life is as peripatetic as a disk jockey's. When plugger **Russ Regan** was named general manager of Loma Records, a Warner's r&b label, his replacement at Record Merchandising was **Larry Ray**, formerly of San Francisco and a Kapp regional man. Replacing Ray was **Red Baldwin**, who returned to L.A. after an unsuccessful stint in San Francisco. When **Rudy Butterfield** left Columbia recently, his job was taken by **Bruce Hinton**, formerly national promotion manager at Warner Bros. **Dave Fox**, who had been RCA's a&r. department promo man, is now working Pico Boulevard as an independent. **ELIOT TIEGEL**

MEMPHIS

Don Bryant's "Don't Turn Your Back on Me" sold 5,000 copies in Memphis in less than a month and is catching on in other markets, reports Hi President **Joe Cuoghi**. . . . **Ray Brown**, of National Artists Attractions, is kept busy booking the **Gentrys**, whose single, "Keep on Dancing," is a big fa-

vorite with the teeners, is climbing Billboard's Hot 100 chart.

Jerry Williams, manager of the **Guilloteens**, booked them into the Roaring 60's on their first trip back to Memphis because manager **Gary Reames** "gave us our first chance." The club had s.r.o for the hot young trio. . . . **Jimmy O'Neill**, "Shindig" emcee, on a visit to Memphis, said performers he enjoyed most on "Shindig" were **Ray Charles, Jerry Lee Lewis, Dave Clark Five** and **Chad and Jeremy**.

New albums by **Ace Cannon** and **Bill Black's Combo**, both on Hi, are due out this week. Black's is "Mr. Beat" and Cannon's is "Nashville Hits." Both were directed by producer **Joe Cuoghi**. **Black**, incidentally, is doing well. He had a second operation several weeks ago.

Arthur Prysock and brother, **Ed Prysock**, were a big hit recently at Club Paradise. . . . Latest single of **Jerry Lee Lewis** on Smash, "Green Grass of Home," is getting a lot of d.j. action. . . . Another Memphis artist on Smash, **Charlie Rich**, is enjoying his greatest popularity on the strength of his current hit, "Mohair Sam."

Ray Brown, of National Artists Attractions, who books Lewis and Rich, is in a tizzy. Not only is he kept hopping with Rich and Lewis bookings, but he also handles the **Gentrys**, a group of red-hot teen-agers whose MGM single "Keep on Dancing" is still climbing with a red star and seems to be headed to the top.

A new single by Hi artist **Willie Mitchell**, released last week, is a new departure for him: It's the first single he has turned out with a vocal. He and two combo members sing "Everything Is Gonna Be All Right" and "That Driving Beat," a real swinger. . . . Singer **Don Bryant** reports his single, "Don't Turn Your Back on Me," is getting good action in St. Louis and Chicago.

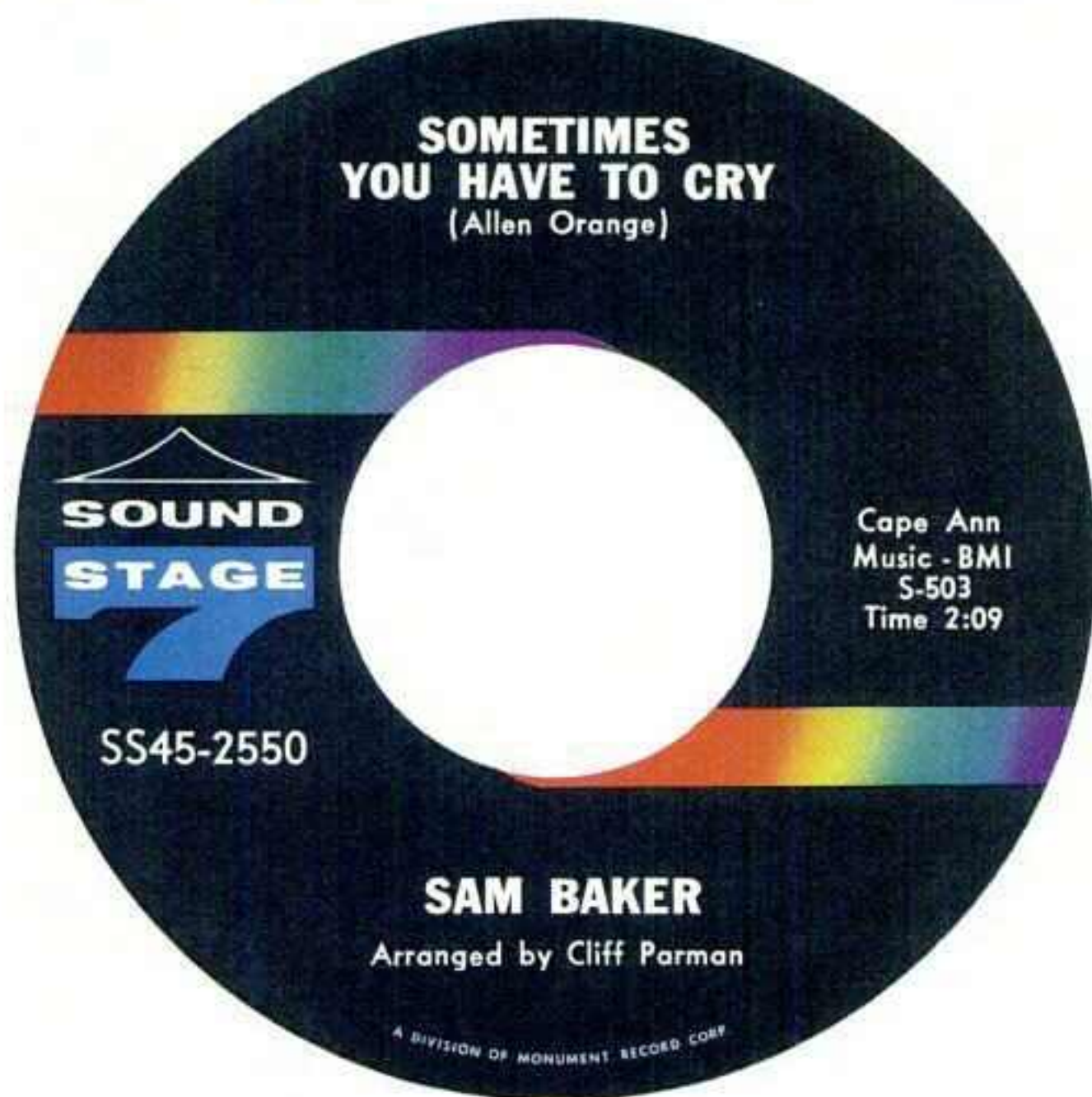
ELTON WHISENHUNT

PHILADELPHIA

Harold B. Lipstus, prominent industry attorney, handled the legal matters in the setting up of two music publishing shops in the city, **Hamusic, Inc.**, and **Downstairs Music** being set up in Philadelphia by **Kenneth Gamble**. . . . **Pam, Inc.**, has been organized here to serve as distributors, wholesalers and retailers of records, recorders, phonographs and other appliances. Application for charter of incorporation was filed by local attorney **Robert M. Pressman**. . . . **Eddy DeLuca** returns to do the music for dancing at the Warwick Room in the Warwick Hotel. . . . **Jack Sky Productions, Inc.** sets up shop here to produce, purchase and sell sound recordings for motion pictures, TV and records. . . . Organist **Viola Klais** introduced her new album, "Organ Treasures," to the local air folk. She's a member of a local musical family and her brother, **Harry**, fronted a niter band here for many years. **MAURIE H. ORODENKER**



SOUL MUSIC HAS ARRIVED ON THE ALL NEW SOUND STAGE 7 LABEL.



A DIVISION OF MONUMENT RECORD CORP.

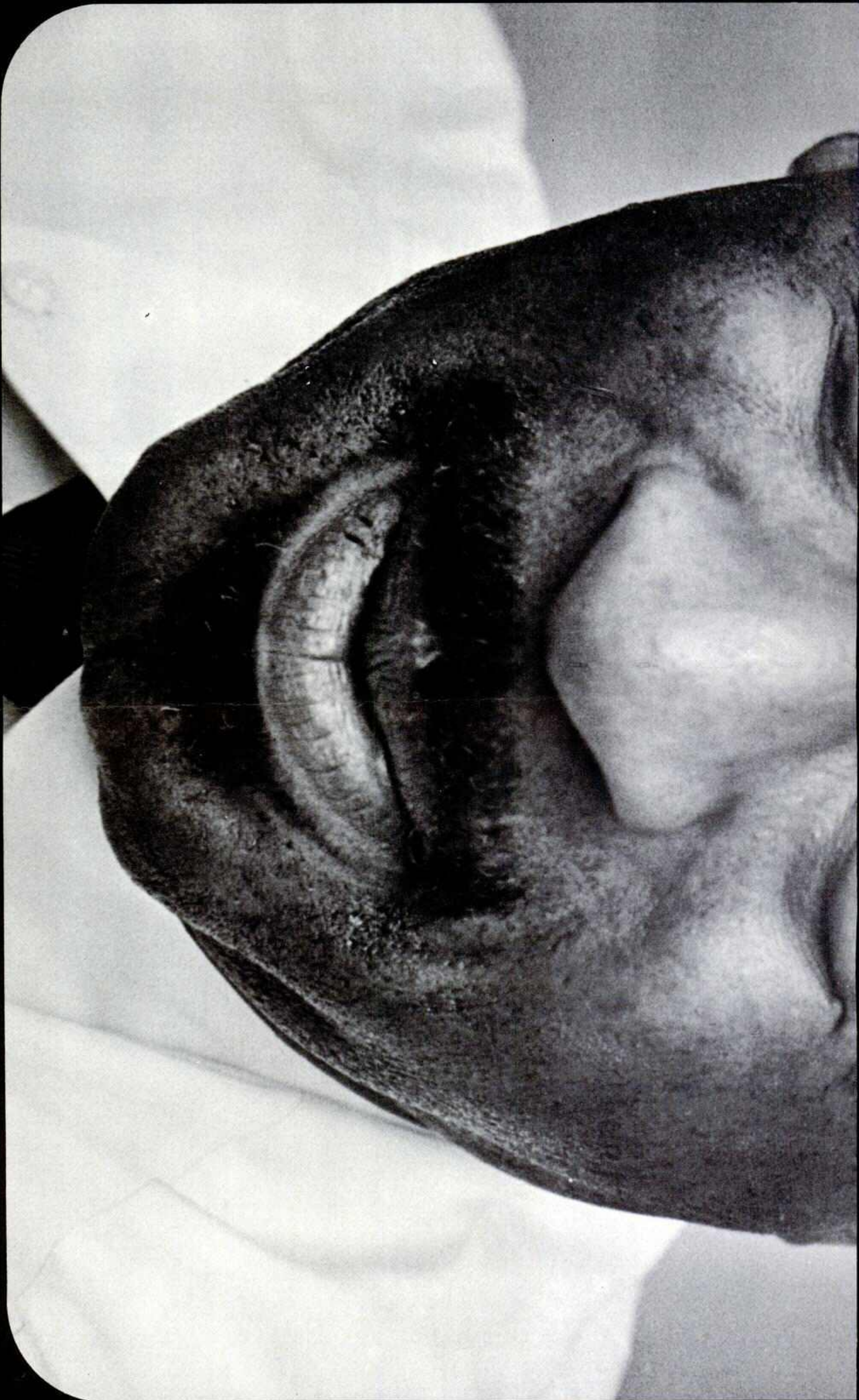


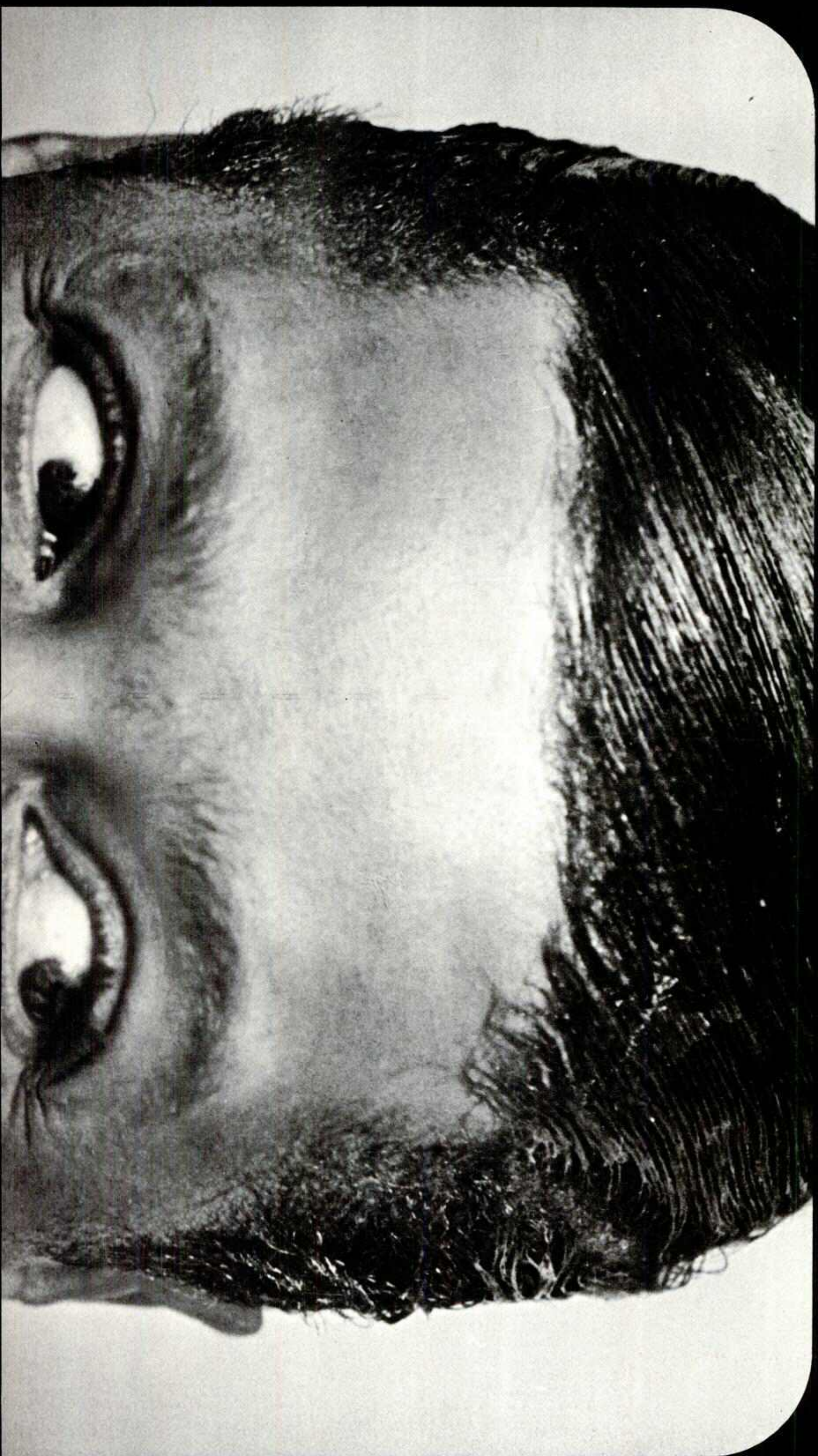
Photo: Alistair MacDonald

ON MGM RECORDS

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



NOW PLAYING



This Could Easily Be Your Most Potent Album Selling Tool During the Big Xmas Sales Season!

Record Preview

POPULAR INSTRUMENTALS • POPULAR VOCALS • CLASSICAL
FOLK • JAZZ • TEEN FAVORITES • CHILDREN'S • COMEDY
MOVIE SOUNDTRACKS • COUNTRY • BROADWAY SHOWS

RECORDS MAKE WONDERFUL GIFTS

IMPRINT OF YOUR CHOICE GOES HERE
(available only on orders for 500 or more)

Big 32-Page Christmas Issue in Glamorous Full Color!

... with Nov. 20 delivery guaranteed or you don't pay the bill!

More LP Sales & Profits a Sure Thing!

Over a million and a quarter copies of RP distributed to date. Actual case histories prove: every other issue in the hands of a consumer delivers purchases of 2 to 12 LP's.

Over 500 of the Best In Record Albums

... especially selected for CHRISTMAS GIFT GIVING—Pop... Teen... Children's... Classical... Folk... Jazz... Comedy... Country... Broadway... Movie... Xmas Albums...

Every Christmas Issue A Complete Sellout!

Order now... today... to be sure of your needs!

Use the Coupon Below . . . TODAY!

Record Preview

The Billboard Publishing Company
165 W. 46th St., New York, N. Y. 10036

QUANTITY	PRICE PER COPY	
	Without Imprint	With Imprint
25,000 or over	7c	7.5c
10,000 to 24,999	7.5c	8c
5,000 to 9,999	8c	8.5c
1,000 to 4,999	8.5c	9c
500 to 999	9.5c	10c
100 to 499	10c	Imprinting not available

Please fill my order for _____ copies of the Christmas Gift Issue of full-color Record Preview, for which I agree to pay \$ _____ (based on price schedule shown above).

- Payment herewith.
- Please send invoice.
- I am ordering 500 or more copies and am therefore entitled to imprinting. Please imprint copy shown at the right:

Guaranteed Delivery!

It is agreed that if my shipment arrives after Nov. 20, I may return it and refuse to honor your invoice—provided I advise you by mail of my intent to do so within 72 hours of receipt of the shipment.

Store Name: _____
Address: _____
City, State, Zip: _____
Phone Number: _____

All orders will be shipped Railway Express prepaid by the publisher unless I specify otherwise. Address my shipment as follows (if not same as store name and address shown above for imprinting purposes):

Attention of: _____
Order Authorized by: _____

ARGENTINA

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Argentina. Includes songs like 'VENECIA SIN TI', 'HE COMPRENDIDO QUE TE AMO', 'HELP!', 'LA POLLERA AMARILLA', 'NO QUISIERA QUERERTE', 'LA NOCHE', 'FLORES NEGRAS/VEREDA TROPICAL', 'LA DANZA DE ZORBA', 'EN CASA DE IRENE', 'AVEC'.

AUSTRALIA

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Australia. Includes songs like 'SHAKIN' ALL OVER', 'IL SILENCIO', 'LIKE A ROLLING STONE', 'HELP!', 'BABY HOLD ME CLOSE', 'I LIVE FOR THE SUN', 'DOWN IN THE BOONDOCKS', 'WHAT'S NEW PUSSYCAT', 'HOME OF THE BRAVE', 'I COULD EASILY FALL'.

AUSTRIA

Table with columns 'This Week' and 'Last Week' for Austria. Includes songs like 'ALEXIS SORBAS', 'SATISFACTION', 'WOOLY BULLY', 'DU WEISST NICHTS VON DEINEM GLUECK', 'MR. TAMBOURINE MAN', 'SANTO DOMINGO', 'FRAEULEIN WUNDERBAR', 'FRAUEN UND ROSEN', 'GEFANGEN', 'IL SILENCIO'.

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Britain. Includes songs like 'TEARS', 'IF YOU GOTTA GO, GO NOW', 'MAKE IT EASY ON YOURSELF'.

Table with columns 'This Week' and 'Last Week' for Chile, Eire, France, and Hong Kong. Includes songs like 'ALMOST THERE', 'EVE OF DESTRUCTION', 'LOOK THROUGH ANY WINDOW', 'HANG ON SLOOPY', 'SATISFACTION', 'MESSAGE UNDERSTOOD', 'IL SILENCIO', 'BABY DON'T GO', 'I GOT YOU BABE', 'LIKE A ROLLING STONE', 'A WALK IN THE BLACK FOREST', 'SOME OF YOUR LOVIN'', 'IN THE MIDNIGHT HOUR', 'IT'S GOOD NEWS WEEK', 'ZORBA'S DANCE', 'JUST A LITTLE BIT BETTER', 'WHATCHA GONNA DO ABOUT IT', 'PAPA'S GOT A BRAND NEW BAG', 'THAT'S THE WAY', 'RUN TO MY LOVIN' ARMS', 'THAT MEANS A LOT', 'UNIVERSAL SOLDIER', 'EVIL HEARTED YOU', 'SHE NEEDS YOU', 'CALIFORNIA GIRLS', 'I LOVE YOU, YES I DO', 'YESTERDAY MAN'.

CANADA

Table with columns 'This Week' and 'Last Week' for Canada. Includes songs like 'YESTERDAY/ACT NATURALLY', 'DO YOU BELIEVE IN MAGIC?', 'JUST A LITTLE BIT BETTER', 'EVE OF DESTRUCTION', 'GET OFF OF MY CLOUD', 'CATCH US IF YOU CAN', 'MOHAIR SAM', 'TREAT HER RIGHT', 'BABY DON'T GO', 'EVERYONE'S GONE TO THE MOON'.

CANADIAN RECORDS

Table with columns 'This Week' and 'Last Week' for Canadian Records. Includes songs like 'ONLY SIXTEEN', 'HEY HO, WHAT YOU DO TO ME', 'GIVE ME LOVIN'', 'MOVE TO CALIFORNIA', 'LOVE'S MADE A FOOL OF YOU'.

CHILE

Table with columns 'This Week' and 'Last Week' for Chile. Includes songs like 'SILENCIO', 'HELP!', 'VISION DE OTONO', 'EL CACHARRITO', 'LORANDO EN LA CAPILLA', 'DIME POR QUE', 'VENECIA SIN TI', 'MUNECA DE CERA', 'LECCION DE BESOS', 'ARRIBA EN LA CORDILLERA'.

EIRE

Table with columns 'This Week' and 'Last Week' for Eire. Includes songs like 'HUCKLEBUCK SHOES', 'SATISFACTION', 'I GOT YOU BABE', 'HELP!', 'I NEED YOU', 'MY OWN PECULIAR WAY', 'A WALK IN THE BLACK FOREST', 'LIKE A ROLLING STONE', 'ZORBA'S DANCE', 'IL SILENCIO'.

FRANCE

Table with columns 'This Week' and 'Last Week' for France. Includes songs like 'ME MAINS SUR TES HANCHES', 'SCANDALE DANS LA FAMILLE', 'BONSOIR MON AMOUR', 'ALINE', 'SATISFACTION', 'HELP!', 'CAPRI C'EST FINE', 'SHAME AND SCANDAL IN THE FAMILY', 'SCANDALE DANS LA FAMILLE', 'I GOT YOU BABE'.

HONG KONG

Table with columns 'This Week' and 'Last Week' for Hong Kong. Includes songs like 'THE WEDDING', 'THE NIGHT BEFORE/DIZZY MISS LIZZIE', 'ACT NATURALLY/YESTERDAY', 'MR. TAMBOURINE MAN', 'TEN SECONDS TO HEAVEN', 'SUCH AN EASY QUESTION', 'SAVE YOUR HEART FOR ME', 'I'M YOURS', 'PAPA OU MAU MAU', 'ANGEL'.

ITALY

Table with columns 'This Week' and 'Last Week' for Italy. Includes songs like 'SI FA SERA', 'IL MONDO', 'LA NOTTE', 'TI SENTI SOLA STASERA', 'CIAO CIAO', 'SONO UN SIMPATICO'.

Table with columns 'This Week' and 'Last Week' for Japan. Includes songs like 'DANZA DI ZORBA', 'IL SILENCIO', 'I TUOI OCCHI VERDI', 'DANZA DI ZORBA'.

JAPAN

Table with columns 'This Week' and 'Last Week' for Japan. Includes songs like 'AISHITE AISHITE AISHICHATTANOYO', 'CARAVAN', 'ONNA GOKORO NO UTA', 'FUTARI NO SEKAI', 'LA PLAYA', 'CRYING IN A STORM', 'POUPEE DE CIRE, POUPEE DE SON', 'SLAUGHTER ON 10TH AVENUE', 'DON'T LET ME BE MISUNDERSTOOD', 'ATAMI BLUES'.

MALAYSIA

Table with columns 'This Week' and 'Last Week' for Malaysia. Includes songs like 'IT'S ALL OVER', 'SILVER THREADS AND GOLDEN NEEDLES', 'HELP!', 'EASY QUESTION', 'JUST A LITTLE BIT TOO LATE', 'CATCH US IF YOU CAN', 'THE NIGHT BEFORE', 'LIKE WE USED TO BE', 'MR. TAMBOURINE MAN', 'TELL ME WHAT YOU SEE'.

NEW ZEALAND

Table with columns 'This Week' and 'Last Week' for New Zealand. Includes songs like 'WHAT'S NEW PUSSYCAT', 'DOWN IN THE BOONDOCKS', 'HEART FULL OF SOUL', 'CARA MIA', 'I GOT YOU BABE', 'LOOKING THROUGH THE EYES OF LOVE', 'HELP!', 'ALL I REALLY WANT TO DO', 'CAN'T GET NO SATISFACTION', 'SAVE YOUR HEART FOR ME'.

NORWAY

Table with columns 'This Week' and 'Last Week' for Norway. Includes songs like 'SATISFACTION', 'HELP!', 'LAPPLAND', 'ZORBAS DANS', 'IL SILENCIO', 'I GOT YOU BABE', 'BLUE BLUE DAY', 'THE BIRDS AND THE BEES', 'NA REISER JEG HJEM', 'EBB TIDE'.

PERU

Table with columns 'This Week' and 'Last Week' for Peru. Includes songs like 'SOMBRAS', 'CHEVERE QUE CHEVERE', 'LA PARED', 'RONDANDO TU ESQUINA', 'ESOS OJITOS NEGROS', 'SATISFACCION', 'CUMBIA ALGARROBERA', 'VOLVERAS', 'YO QUE NO VIVO SIN TI', 'MUNECA DE CERA'.

PHILIPPINES

Table with columns 'This Week' and 'Last Week' for Philippines. Includes songs like 'DO-RE-MI', 'PRELUDE AND THE SOUND OF MUSIC', 'SUCH AN EASY QUESTION', 'WOOLY BULLY', 'HELP ME, RHONDA', 'I WILL WAIT FOR YOU', 'HELLO, DOLLY!', 'WHERE LOVE HAS GONE', 'WISHING IT WAS YOU', 'SATISFACTION'.

RIO DE JANEIRO

Table with columns 'This Week' and 'Last Week' for Rio de Janeiro. Includes songs like 'A FESTA DO BOLINHA', 'FESTA DO ARROMBA', 'A SCANDAL IN THE FAMILY', 'QUE C'EST TRISTE VENISE', 'ABRACAME FORTE', 'ISABELLE', 'DAS ROSAS', 'IL SILENCIO', 'HELP!', 'ESTACIO DE SA'.

SINGAPORE

Table with columns 'This Week' and 'Last Week' for Singapore. Includes songs like 'IL SILENCIO', 'MR. TAMBOURINE MAN', 'SUNSHINE, LOLLIPOPS AND RAINBOWS', 'HELP!', 'WITH THESE HANDS', 'COME ON AND SHOUT', 'NOTHING BUT HEARTACHES', 'ZORBA'S DANCE', 'CATCH US IF YOU CAN', 'I GOT YOU BABE'.

90 million people will see Barbra's
"Emmy" award-winning TV show
Wednesday, October 20 on the
CBS Television Network and they're
going to want Barbra's album!



CL 2409/CS 9209 Stereo

This second album from the show will
outsell the first. And together...well,
just stock up and don't be caught short!

COLUMBIA RECORDS 

COLUMBIA MAKES HISTORY NOV. 28—YOU'LL BE PART OF IT!

© COLUMBIA, MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

MAKE ROOM AT THE TOP!

MOVE UP WITH CAPITOL SINGLES!

PETER & GORDON

DON'T PITY ME

b/w Crying In The Rain

Plug side is a big-sound lament and a P&G original.

5532



THE SEEKERS

THE CARNIVAL IS OVER

b/w We Shall Not Be Moved

Top deck is the kind of folk rock that makes ratings climb.

5531



STEVE DOUGLAS

YESTERDAY PART I

b/w Yesterday Part II

Part I is a quiet jazz interpretation of the Beatles' big hit—flip side is a funkier version of Part I.

5527



Nashville All Agog Over Country Fest

• Continued from page 1

Music Awards were presented. (See separate story for winners.)

Robert E. Cooper, vice-president and general manager of WSM, said more than 4,000 delegates are expected.

Len Hensel, commercial manager at WSM, said pre-registration was higher than anticipated. "They've been coming in like crazy," he said. "We had expected 1,000 to pre-register, but we've got way over that."

A new feature this year is a \$10 registration fee from each delegate. WSM will deposit the funds collected in a Grand Ole Opry Trust Fund to benefit any needy person in the country music field.

Registration is all day Thursday (21) and Friday (22) in the lobby of the Andrew Jackson Hotel, beginning at 8:30 a.m. Those who pre-register will have a packet already made up for them containing badge and tickets to all events except those by invitation only.

Theme of the celebration this year is the 40th anniversary of the "Grand Ole Opry," oldest continuous show in radio which was started in 1925 by George Hay.

This year's celebration was kicked off Sunday (17) with the first annual Music City U.S.A. Pro-Celebrity Golf Tournament, an 18-hole one-day event in which 10 golf pros teamed with a number of music and record celebrities.

The pros, Billy Maxwell, Ma-



JOHNNY WRIGHT'S "Hello, Viet Nam" (Decca 31821) has hit the No. 1 spot on Billboard's C&W charts and is certain to be one of the biggest disks of the year. The song is published by Newkeys Music. (Advertisement)

son Rudolph, Louie Graham, Chick Harbert, Joe Campbell, Jack Cupit, Dutch Harrison, Ted Kroll, Gay Brewer and one other unnamed at press time, also staged a golf clinic preceding the \$2,500 tournament.

Johnny Pott, previously announced entrant in the tourney, had to withdraw because of a pulled muscle suffered in England two weeks ago when he was there as a member of the U. S. Ryder Cup team.

10 Artists on New Dean Tape

NASHVILLE — The Jimmy Dean TV shows staff and cast taped a second show while in Nashville last week to film a special on which Billboard's 18th annual country music awards were presented. The awards show will be aired this week (22).

The second show, featuring 10 top guest artists singing one of their hits, was taped at the Grand Ole Opry House. Guests were Roy Acuff, Lester Flatt and Earl Scruggs, George Hamilton IV, Sonny James, Carl Smith, Hank Snow, Kitty Wells, Dottie West and Faron Young. The show will be televised Jan. 14.

Judy Lynn Cancels Nashville Date

NASHVILLE — Judy Lynn and her eight-piece band, who had been engaged to appear at the Musicor Records Dance at the Hermitage Hotel here Friday night (22), were forced to cancel out at the last minute. It was explained that the cancellation was not necessitated by any other commitment.

June Hucker, who handles press relations for Miss Lynn, explained it this way: "Even though plans were made a year ago for this function, possible litigation and circumstances beyond our control prohibit us from fulfilling the engagement."



THRU BARBARA ALLEN taking a break between numbers at a recording session produced in Nashville last week by Johnny (Act Naturally) Russell. Left to right are Steve Richardson, Harold Bradley, Barbara, and Russell. Miss Allen is a regular on the Billy Grammer TV show seen in 30 markets and has recently been signed by the Wilhelm Agency, Nashville. She is under the personal management of Jim Gemmill Productions, Richmond, Va.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/23/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	9	27	25	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	22
2	1	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	11	28	28	STOP THE WORLD (AND LET ME OFF) ... Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	5
3	3	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	16	29	31	FLOWERS ON THE WALL Stalller Brothers, Columbia 43315 (Southwind, BMI)	5
4	4	ONLY YOU (CAN BREAK MY HEART) Buck Owens, Capitol 5465 (Bluebook, BMI)	13	30	43	HURRY, MR. PETERS Justine Tubb & Lorene Mann, RCA Victor 8659 (Screen Gems-Columbia, BMI)	4
5	5	GREEN, GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	13	31	34	BIG TENNESSEE Tex Williams, Boone 1032 (Richwell, BMI)	4
6	7	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	11	32	30	SUN GLASSES Skeeter Davis, RCA Victor 8642 (Acuff-Rose, BMI)	7
7	6	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	14	33	33	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	5
8	9	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	12	34	39	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	3
9	12	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	9	35	35	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	16
10	10	THE SONS OF KATIE ELDER Johnny Cash, Columbia 43342 (Famous, ASCAP)	8	36	36	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE Little Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	3
11	11	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	7	37	21	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	11
12	8	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	13	38	49	I'M JUST A COUNTRY BOY Jim Edward Brown, RCA Victor 8644 (Folkways, BMI)	2
13	13	WHO DO I THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	11	39	24	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	9
14	14	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbol, SESAC)	12	40	40	WHAT'S MONEY George Jones, United Artists 901 (Glad, BMI)	3
15	22	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	6	41	41	LET'S WALK AWAY STRANGERS Carl Smith, Columbia 43361 (Cedarwood, BMI)	2
16	19	KANSAS CITY STAR Roger Miller, Smash 1998 (Tree, BMI)	4	42	37	HONKY TONKIN' AGAIN Buddy Cagel, Mercury 72452 (Freeway & Black Jack, BMI)	5
17	17	IF IT PLEASURES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	10	43	45	A LITTLE UNFAIR Lefty Frizzell, Columbia 43364 (Pamper, BMI)	2
18	18	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	11	44	44	JUST TO SATISFY YOU Bobby Bare, RCA Victor 8654 (Irving & Parody, BMI)	4
19	27	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	6	45	46	A-11 Johnny Paycheck, Hilltop 3007 (Pamper, BMI)	2
20	20	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Victor, BMI)	5	46	—	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP Charlie Louvin, Capitol 5476 (Moss Rose, BMI)	1
21	38	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	6	47	—	WHITE LIGHTNIN' EXPRESS Roy Drusky, Mercury 72471 (Moss Rose, BMI)	1
22	16	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	18	48	48	I JUST CAN'T LET YOU SAY GOODBYE Willie Nelson, RCA Victor 8682 (Pamper, BMI)	2
23	23	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	22	49	—	WALTZ ACROSS TEXAS Ernest Tubb and His Texas Troubadours, Decca 31824 (Corvair, BMI)	1
24	26	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	8	50	50	I KEEP FORGETTIN' THAT I FORGOT ABOUT YOU Wynn Stewart, Capitol 5485 (Yonah, BMI)	2
25	15	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	13				
26	29	LIFE'S GONE & SLIPPED AWAY Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	3				

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (S)	9	11	13	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	5
2	2	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	10	12	12	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	19
3	3	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	14	13	4	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	12
4	6	THE FIRST THING EV'RY MORNING Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)	4	14	14	NEW COUNTRY HITS George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060 (S)	3
5	5	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	5	15	8	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	13
6	11	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	3	16	15	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	4
7	7	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	6	17	19	MR. & MRS. USED TO BE Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	3
8	16	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	3	18	17	IT'S COUNTRY TIME AGAIN George Jones & Gene Pitney, Musicor MM 2065 (M); MS 3065 (S)	3
9	9	DEL REEVES SINGS GIRL ON THE BILLBOARD United Artists UAL 3441 (M); UAS 6441 (S)	5	19	—	THE BRIDGE WASHED OUT Warner Mack, Decca DL 4692 (M); DL 74692 (S)	1
10	10	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	26	20	20	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	33

NASHVILLE SCENE

By ELTON WHISENHUNT

WELCOME, DELEGATES. May the week be a happy, rewarding one in every way.

SHORT STORY — Composer **Boudleaux Bryant** got the idea for the current **Bob Luman** hit, "Love Worked a Miracle," from his bull. He and wife **Felice** recently bought a large cattle ranch near Nashville. Bryant's Santa Gertrudis bull got mean and chased everyone who entered the pen. Boudleaux got the idea of putting a pretty calf in with him. It worked. Result: A gentle bull and another hit song.

TOUR TOPICS — The **Willis Brothers** and **Billy Walker** will play dates in Germany, Italy and France Dec. 3-18. **Faron Young** plays the same countries next March 4-18. **Moeller Talent, Inc.**, set the dates. . . . **Loretta Lynn** plays the Flame Cafe, Minneapolis, next week. . . . **Jean Shepard** is touring Colorado, New Mexico and Utah. . . . **Little Jimmy Dickens**, whose new single, "Bird of Paradise," is causing a stir, will spend Christmas away from home this year. He will play England and Germany Dec. 17-Jan. 2.

TOWN AND COUNTRY — **Tony Hall**, of London, promotion man for Decca, Ltd., was in Nashville recently making contacts. . . . **Everett J. Corbin**, 2209 Riverview Drive, Nashville, offers deejay copies of "If Kisses Could Talk" and "I've Lost Him to a Honky Tonk" by **Anne Marvec** on Goldmont. . . . **Bobby Bare**, who has toured from California to Canada

(Continued on page 40)

Vicki Cutrer In Hospital

JACKSON, Miss. — Vicki Cutrer, wife of well-known country music emcee T. Tommy Cutrer, was admitted to Baptist Hospital here last week. Nature of the ailment was not disclosed.

Cutrer, former announcer on the "Grand Ole Opry," is emcee for "The Porter Wagoner Show" and "The Flatt and Scruggs Show," both half-hour syndicated TV shows. Cutrer is also co-owner of Station WJQS here.

Set Philly Date

PHILADELPHIA — Curley Herdman and His West Virginia Boys, heard on WNAR, Morristown, Pa., and WWVA, Wheeling, W. Va., have been booked for a country concert at Starlite Ballroom, Kensington and Lehigh avenues, Nov. 21. Other entertainers will include Rex Zario, of Arcade Records, and Matt Allen, of Arzee Records. Jack Howard will emcee the proceedings.

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. 24, 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. I Don't Believe I'll Fall in Love Today, Warren Smith, Liberty
6. Heart to Heart Talk, Bob Wills & Tommy Duncan, Liberty
7. Anymore, Roy Drusky, Decca
8. I'm Getting Better, Jim Reeves, RCA Victor
9. I Wish I Could Fall in Love Today, Ray Price, Columbia
10. Let's Think About Living, Bob Luman, Warner Bros.

COUNTRY SINGLES— 10 Years Ago Oct. 22, 1955

1. Love, Love, Love, Webb Pierce, Decca
2. Just Call Me Lonesome, Eddy Arnold, RCA Victor
3. Cattle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
4. I Don't Care, Webb Pierce, Decca
5. Satisfied Mind, Porter Wagoner, RCA Victor
6. All Right, Faron Young, Capitol
7. Satisfied Mind, Red & Betty Foley, Decca
8. Satisfied Mind, Jean Shepard, Capitol
9. There She Goes, Carl Smith, Columbia
10. Yonder Comes a Sucker, Jim Reeves, RCA Victor

October 23, 1965, BILLBOARD



GOLDMONT recording artist **JO ANNE MARVEC** sings "If Kisses Could Talk" and "I've Lost Him to a Honky Tonk." Both songs were written by **Everett Corbin**, 2209 Riverview Drive, Nashville 14, Tenn. (Advertisement)

COUNTRY MUSIC CORNER

By **BILL SACHS**

Carl Belew (RCA Victor) and **Marion Worth** (Columbia) were in Chicago Monday (18) to tape the "American Swingeround" TV show. They headed back to Nashville Tuesday for the big festival activities. Next week, Belew kicks off an extended swing through the Eastern States for the Bob Neal Agency. . . . **Warner Mack** has been signed to do a series of jingles for an internationally known soft drink company, with recordings to start in Nashville soon. This is the company's first such deal with a country music artist.

Dave Dudley, after a swing through Colorado, Wyoming and Ohio, returns to New England next week for a string of one-nighters set by Key Talent, Nashville. The same office has **Bobby Bare** routed through the East and into Canada late this month. . . . **Sonny James** and the **Southern Gentlemen**, along with **Roy Clark**, were the grandstand feature at the Arkansas Livestock Exhibition, Little Rock, Oct. 5-9. Business was top-notch on all but one night, the Bob Neal Agency reports. Sonny is in Nashville this week for the big festivities.

Phil Baugh and **Vern Stovall** were recent guests on **Chris Lane's** "American Swingeround" TV-er in Chicago. In addition to a bit of hoofing with Lane, Phil and Vern did "Country Guitar" and the new Longhorn clicker, "One-Man Band." "American Swingeround" is an ABC-TV regional seg covering six major markets. . . . Deejays needing a copy of **Freddie Hart's** "Hank Williams' Guitar" may obtain same by writing to Freddie on their station letterhead at 1041 Pine Avenue, Long Beach, Calif., 90813. . . . **KFOX**, Long Beach, Calif., accompanied its recent world premiere of "Forty-Acre Feud" with a live stagershow featuring **Freddie Hart** and **His Heartbeats**, **Johnny** and **Jonie Mosby**, **Merle Travis** and **Hank Penny** and his show troupe.

LOVE'S ETERNAL TRIANGLE

ROY DRUSKY & PRISCILLA MITCHELL

WE MUST HAVE BEEN OUT OF OUR MINDS • WE MUST LOOK IN THE MIRROR
LET'S DO WHAT'S RIGHT EVEN IF IT'S WRONG • TROUBLE ON OUR LINE
MORE THAN WE DESERVE • SLIPPIN' AROUND • BACK STREET AFFAIR
YES, MR. PETERS • ONE BY ONE • WE COULDN'T TELL A CHILD
DON'T LET ME CROSS OVER • JUST BETWEEN THE TWO OF US




Another chart single
from the hit album Love's Eternal Triangle
SR 61035/MG 21035

SLIPPIN' AROUND B/W

TROUBLE ON OUR LINE

72497



Anderson Cited

COLUMBIA, S. C.—Governor McNair welcomed country music star Bill Anderson to the executive chamber last week and issued a proclamation citing him for outstanding achievement in the country music field. Anderson is a native of South Carolina. The Governor also proclaimed October Country Music Month in South Carolina.

See Them Now at Fine Music Stores



Custom Made BANJOS By Salstrom

Play the finest banjo that money can buy... yet you'll be surprised and delighted at how little it really costs! Complete selection of Salstrom custom-crafted, beautifully inlaid Five String, Long Five String, Plectrum or Tenor Models. Also complete series of replacement necks including extra long five string neck to convert to popular "Pete Seeger" Model.

Write for descriptive literature
SALSTROM BANJO COMPANY
Dept. E-10C • OREGON, ILLINOIS

THE ULTIMATE GIFT

Precious Art Volumes to give... to own.

Beautiful brochure in high-fidelity color describes selected volumes on the Masters, incl. Michaelangelo, the Berenson collection, etc. Sample illustrations ready to frame. Finest Italian lithography. Send 50c. This also reserves your complimentary booklet of exquisite gifts now on press.

The Elegant Touch
P. O. Box 725, Dept. H
Englewood, N. J. 07631

BREAKING NATIONALLY

GOING POP

C. C. RIDER

by
Bobby Powell
Whit 714

DJ's—for Sample Copy Contact:

Jewel-Paula Records

728 Texas Street
Shreveport, La.

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

Barney's One-Stop

3234 Roosevelt, Chicago, Ill. 60624
PHONE: (312) VA 6-1828

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.

THE TRUE PICTURE . . .

Jack Jones, Kapp 699 (Camelback-Mountain, ASCAP) (New York)

JUST A LITTLE BIT . . .

Roy Head, Scepter 12116 (Tollie, BMI) (Houston, Detroit)

LOOK THROUGH ANY WINDOW . . .

Hollies, Imperial 66134 (Feldman, BMI) (Chicago)

SHE'S WITH HER OTHER LOVE . . .

Leon Hayward, Imperial 66123 (Rose, BMI) (New York)

I'LL KEEP ON TRYING . . .

Walter Jackson, Okeh 7229 (Jalynne, BMI) (Detroit)

NEVER HAD IT SO GOOD . . .

Ronnie Milsop, Scepter 12109 (Flomar & Baby Monica, BMI) (Atlanta)

DON'T THROW THE ROSES AWAY . . .

John Gary, RCA Victor 8677 (Roncom, ASCAP) (Houston)

LOVE (MAKES ME DO FOOLISH THINGS) . . .

Martha & the Vandellas, Gordy 7045 (Jobete, BMI) (Philadelphia)

THE FUNNY THING ABOUT IT . . .

Nancy Ames, Epic 9845 (Regent, BMI) (Houston)

DON'T FOOL WITH FU MANCHU . . .

Rockin' Ramrods, Claridge 301 (Van Cleff-Seven Arts, BMI) (Detroit)

STAY TOGETHER YOUNG LOVERS . . .

Ben Aiken, Roulette 4649 (Squire, BMI) (Philadelphia)

NEW ALBUM RELEASES

• Continued from page 36

BERWALD: SYMPHONY IN G MINOR—Stockholm Philharmonic Orch. (Schmidt-Isserstedt); H 1087, H 71087

VIVALDI: CANTATAS—Chorus & Orch. of the Societa Cameristica di Lugano (Loeherer); H 1088, H 71088

ROSSINI: SINS OF MY OLD AGE—Societa Cameristica di Lugano (Loeherer); H 1089, H 71089

MONTEVERDI: IL COMBATTIMENTO DI TANCREDI E CLORINDA—Societa Cameristica di Lugano (Loeherer); H 1090, H 71090
RCA VICTOR

PETER SERKIN—J. S. Bach; Goldberg Variations; LM 2851, LSC 2851

DON GIBSON—Too Much Hurt; LPM 3470, SLP 3470

PEGGY MARCH—Sings Her German Hits; FSP 129

REPRISE

TOM LEHRER—That Was The Year That Was; R 6179, RS 6179

FRANK SINATRA JR.—Young Love For Sale; R 6178, RS 6178

RIC

VARIOUS ARTISTS—43 Award Winning Country Hits; M 4001

SHAKESPEARE RECORDING SOCIETY
SHAKESPEARE: THE TWO GENTLEMEN OF VERONA—Various Artists; SRS S 202

SUE

"BABY" WASHINGTON—Only Those in Love; LP 1042

SURRY

HOYT AXTON—Mr. Greenback Dollar Man; S 1005, SS 1005

BOYS CHOIR OF VIENNA—Polkas and Waltzes; S 1008, SS 1008

GLEN CAMPBELL—Country Shindig; S 1007, SS 1007

ANTON KARAS—Zither Magic; S 1001, SS 1001

NEW CHRISTY MINSTRELS—Star Folk With Barry McGuire; S 1003, SS 1003

The Best of **BILLY STRANGE**; S 1002, SS 1002

KITTY WHITE & LAURINDO ALMEIDA; S 1004, SS 1004

JIMMY WITHERSPOON & GROOVE HOLMES—Blues For Spoon and Groove; S 1006, SS 1006

UNITED ARTISTS

JAY AND THE AMERICANS—Greatest Hits; UAL 3453, UAS 6453

THE JIVE FIVE; UAL 3455, UAS 6455

VANGUARD

JOAN BAEZ—Farewell, Angelina; VRS 9200, VSD 79200

ROOFTOP SINGERS—Rainy River; VRS 9190, VSD 79190

WARNER BROS.

FREDDY CANNON—Action!; W 1612, WS 1612

PETER, PAUL AND MARY—See That Tomorrow, W 1615, WS 1615

SOUNDTRACK—Ecco; W 1600, WS 1600

WORD

The Distinguished Old-Fashioned Revival Hour Quartet; W 3349LP

ZONDERVAN

Children's Sampler Vol. 2; ZLP 673

CURT DAVIS—Oh, What A Day; ZLP 680



PROMOTE TOURNEY—Music personalities who promoted the first annual Music City U.S.A. golf tournament held in Nashville Oct. 17. Ten top pros and numerous music and recording personalities competed. Holding sign is singer Warner Mack. In golf cart are singer Teddy Wilburn, left, and Bill Denny, president of Cedarwood Publishing Co.

NASHVILLE SCENE

• Continued from page 39

this month, is due in town for the convention. . . . **Maxine Brown** will undergo surgery soon to correct a back ailment. **The Browns** just returned from an 18-day tour of Japan with **Chet Atkins**, **Skeeter Davis** and **Hank Locklin**.

CHART CHAT—Smash released a new **Roger Miller** single last week, "England Swings" and "The Good Old Days," and released an album this week on his greatest hits. . . . **LeRoy Van Dyke** taped for "Shindig" this week, singing his latest, "It's All Over Now, Baby Blue," written by **Bob Dylan**. . . . **Neil Wilburn**, of Bragg Records, reports that **Gwen Collins'** "Beneath the Green, Green Grass of Home" is getting much air play, and he expects chart action soon. **Dave Dudley**, whose "Truck Drivin' Son of a Gun" is climbing, put a new one in the can last week, then headed out on tour. . . . **Jimmy Newman** reports good tour acceptance to his latest single, "Artificial Rose."

HOP-SCOTCH—**Bobby Helms** recently signed with Kapp, thus joining his old a&r director, **Paul Cohen**. . . . **Barbara Allen** was in town recently to record. . . . The **Wilburn Brothers** back in from tour to tape for their syndicated TV show. . . . **Flatt and Scruggs** recently recorded a jingle for a Toronto tractor company. . . .

HAROLD DE COU—Organ and Piano Favorites; ZLP 671

VARIOUS ARTISTS—Aunt Theresa—Please Tell Me A Story; ZLP 678

LORIN WHITNEY & RALPH PLATT—Pipe Organ Melodies with Bird Calls, Vol. 3; ZLP 669

Buddy Lane

SINGS HIS FIRST BIG HIT FOR

ARLEN RECORDS

"Crowded City"

b/w

"Day By Day"



Paul Dusky

SINGS

"Bottle Broken"

b/w

"Where Is My Heart"



Published By:
LITTLE BAY
(BMI)
Rt. 1, Box 285
Lutz, Fla.

Personal Management:
Bill Mitchell
Rt. 1, Box 285
Lutz, Fla.

Phone 949-4451

BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

- VIVALDI**—Three Concertos and Suite From "Il Pastor Fido"; Aubin, Guerin, Delwarde, Spickett, Collegium Musicum of Paris (Douatte): Nonesuch H 71018 (S), H 1018 (M).
- NIELSEN**—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
- THE BAROQUE TRUMPET**; Collegium Musicum of Paris, Society for Old Instruments, Versailles Ch. Orch., Vogue Orch.: Nonesuch H 71002 (S), H 1002 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Gilels, Chicago Sym. (Reiner): RCA Victrola VICS 1039 (S), VIC 1039 (M).
- HAYDN**—Symphonies Nos. 6 (Morning), 7 (Noon) and 8 (Evening); Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71015 (S), H 1015 (M).
- PURCELL**—Sonata for Trumpet and Strings/The Virtuous Wife/The Gordian Knot Untied/Pieces for Harpsichord; Gerlin, Delmotte, Rhenish Ch. Orch. of Cologne (Kehr): Nonesuch H 71027 (S), H 1027 (M).
- BACH**—Brandenburg Concerti; Mainz Ch. Orch. (Kehr): Vox (3-12") SVBX-567 (S), VBX-67 (M).
- RACHMANINOFF**—Piano Concerto No. 2; Richter, Leningrad Phil. (Sanderling): Parliament 134 (M).
- HUMMEL**—Mandolin Concerto in G major/**HOFFMAN**—Mandolin Concerto in D major; Bauer-Slais, Kunschak, Vienna Pro Musica (Hladky): Turnabout TV 34003 (S), TV 4003 (M).
- PAISIELLO**—Piano Concerto in C major/**STAMITZ**—Piano Concerto in F major; Blumental, Wurttemberg Ch. Orch. (Heilbronn): Turnabout TV 34001 (S), TV 4001 (M).
- HANDEL**—Royal Fireworks Music; Vienna St. Op. Orch. (Appia)/Water Music Suite; Vienna St. Op. Orch. (Prohaska): Vanguard SRV-115 SD (S), SRV-115 (M).
- BEETHOVEN**—Symphony No. 4; London Sym. (Monteux): RCA Victrola VICS 1102 (S), VIC 1102 (M).
- SYMPHONIES AND FANFARES FOR THE KING'S SUPPER**; Collegium Musicum of Paris (Douatte): Nonesuch H 71009 (S), H 1009 (M).
- FAURE**—Piano Music (Vols. 1 & 2) (Complete); Crochet: Vox (6-12") SVBX-5423/4 (S), VBX-423/4 (M).
- MOZART**—Symphony No. 35 in D major/Symphony No. 38 in D major; Gurzenich Sym. Orch. of Cologne (Wand): Nonesuch H 71079 (S), H 1079 (M).

Mario Lanza Name Means Magic All Over the World

NEW YORK—The hundreds of Mario Lanza Fan Clubs scattered around the world are keeping the late singer's albums in the upper sales brackets. Each year his albums rank among the best sellers of RCA Victor's classical catalog items even though Lanza has been dead since 1959.

Each new album release, which now includes radio broadcasts, is an immediate best seller and it is estimated that his fan clubs provide a cushion of 25,000 sales on each. Some of his fan clubs are behind the Iron Curtain, where the sale of records is not possible so there is a fashioned in Hungary and smuggled Lanza disks, especially in Hungary.

Last year, a bust of Lanza fashioned in Hungary and smuggled to America by RCA Victor and presented to the Mario Lanza Institute, which is headquartered in Philadelphia. The bust, sent around to various fan clubs in this country for display, was used photographically as a cover for one of Victor's Lanza albums.

Each October there is an annual Mario Lanza Memorial Ball in Philadelphia with proceeds going to the Institute. A long-range plan is to buy Lanza's old Philadelphia home to

make it into a museum of Lanza memorabilia.

Last week, Allegheny Airlines named a jet liner the "Mario Lanza" and on the inaugural flight, members of his fan clubs and of his family (his mother, Mrs. Maria Lanza Cocozza, and his children) were aboard and were feted in Pittsburgh and Philadelphia by large representation of his fans.

To date, Lanza has sold more than 4 million albums for Vic-



ROGER HALL, second from left, RCA Victor's manager of Red Seal artists & repertoire, visits Webster Hall, New York, to greet members of the Guarneri Quartet to the label's roster. First of their albums, containing Mozart quartets, will be available in the near future.

DGG to Release Flood of Winter, Fall Offerings

HAMBURG—DGG is set to release one of the largest fall and winter offerings of classical music in its history. The list ranges from Alban Berg to Arnold Schoenberg.

Grammophon is issuing the first stereo production of Alban Berg's opera "Wozzeck," directed by Dr. Karl Boehm. Schoenberg's work is "Gurrelieder," which DGG is promoting as one of the composer's most important excursions into "romantic high intensity."

Other Grammophon classical releases will include Grace Bumbry singing the most famous arias from Azucena, Aida, Elizabeth and Lady Macbeth; Ravel's piano concert in G Major and D Major (for the left hand); Bruckner's Fifth Symphony; Dietrich Fischer-Dieskau singing Lieder, and the German release of the U. S. production by William Steinberg and the Pittsburgh Symphony Orchestra of excerpts from Beethoven's First, Second, Third, Fourth and Seventh Symphonies, as well as from Tchaikovsky's Nutcracker Suite.

Concert Hall to Be Site of Movie

PHILADELPHIA — The Academy of Music, the town's key concert hall, will provide the setting for a movie with an operetta plot, according to Aurelio Fabiano, manager of the Philadelphia Lyric Opera Co., who will act as musical adviser for the whole production.

The film, to be made by Jamie Uys Films, a subsidiary of Paramount Pictures and based in Johannesburg, South Africa, would star Franco Corelli, famous Italian tenor, and Anna Moffo, also a Met Opera star and currently making a film, "Household Italian Style." Fabiani, who is also Corelli's manager, will play a role in the movie as the impresario of an opera company, just as he is in real life.

Production is expected to start next April. Both stars have built up large followings via recordings as well as the opera and concert stage. While radio and TV shows have originated from the stage of the Academy, it will be the first time for a movie.

There are 22 Lanza LP's in the Victor catalog and two LP's in the RCA Camden catalog.

London Staging Its Own Opera Season

NEW YORK — London Records is heralding the 1965-1966 opera season with the release of nine new operatic releases. This brings London's line of complete operas, highlights and recitals to close to 200 items.

As a tie-in with the new season, London is offering a special sales program, running through Nov. 30, on its complete operatic line. The program includes extra discount features as well as an advertising campaign that will cover the leading record magazines. London also has prepared a new complete opera order pad and is trying to whip up interest in having opera LP's placed in rack locations.

The power of London's operatic catalog will be spotlighted this season by the number of

operas being broadcast by the Metropolitan Opera, the San Francisco Opera and the Chicago Lyric Opera which is available in the London catalog.

London has 18 of the 26 operas to be performed by the San Francisco Opera and six of the nine operas to be performed by the Chicago Lyric Opera.

Added to London's operatic line-up in this month's releases are LP's featuring Joan Sutherland, highlights from Bellini's "I Puritani" and Strauss' "Die Fledermaus" as well as packages highlighting the works of Verdi, Stravinsky and Wagner, and an LP of Mado Robin in opera and song.

German Record Firms Aim Series for Popular Purse

HAMBURG — German disk firms are introducing lower-priced disk series to promote the sale of classical music.

Every major German record company has a special production program aimed at placing classical music within reach of the popular purse. For example, Deutsche Grammophon Gesellschaft (DGG), the industry leader in German classical music, has a new classical series priced at 14.80 Deutschemarks (about \$4.25), compared with 26 Deutschemarks (\$6) and up for standard classical titles.

DGG's so-called "E" series is designed to foster the appreciation of classical music among

young people and low-income groups.

"E" releases are programmed to provide a popular-price classical music library of about 20 records. DGG will use top recording artists and will strive for high-volume sales on the general European market.

In effect, the "E" series is a pilot project for eventual European Common Market production programs.

The "E" series will present the works of Haydn, Mozart, Beethoven, Schubert, Mendelssohn, Tchaikovsky, Rachmaninoff, Liszt, Chopin, Brahms, Dvorak, Johann Strauss, and the ballets of Tchaikovsky, Gounod and Delibes.

Philips is following suit with a special classical series under the Fontana label priced at 12.80 Deutschemarks (about \$3.25) per disk. Telefunken-Decca is offering special series of classical LP's priced at 16 and 18.80 Deutschemarks (\$4 and \$4.75).

Electrola is offering LP's containing excerpts from famous classical works. This special series aims at packaging the highlights of famous classical music in a low-priced disk.

CBS and Ariola-Eurodisc are also preparing special classical LP's for the rapidly expanding mass market for this music in Germany.

Copland Date With London

NEW YORK—Aaron Copland will conduct the London Symphony Orchestra next month in recording sessions for release on the Columbia label. The date will be held during Copland's stay in England which is part of his current tour of Europe.

On Nov 4, Copland will conduct the London Symphony Orchestra in the Royal Festival Hall, presenting among other works, his "Short Symphony" and "Statements for Orchestra." In addition, he'll tape a one-hour TV program for later presentation on BBC-TV.

Almada Everest Classical Distrib

HOLLYWOOD—The Almada Corp. of Montreal has been appointed Everest Records classical distributor, handling Everest, Counterpoint and Concert-disc. The label's classical product had been handled by Musimart. Everest popular merchandise remains with Compo.

The recently acquired Baroque Record Company remains with Jim Cornfield as Canadian distributor. World-Wide release remains on the Baroque logo although Everest owns the company.

DGG AWARD TO JAROFF, CHOIR

HAMBURG — Deutsche Grammophon has founded the "Golden Grammophon" award in recognition of "continued and outstanding service to the cause of music world-wide."

The first award was made to Serge Jaroff and the Don Cossack Choir. Grammophon said Jaroff and the Don Cossack Choir epitomized "the spirit of the Golden Grammophon, which is dedicated to continued excellence of musical interpretation."

The Don Cossack Choir is now on a European tour which will take them to 25 German cities, to Austria, Switzerland and France.

NEW YORK TOPS AS RECORD BREAKER

• Continued from page 1

in Los Angeles in Billboard's Aug. 14 issue, became a national breakout the next week and reached No. 1 in the Sept. 25 issue. On the other hand, "Mr. Tambourine Man" broke in San Francisco in May and became No. 1 without ever being a national breakout. A national breakout is any record which leaps onto the chart at No. 70 or above, instead of the usual steady climb up the chart. There were 41 records listed by Billboard as national breakouts between the first issue of the year and the Sept. 25 issue—period covered by this survey.

23 Markets Covered

There were 23 markets in all that were listed as having regional breakout records. These included New York, Los Angeles, Miami, San Francisco, Chicago, Baltimore, Minneapolis-St. Paul, Washington, Milwaukee, St. Louis, Pittsburgh, Houston, Memphis, Nashville, Seattle, Dallas-Ft. Worth, De-

troit, New Orleans, Cleveland, Boston and Philadelphia. There was a tendency for records to break simultaneously in the markets of Nashville and Memphis and in the markets of Dallas and Ft. Worth.

Dallas-Ft. Worth served as the springboard for 12 records that reached the chart, but only two turned out to be of hit caliber—"Hold Me, Thrill Me, Kiss Me," which reached No. 8, and "I Want to (Do Everything for You)," which is still climbing this week. There were 17 records that made the chart out of 35 regional breakouts in the area.

San Francisco launched 11 chart records, as did Los Angeles but San Francisco proved to be the stronger breakout area for records since another seven records that were regional breakouts there also made the chart. Both, however, had five big hits, including a No. 1 chart-topper each—the only ones among the regional breakouts. Los Angeles had "Eve of De-

struction," which reached No. 1; "Laugh at Me," No. 10; "It Ain't Me Babe," No. 8; "All I Really Want to Do" No. 15; "Nothing Can Stop Me," No. 8. San Francisco had "Red Roses for a Blue Lady," which reached No. 11; "It's Not Unusual," No. 10; "Mr. Tambourine Man," No. 1; "Unchained Melody," No. 4; and "You Were on My Mind," No. 3.

Pittsburgh also proved to be a very good location in which to break a record, according to the survey. The market launched 10 chartwinners of the 29 breakouts that occurred in the area; 15 of the over-all breakouts that occurred in the area reached the chart.

Detroit served as a springboard for nine chart winners, followed by Miami, Baltimore and Washington with seven each.

Chicago, incidentally, appeared to be the town most likely to leap on the sales bandwagon. Although it only launched five chart records, a total of 10 additional records that made the charts were also sales breakouts in the area.

Philly Interesting

An interesting factor is the Philadelphia situation. The market had 20 breakout records, but only the seven launched in the city made the charts; another record that broke out first in Philadelphia "bubbled under."

Atlanta, in spite of having 30 records that were regional breakouts, only had one chart-winner that initially broke in the area; a total of 9 area breakouts made the chart.

The 32 regional breakouts in Detroit represented a total of 18 different record company labels; Dallas' 35 breakouts represented 17 labels; while Baltimore's 35 breakouts and New York's represented 16 labels each.

Good promotion work by a record company doesn't always result in a hit record. In the case of "Let Me Down Easy" by Calla Records, it broke in seven markets—Detroit, San Francisco, Baltimore, Miami, Atlanta, Memphis-Nashville, and Seattle—but only got as high as bubbling under the chart.

U.K. Decca's Hall: U.S. Radio a 'Toughie'

NEW YORK — The major handicap to American record promotion men, according to Tony Hall, "is that it seems to me about 98 per cent of the releases never get played." Hall, promotion manager of British Decca Records headquartered in London, left for home last week after three weeks observing the record scene in the States. He visited New York, Detroit, Los Angeles and Nashville.

"This was the first time I've ever seen the American record business in action," Hall said, "and I'm completely amazed." He said he felt the day was over when just any British record could make the charts in the U. S. "Only the good product will make it now. American writers and producers have adapted the British style—just as we adapted the American style of the mid-Fifties — and have come up with a sound that is going to be a worldwide thing. I just hope we Britishers can get a piece of the action."

He said that he had found new product on his three-week visit here that was exceptionally good and the British Decca would be negotiating for the masters.

The record market is becoming more and more worldwide in effect, he said. "Now, hits in one country are generally hits in other countries around the world."

He said the American radio scene left him a "little horrified—so few records get played. And I thought we promotion men in England had it tough! American radio is tremendously slick, but I got sick of hearing the same records all the time." London Records, which distributes British Decca's product in the U. S., has done a "simply fantastic job of selling British records. I feel—especially after realizing how few releases get airplay." Hall also handles deejay duties at Radio Luxembourg for British Decca.

BREAKOUT SINGLES

BREAKOUTS	Broke First	Bubble Under	Hit the Chart	Regional Breakouts
Los Angeles	11	1	14	28
New York	17	1	19	38
San Francisco	11	0	18	26
Chicago	5	0	15	34
Baltimore	7	0	13	35
Washington	7	3	11	27
Pittsburgh	10	2	15	29
Dallas-Ft. Worth	12	0	17	35
Houston	5	0	13	36
Detroit	9	2	14	32
Memphis-Nashville	6	1	10	37
Cleveland	3	0	6	23
Atlanta	1	2	9	30
Miami	7	0	9	28
Minneapolis-St. Paul	3	1	5	14
Milwaukee	2	3	5	14
St. Louis	1	0	8	17
Philadelphia	7	1	7	20
Boston	4	0	5	17
New Orleans	4	0	7	20
Seattle	2	0	5	15

WEAM Troupers Entertain 'Troopers'

WASHINGTON—A live record talent show packaged by radio station WEAM, one of the nation's major rock 'n' roll outlets, entertained an estimated 10,000 U. S. soldiers in Santo Domingo the weekend of Oct. 8-10. The show, which featured the Rocking Ramrods, Bobbi Martin, the Reasons, and Joe Jones, did 11 performances in two-and-a-half days, according to WEAM program director Robert E. Parkinson, who accompanied the artists and emceed the show.

"The crowds were fantastic," Parkinson said. "On Sunday, our last show was supposed to be for 500 MP's, but 3,700 GI's showed up. I remarked from the stage that some of the faces looked a little familiar to me and one guy yelled back, 'It's my fourth time.'"

The WEAM package had been originally scheduled for seven shows in the country, but did more shows to accommodate troops coming off duty who hadn't seen the show. Also on the tour was Freda Vaughn, a beauty queen.

The radio station also presented another live record talent show Saturday night (16) before an estimated 1,000 at the annual father-daughter banquet at the National Press Club, Washington. Emceeding the show were Parkinson and WEAM air personalities Jim Nabors and Johnny Dark. The show featured the Duprees, the Vocals, the Hales, the Dixie Cups, and Joe Jones. Among the guests at the show, besides members of the press club, were some of the highest government officials.

WJRZ Move Spurs Country Sales Boom

NEW YORK — Four major record companies — Decca, MGM, Columbia and Capitol—reported a surge during the past month in country music record sales. In addition, the Colony Record Store here, also said their country music sales were up. All attributed the increase as a result of WJRZ, Newark, switching to a country format Sept. 15.

A Decca Records' spokesman said there was "no question about it. The station has definitely influenced the sales of singles. Rack jobbers in the area, who almost never carried country records before, are now placing stock orders and setting aside portions of their racks for country music."

Wade G. Pepper, national single records sales and promotion manager for Capitol Records, said, "We're feeling an impact in sales of country music since the station took to the air

with its new format. Sales have doubled and tripled," he said, "but were still nothing to match the sale of country music in Chicago. But there's definitely an upward trend. Buck Owens and Sonny James were erratic in this market to some extent before, but now they're selling well."

Dave Seidman of Metro Record Distributors, an MGM Records branch, reported a boost in sales in New Jersey. . . . "It's starting to move. Not like pop records yet, but a marked increase." He said there had been an increase in country music sales, too, in Manhattan.

Feels Station's Pull

Don England, regional manager for New York and New Jersey for Columbia Records distributors, said the label felt the effect in New Jersey almost immediately after the station switched to country music. "The

(Continued on page 44)

More Stations Join Country Bandwagon

By CLAUDE HALL

NEW YORK — More and more radio stations are switching to country music Top 40 style. The latest is WMMJ, Buffalo, N. Y., which launched a country music format Monday (18). WMMJ's signal will reach about 2.5 million people, according to program director Jack Kelly.

About three weeks ago, WMNI, Columbus, Ohio, converted to country music fulltime after a two-hour program a day proved highly successful. The 1,000-watter broadcasts around the clock and veteran country deejay Tom George was instru-

(Continued on page 43)



COUNTRY MUSIC STATION KBER, San Antonio, continuing with strong promotional live record talent shows, sponsored a show Oct. 3 which included Buck Owens, Slim Whitman, Grandpa Jones, Bobby Bare, Charlie Walker, Dusty and Doug, and Jerry Lee Lewis. Shown backstage with the performers are KBER's staff. Station Manager A. V. (Bam) Bamford holds the covered wagon.

WJRZ Move Spurs Country Sales Boom

• Continued from page 42

increase has continued to expand in New Jersey and a sales increase is also apparent in other areas as well—Long Island, Manhattan, Westchester. The station is a very effective salesman for country music records."

RCA Victor Records said they were convinced that WJRZ would reflect in increasing country music sales, but it was a little early to tell yet. "The problem is that Eddy Arnold is always a smash, so how can we attribute this to WJRZ?"

The radio station is also popular with listeners. One country

music fan wrote: "I wish to thank WJRZ for its country music. I'm originally from the Midwest and for years listened to WCKY in Cincinnati. But since I've been in N. J., I hadn't heard it. And I didn't realize how much I missed country music until I started listening to your station."

Bob Lockwood, assistant program director at WJRZ said the station was receiving 500 letters a day from 62 different cities in New York, New Jersey, Connecticut, and Pennsylvania. The only problem is that many of them haven't heard country music since they left home. . . .

from the days of Hank Williams. To bring listeners slowly up-to-date with modern country music, Lockwood programs two classics of the country music field an hour, but hopes to cut this down.

WJRZ Show

Lockwood, acquired from country music station WJJD, Chicago, said that the performers for WJRZ's first live talent show Nov. 12 now included Eddy Arnold, Leroy van Dyke, Margie Bowes, Jean Sheppard, and Don Bowman. The show will be held in the Mosque Theater, Newark, which seats over 3,000.

WJRZ's change to country music was spurred by Lockwood. He said he came to New York last July on a two-week vacation and monitored every station that had a rating under three. . . . "Stations which I

VOX JOX

New address of WQXI, Atlanta, is: 2970 Peachtree Road, N.W. (Suite 223). . . . W. O. (Bill) Wiseman has been promoted to general manager of

thought might be tempted to go to country music. I felt the time was right for a country format in this market. I then contacted six radio stations, one of them WJRZ. I came to work at WJRZ in the second week of August and we began planning the change."

The station is planning to go full power around the clock as soon as tower work can be completed. At present, WJRZ beams full power in the daytime, but gets weaker at night.

WOW, Omaha. . . . WJBK, Detroit, celebrated its 40th birthday Oct. 7; construction is presently under way to increase the power of the station to 50,000 watts daytime. . . . KSTP, Minneapolis, recently taped a full day's programming—18 hours—and shipped it off to the U.S.S. Preble DLG-15, a guided missile destroyer patrolling off the coast of North Viet Nam; the request for the tape came from a radarman who said the 345 men aboard the ship wanted to hear a radio station complete with advertising, news, commentaries and everything. The radio station plans to keep rotating broadcast tapes with the ship.

Frank Lee, a deejay at KOOO, Omaha, has a new son; Lee is the "Cherokee Chief." . . . The National Broadcasting Co. has contributed \$100,000 to the educational TV station WVIZ, Cleveland. Arthur A. Watson, vice-president and general manager of WKYC-TV-AM-FM, the NBC-owned operation in Cleveland, presented the check. . . .

Tommy Vance, the controversial British deejay, has joined KHJ; DJ Robert Christian, who has just signed a songwriter pact with Columbia-Screen Gems Music, has resigned the Los Angeles outlet. Christian also has become associate producer for an NTA theatrical film project called "Swingin' Summer," scheduled to roll in late November.

Paul Martin is the new promotion manager for WFIL-AM-TV, Philadelphia. . . . Tom Gibson is the new morning man on WKBN, Youngstown, Ohio. . . . Mike Douglas, host of "The Mike Douglas Show" syndicated out of Philadelphia and an Epic Records artist, emceed the Miss U. S. Pageant Oct. 15-16 held in Norfolk, Va. CLAUDE HALL

STATIONS BY FORMAT

• Continued from page 43

with WMIL 5:30-9 a.m. & 11 a.m.-sign off.

WMKE-FM: ERP 38,000 watts. Independent. On the air 9 a.m.-midnight. Pres. & gen'l mgr., Richard V. Steffen. Prog. dir., Lols J. Steffen. Address: 5609 W. North Ave., Milwaukee, Wis. 53208. Phone: (414) 444-1900.

WOKY: 1,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Special programming: "Sportscast" with Johnny Logan, 8:45 a.m. & 4:45 p.m. M-F. Bill James is director of news dept. Airplane news for traffic. Special equipment: 1 mobile unit, Cessna plane. 5-min. news on the hr. headlines on the half hr. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Record promotion people are seen M-F. Pres. & gen'l mgr., Mrs. Rosa Bartell Evans. Prog. dir., John A. Reddy. Send copies of 45's and LP's to music dir., Bill Henry, 3500 N. Sherman Blvd., Milwaukee, Wis. 53216. Phone: (414) 442-0150.

WQFM-FM: ERP 80,000 watts. Independent. On the air 8 a.m.-midnight. Music format: Conservative (55%)-Jazz (40%)-Classical (5%). No newcasts. New records are selected for air-play by prog. dir., Craig Kois. Gen'l mgr., Hugo Koeth. Prog. dir., Craig Kois. Send copies of 45's and LP's to Mr. Kois, 606 W. Wisconsin Ave., Milwaukee, Wis. Phone (414) 273-1320.

WRIT: 1,000 watts. An Air Trails Station. On the air 24 hrs. a day. Music format: Contemporary (100%). Special programming: Indianapolis 500 Races. "Top of the Pops," featuring England's top tunes, 8-8:30 p.m. Tues. & Wed. "Bob Siegrist News Commentary" 7 p.m. M-F. "Pick of the Pops Spectacular," featuring old memories tunes, all day Sat. & Sun. Guy Mainella is director of 4-man news dept. Special equipment: 1 mobile unit. 5-min. news at 25 and 55 past the hr. New records are selected for air-play by committee of station personnel and research of local retailers. Station publishes play-list weekly. 6-10 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Bernie

Strachota. Prog. dir., Lee Rothman. Send 2 copies of 45's and 1 copy of LP's to music dir., King Zbornik, 5407 W. Martin Dr., Milwaukee, Wis. 53208. Phone: (414) 453-4130.

WRIT-FM: ERP 22,500 watts. Music format: Contemporary (100%). Simulcast with WRIT from 6 p.m.-midnight.

WTMJ: 5,000 watts. NBC affiliate. On the air 5 a.m.-1 a.m. daily. Music format: Pop-Standard (95%)-Jazz (5%). Editorializes 3 times daily. Special programming: Univ. of Wisconsin football & basketball and Green Bay Packers football in season. "Ask Your Neighbor," with Gordon Hinkley, 10:05 a.m. & 2:05 p.m. M-F. "Give and Take," with Carol Cotter and Gordon Thomas, 2:35-3 p.m. M-F. "Challenge," with Jack Baker, 9:05 p.m. M-F. All 3 are audience call-in & discussion shows. Television outlet is WTMJ-TV, channel 4. Jack Krueger is director of 12-man news dept. Special equipment: 2 mobile units. A minimum of 5-min. of news an hr. Cuts from Comedy LP's are featured on the Gordon Hinkley and Bob Lewis shows. Folk Music aired in regular programming. New records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., George Comte. Ass't. prog. dir., Gordon Hinkley. Send 2 copies of 45's and 1 stereo & 1 mono copy of LP's to Mr. Hinkley, 720 E. Capitol Dr., Milwaukee, Wis. 53201. Phone: (414) 271-6000.

WTMJ-FM: ERP 4,600 watts. On the air 6 a.m.-1 a.m. daily. Music format: Standard (100%). All stereo station. Simulcast with WTMJ 6:30-9 a.m. daily.

WTOS-FM: ERP 3,500 watts. Independent. On the air 8 a.m.-midnight. Music format: Country (50%)-Foreign Language (50%). Editorializes occasionally. Special programming: Bavarian Soccer Club games in season. "Herman," an all request show, 8-10 p.m. Sat. "Golden Zither," live music and interviews with Willi Baumeister, 10-12 p.m. Sat. Station's foreign language shows are German, Polish, Italian, Dutch, Swiss and Slovenian. E. Walter Clare is director of 2-man news dept. 5-min. news at 9 p.m. Extended newcasts 8 times a week. Cuts from Comedy LP's are heard on the "Herman" show. Folk Music aired in regular programming. New records are selected for air-play by

prog. dir. & gen'l mgr. Station publishes play-list monthly. Approx. 50 new records are programmed each week. Record promotion people are seen 1-3 p.m. daily. Gen'l mgr., Robert H. Perthel. Prog. dir., Margaret Schmit. Send 1 copy each of 45's and LP's to Miss Schmit, 2408 N. 83rd St., Milwaukee, Wis. 53213. Phone: (414) GR 6-1611.

WYLO: 250 watts. Independent. Day-timer. Music format: Country (100%). Editorializes occasionally. Special programming: Milwaukee High School Game of the Week (football) and Catholic Conference Game of the Week (basketball) in season. Larry Cummins is director of 2-man news dept. Special equipment: 2 Marti Mobile Units. 5-min. news at 15 and headlines at 45 past the hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play

by gen'l mgr. Station publishes play-list weekly. Approx. 15 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Charles M. Phillips. Prog. dir., Bill Berg. Send 3 copies of 45's and 2 copies of LP's to Mr. Phillips, P.O. Box 540, Milwaukee, Wis. 53210. Phone: (414) 353-5300.

NAB Speaker

BALTIMORE—Rep. Charles M. Mathias Jr. (R.-Md.) will be the featured luncheon speaker Thursday (21) at the fall conference here Oct. 21-22 of the National Association of Broadcasters.

STORY BEHIND THE SONG

By JACK BURTON

Daniel Decatur Emmett rates two niches in the Hall of Fame reserved for eminent practitioners of the musical arts. He was a member of the quartet that planted the seeds of blackface minstrelsy in 1843, playing the violin with the original Virginia Minstrels while Billy Whitlock plunked the banjo, Frank Bower rattled the bones and Dick Pelham banged the tambourine, their faces colored with ham fat since burnt cork and grease paint were 25 years away.

Seventeen years later, Dan Emmett became an even greater celebrity when he wrote "Dixie" as a walk-a-round of finale for Dan Bryant's Minstrels—a song that at the outbreak of the Civil War became the rallying song of the Confederacy although it was written by a Yankee, believe it or not.

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. 24, 1960

1. I Want to Be Wanted, Brenda Lee, Decca
2. Save the Last Dance for Me, Drifters, Atlantic
3. Twist, Chubby Checker, Parkway
4. My Heart Has a Mind of Its Own, Connie Francis, MGM
5. Chain Gang, Sam Cooke, RCA Victor
6. Devil or Angel, Bobby Vee, Liberty
7. Let's Think About Livin', Bob Luman, Warner Bros.
8. So Sad, Everly Brothers, Warner Bros.
9. Mr. Custer, Larry Verne, Era
10. Theme From The Apartment, Ferrante & Teicher, United Artists

POP SINGLES—10 Years Ago Oct. 22, 1955

1. Love Is a Many-Splendored Thing, Four Aces, Decca
2. Autumn Leaves, Roger Williams, Kapp
3. Yellow Rose of Texas, Mitch Miller, Columbia
4. Moments to Remember, Four Lads, Columbia
5. Shifting Whispering Sands, Billy Vaughn, Dot
6. Ain't That a Shame, Pat Boone, Dot
7. Bible Tells Me So, Don Cornell, Coral
8. Tina Marie, Perry Como, RCA Victor
9. Shifting Whispering Sands, Rusty Draper, Mercury
10. Only You, Platters, Mercury

R&B SINGLES—5 Years Ago Oct. 24, 1960

1. Kiddio, Brook Benton, Mercury
2. Save the Last Dance for Me, Drifters, Atlantic
3. Georgia on My Mind, Ray Charles, ABC-Paramount
4. Chain Gang, Sam Cooke, RCA Victor
5. Fool in Love, Ike and Tina Turner, Sue
6. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
7. My Dearest Darling, Etta James, Arto
8. The Twist, Chubby Checker, Parkway
9. Don't Be Cruel, Bill Black's Combo, Hi
10. Sleep, Little Willie John, King

POP LP's—5 Years Ago Oct. 24, 1960

1. Nice and Easy, Frank Sinatra, Capitol
2. String Along, Kingston Trio, Capitol
3. Button-Down Mind of Bob Newhart, Warner Bros.
4. Johnny's Moods, Johnny Mathis, Columbia
5. Edge of Shelley Berman, Verve
6. Encores of Golden Hits, Platters, Mercury
7. Brenda Lee, Decca
8. Kick Thy Own Self, Brother Dave Gardner, RCA Victor
9. Paul Anka Sings His Big 15, ABC-Paramount
10. Rejoice Dear Hearts, Brother Dave Gardner, RCA Victor



FRANCES JORDAN, WCAO, Baltimore, record librarian, was honored recently with a party to celebrate 35 years with the radio station. From left, Frances Jordan, WCAO vice-president and general manager Byron Millenson, and Dave Carrico, record promotion representative for Mangold Distributing Co. The party was attended by most of the promotion men in the area, WCAO staff, and friends.

KPPC-FM

PROGRAM SCHEDULE

- DAVID PIERCE—Morning Man Monday thru Friday 6 A.M.-12 Noon
- TOM LEWIS—Evening Show, Monday thru Sat. 6:30 P.M.-12 Midnight
- WALT De SILVA—Afternoon, Monday thru Friday 12 Noon-6 P.M. Sat. "Week End Show" 12 Noon-6 P.M.
- GEORGE DVORAK—Sat. 6 A.M.-12 Noon Sun. 1 P.M.-10 P.M.

• BOB MAYFIELD
News

PROGRAMMED FOR PARTICULAR PEOPLE
... THE LATEST NEWS

MICHAEL STROKA
General Manager

BILL DANIELS
Sales Manager

BOB MAYFIELD
Promotion Manager/
News Editor

Telephone 681-0447

106.7 mc

SERVING SOUTHERN CALIFORNIA FROM PASADENA

DON'T FAIL TO CATCH BILLBOARD'S

18th Annual Country Music Poll

On "The Jimmy Dean Show" 10 p.m., EDT, Friday, Oct. 22, on ABC-TV, directly from the Grand Ole Opry House, Nashville, Tenn.

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 10/23/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tree, BMI)	9	22	39	DON'T HAVE TO SHOP AROUND Mad Lads, Volt 127 (Makmillion, BMI)	2
2	3	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	5	23	16	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	12
3	6	RESCUE ME Fontella Bass, Checker 1120 (Chevis, BMI)	5	24	24	FIRST I LOOK AT THE PURSE Confours, Gordy 7044 (Jobete, BMI)	10
4	5	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	8	25	17	SOUL HEAVEN Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI)	9
5	2	THE "IN" CROWD Ramsey Lewis Trio, Argo 5506 (American, BMI)	10	26	21	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	10
6	20	TAKE ME IN YOUR ARMS Kim Weston, Gordy 7046 (Jobete, BMI)	3	27	40	THINK Jimmy McCracklin, Imperial 66129 (Metric, BMI)	2
7	19	AIN'T THAT PECULIAR Marvin Gaye, Tamla 54122 (Jobete, BMI)	3	28	31	LET IT ALL OUT O'Jays, Imperial 66131 (Blackwood, BMI)	4
8	4	THESE HANDS (Small But Mighty) Bobby Bland, Duke 385 (Don, BMI)	6	29	27	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	11
9	12	LET'S MOVE & GROOVE (Together) Johnny Nash, Joda 102 (And, BMI)	5	30	22	DANGER HEARTBREAK DEAD AHEAD Marvelettes, Tamla 54120 (Jobete, BMI)	7
10	7	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	15	31	25	YOU'VE BEEN IN LOVE TOO LONG Martha & Vandellas, Gordy 7045 (Jobete, BMI)	6
11	8	CLEO'S BACK Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	5	32	36	I DIG YOU BABY Lorraine Ellison, Mercury 72472 (Merpine, BMI)	2
12	14	YOU CAN'T TAKE IT AWAY Fred Hughes, Vee Jay 703 (Customa, BMI)	7	33	29	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	14
13	13	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	10	34	28	SAD, SAD GIRL Barbara Mason, Arctic 108 (Stillran-Dandelion, BMI)	8
14	10	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	13	35	35	NEVER COULD YOU BE Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	4
15	15	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	18	36	—	A LOVER'S CONCERTO Toys, DynoVoice 209 (Saturday, BMI)	1
16	9	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	16	37	32	IF I DIDN'T LOVE YOU Chuck Jackson, Wand 188 (Metric, BMI)	7
17	11	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	13	38	—	MAKE ME YOUR BABY Barbara Lewis, Atlantic 2300 (Screen Gems-Columbia, BMI)	1
18	18	UNCHAINED MELODY Righteous Brothers, Phillies 129 (Frank, ASCAP)	11	39	30	I NEED YOU Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	7
19	23	I'M SO THANKFUL Ikettes, Modern 1011 (Jobete, BMI)	4	40	—	LOVE (Makes Me Do Foolish Things) Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	1
20	38	MY GIRL HAS GONE Miracles, Tamla 54123 (Jobete, BMI)	2				
21	26	1-2-3 Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	5				

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.

JUST ONE KISS FROM YOU . . .
Impressions, ABC-Paramount 10725

SHE'S WITH HER OTHER LOVE . . .
Leon Hayward, Imperial 66123

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

REUBEN T. (MAD LAD) WASHINGTON, KNOK, Dallas-Fort Worth
No Man Is an Island—Van Dykes, Hue
Sweet Bitter Love—Aretha Franklin, Columbia 43333
My Baby—Temptations, Gordy 7047
My Girl Has Gone—Miracles, Tamla 54123
A Time to Love, A Time to Cry—Lou Johnson, Big Top 101
The Soul of the Man—Fontella Bass, Checker 1120
Misty—Vibrations, Okeh 7230
Mr. Soul—Bud Harper, Peacock 1939
Two's a Couple—Ike & Tina Turner, Sue 135
Stay Away From My Baby—Ted Taylor, Okeh 7231
In the Twilight Zone—Astors, Stax
LP—Chiles & Pettiford Live at Lillys—Atlantic LP 8111 (M); SD 8111 (S)

DR. BOP, WAWA, Milwaukee
Mother Nature and Father Time—Brook Benton, RCA Victor
Do I Make Myself Clear—Etta James, Argo
For You—Spellbinders, Columbia 43384
My Girl Has Gone—Miracles, Tamla 58123
I'm a Lonely Stranger—Arthur Conley, Jotis
LP—Domino '65—Fats Domino, Mercury MG 21039 (M); SR 61039 (S)
LP—Spotlight on Jackie—Jackie Wilson, Brunswick BL 54119 (M); BL 754119 (S)

JOHNNY BEE, WBOK, New Orleans
Down the Isle—Alex Spearman, White Cliffs
Don't Have to Shop Around—Mad Lads, Volt 127
Mak: Me Your Baby—Barbara Lewis, Atlantic 2300
Soul Heaven—Dixie Drifter, Roulette 4641
Daddy Wants His Baby Back—Derek Martin, Roulette 4647
LP—In the Midnight Hour—Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

GENE NOBLES, WLAC, Nashville
Ain't That Peculiar—Marvin Gaye, Tamla 54122

JERRY TUCKER, WLOU, Louisville
My Baby—Temptations, Gordy 7047
You Got Soul—Bill Johnson, Jocida 301
May the Bird of Paradise Fly Up Your Nose—Gatmouth Brown

CHUCK MOORE, KPRS, Kansas City, Mo.
My Place—Crystals, United Artists 927
I Miss You So—Little Anthony & the Imperials, DCP 1149
Just One Kiss From You—Impressions, ABC-Paramount 10725
LP—Baby I'm Yours—Barbara Lewis, Atlantic LP 8110 (M); SD 8110 (S)

MILTON (BUTTERBALL) SMITH, WMBM, Miami
Same Ole Beat—Freddie Scott, Marlin 16002
Rescue Me—Fontella Bass, Checker 1120
Give Me Back My Ring—Big Daddy Simpson, M-Pac 7226
I Feel Strange—Wonderettes, Ruby 5065
The New Breed—Johnny Holliday, Diplomacy
Your Such a Good Thing—Roscoe Shelton, Sound Stage 7-2549
The World Is Round—Rufus Thomas, Stax 178
Let Me Know When It's Over—Esther Phillips, Atlantic 2304
LP—Otis Blue/Otis Redding Sings Soul—Volt LP 412 (M); SD 412 (S)

PEE WEE HARRIS, WXKW, Albany-Schenectady-Troy
You Got Soul—Bill Johnson, Jocida 301
No One Else Will Do—Clay Hammond, Liberty 55817
My Girl Has Gone—Miracles, Tamla 54123
I Don't Know What You've Got—Little Richard, Vee Jay LP—Otis Blue/Otis Redding Sings Soul—Volt LP 412 (M); SD 412 (S)
LP—In the Midnight Hour—Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE IN CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	11
2	4	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	6
3	3	OTIS BLUE/OTIS REDDING SINGS SOUL, Volt LP 412 (M); SD 412 (S)	4
4	6	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)	7
5	5	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	10
6	2	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	7
7	9	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	17
8	8	BABY I'M YOURS, Barbara Lewis, Atlantic 8110 (M); SD 8110 (S)	4
9	7	GENTLE IS MY LOVE, Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	6
10	10	PASTEL BLUES, Nina Simone, Phillips PHM 200-187 (M); PHS 600-187 (S)	2

NEW ACTION R&B LP'S

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

BUMPIN' . . .
Wes Montgomery, Verve V 8625 (M); V6-8625 (S)

LA BAMBA . . .
Mongo Santamaria, Columbia CL 2375 (M); CS 9175 (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
RUBEN T. WASHINGTON
KNOX, Dallas-Ft. Worth



"The Mad Lad Show" on KNOK is handled by Ruben T. Washington, a graduate of Booker Washington High School, Memphis. Washington also studied at Rust College and Keegan's Radio and TV School. He formerly worked on radio stations in Memphis, Milwaukee, St. Louis and Shreveport, La. Besides many civic activities, Washington also sponsors record hops and produces live record talent shows.

THE JAZZ BEAT

• Continued from page 10

culture to the publication. John Gabree, its managing editor, will handle the assignment. He also does a Saturday p.m. jazz show on WNCN-FM, New York.

The delightful success of the Ramsey Lewis Trio's single of "In Crowd" should allay any notions by record manufacturers that jazz groups can't be recorded in a commercial fashion which has a chance of making the charts. The song is a simple, melodic piece, with a funky blues feel and an infectious yet un-raucous beat. Why labels top heavy with piano and other instrumental groups don't try harder to create material for their people which can be enjoyed outside the hard jazz realm is puzzling.

Three L.A. jazz jockeys are making hay by sponsoring live shows. Al Fox, of KNOB, has been conducting a successful series of Sunday afternoon-evening jam sessions in a Long Beach hotel, utilizing local name acts and heavily promoting the events over his station. (He must get a good ad price from the boss.) The newest promoters are Les Carter and Tommy Bee of KBCA, who are offering Monday night shows at Memory Lane. They only charge \$1 at the door and have so far presented the bands of Gil Fuller and Gerald Wilson and Jon Hendricks, who flew down with his rhythm section from San Francisco.

Jazz has been obtaining unusually heavy exposure in the most unusual places on the AM dial in L.A. Frank Evans, a long-time aficionado on FM, is programming jazz daily on his taped early morning stanza on KGBS, which has gentle background music the rest of the day. And over at KMPC, the leading middle of the road station, Paul Compton's role as relief man has him playing the best of jazz whenever he sits in for someone. Regular evening DJ's Johnny Magnus and Pete Smith both include tasteful jazz programming with their pop tunes.

Plastic alto saxophonist Ornette Coleman has settled in London and hopes to play concerts around the Continent. After a quiet hiatus in the States, he emerged several months ago playing the violin. His moment of glory came several years ago but his avant-garde style faded.

Detroit jazz fans report that an Artist's Workshop is being set up to feature two groups, the Detroit Contemporary 4 and the Workshop Music Ensemble. Cornetist Charles Moore is head of the Contemporary 4. The Detroit Jazz Society and Wayne State University are known considering a jazz conference, which will include music and talk in concert and panel discussions.

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

audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

Hi-Fi Show Conclusion: It'll Be Tape Recorders in 1966

By RAY BRACK

NEW YORK—The four-day Hi-Fi Music show held here last weekend was shot through with optimism over tape recorder sales prospects for 1966. This projection in general is based on sales running an average of 50 per cent ahead of last year.

The marketing of automobile tape playback equipment and an increasing library of prerecorded music were cited frequently as harbingers of reel prosperity next year.

Seen as the key to growth in the tape field is the availability of music. Recent moves by RCA Victor and Ampex were called significant. Ampex is now offering free taped music with its recorders. According to marketing manager J. H. Trux, the availability of music has become "more important to selling the equipment."

Statistics

Just before the show, RCA Victor announced the release of 175 titles on its RCA Stereo-8 tape cartridges for automobile units (Billboard, Sept. 25, p. 3).

The same issue of Billboard chronicled the formation of a new firm, General Recorded Tape, Inc., on the Coast and the addition of the Orrtronic cartridge by the International Tape Cartridge Corp.

In conjunction with the Hi-Fi Show, members of the tape recorder manufacturing fraternity met with Electronic Industries Association representatives to urge that the EIA tape recorder section provide more tape recorder sales and marketing statistics and formulate engineering standards. More action on this will undoubtedly

come during the EIA meeting in Los Angeles in November.

Education

In spite of a partial press blackout due to the newspaper strike, the show drew 26,500 persons compared to 22,000 last year.

Some 130 exhibits showcased the products of 60 manufacturers. Other firms placed equipment on display in New York City hotels.

Exhibits were located on four floors of the Trade Show Building. Walter O. Stanton, presi-

dent of the Institute of High Fidelity (the organizational sponsor of the show) declared that the component hi-fi industry has, during the past 10 years, doubled its sales volume twice. Since the mid-1950's the industry has gone from \$25 million to \$100 million in sales.

Many exhibitors placed emphasis on consumer education. For example, Inter-Mark Corp. demonstrated the diversity of uses for tape recorders by showing how to properly tape record a phonograph record.

Teen Credit: 'Kids Knock Selves Out Making Payments'

PHOENIX, Ariz.—Putting teen-age customers on their honor to make payments (setting up a "Juvenile Credit System available to all teen-agers) has opened up a profitable market for radios and portable phonographs at Lawson's, in the Park Central Shopping Center here.

Store manager Bernie Teck has sold more than 250 radios, including expensive portables, clock radios, etc., to customers well under 21 years of age, without a single credit loss. Basic to the program is a special time payment form, which, although it does not require the signatures of the parents to put into effect, does require their approval. Flexible, the contract permits Lawson's to match the payments to the youngster's income, either earned in out-of-school jobs or allowances. Teen-agers sign the contract only after all details have been explained, and the importance of starting off on "the right foot" with credit made clear.

Grave Responsibility

Most such youngsters recognize the gravity of maintaining good credit, and will literally

"knock themselves out" to get the payment into the store at the appointed weekly date. The nearest thing to a credit loss which has occurred came when one youngster missed three payments, then came in tearfully to explain to Teck that he had lost his job. Teck helped the youngster find another job, which resulted in payments being caught up promptly!

GE to Market Low-Cost Tape

UTICA, N. Y.—A low-cost tape line for use with its new low-ticket tape recorders is to be marketed this fall by the Radio Receiver Department of General Electric.

The line includes a three-inch mailable reel with 150 ft. of 1½ mil. acetate tape at \$1.00; a three-inch reel of ½ mil. tensilized polyester tape, 300 ft., for \$1.50, and a three-inch reel of 1½ mil. tape, 150 ft., for 75 cents.

The tapes are designed for use with GE's \$39.95 M8000 and \$49.95 M8010 units. The tape line is also compatible with other makes and can be used on all standard tape recorders.

The M8000 is GE's first under-\$40 recorder, an entry to compete with Japanese imports.

Viking Introduces New Cartridges

MINNEAPOLIS—Viking of Minneapolis has introduced new stereo cartridges priced at \$5.95 and \$6.95 for standard size and \$10.95 for a new "twin size."

The pre-recorded library has several new selections, company officials announced.

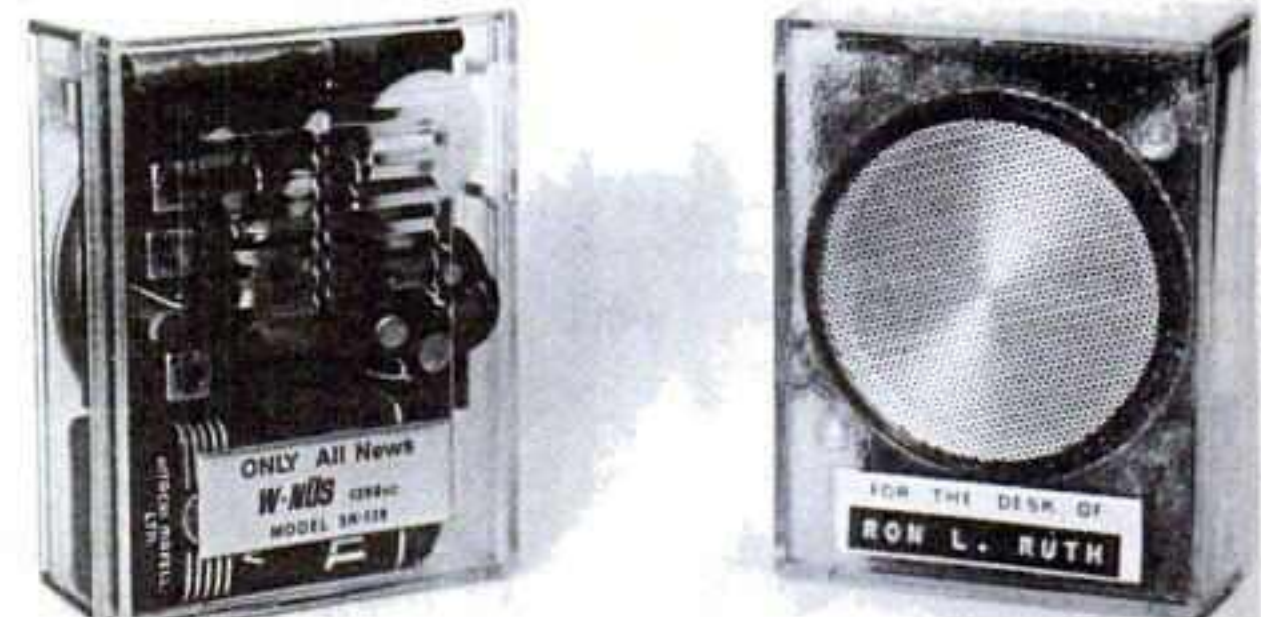
The cartridges are for use with the Auto-Tape 500 automotive player and the home companion unit, Stereo-Mate 500.

Viking has also announced that effective Oct. 4, prices of cartridges, empty or loaded with raw tape, will be reduced from \$4.25 to \$3.75 for the smallest M4; \$6.75 to \$6 for the intermediate M6 and \$7.25 to \$6.50 for the large M8.

NEW PRODUCTS

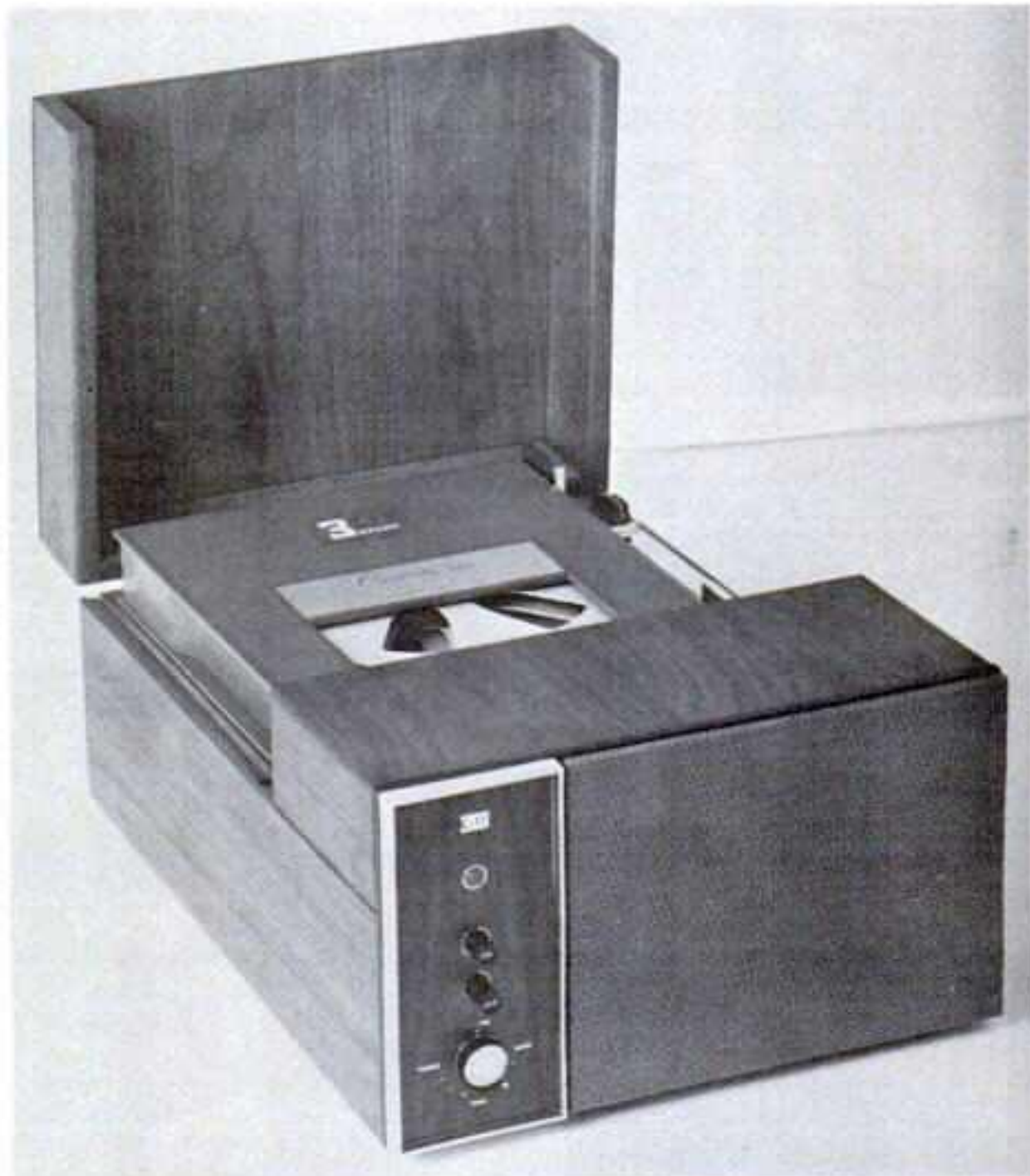
The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

Radio Receivers



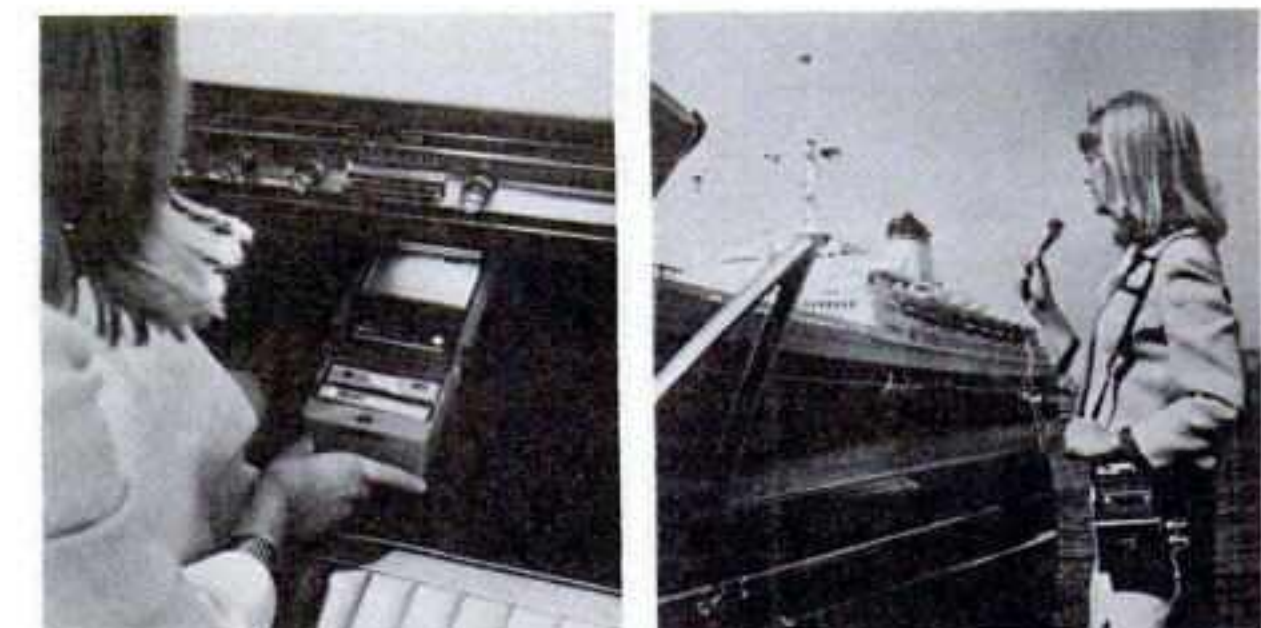
FIXED-TUNED RADIO BY RADIO RECEIVERS, INC. Five-transistor, 300-mw power output, AGC figure of merit 33 db. Personalized, pocket-size, battery-operated. Five dollars each with minimum order 500 per frequency.

3M



CANTATA 700 BACKGROUND music system by 3M. Independent automatic operation. Three-button control, tape transport, 6-watt transistorized amplifier, microphone input and external speaker output jacks. Timing device for intermittent operation. Plays 1½ inches per second; two libraries of 700 selections each. Full line of accessories. Price \$429, including choice of one of two libraries.

Norelco



NORELCO CARRY-CORDER 150 car tape recorder. Two-part unit. Cordless, cartridge recorder on sliding tray for mounting beneath dashboard. Plays back through car radio. Plug in microphone and push switch to record. Adaptable for use outside car. Snap-in cartridge, 1-hour playing, recording time. Recorder under \$120; mounting under \$30.



SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.

DIRECT-TO-DEALER

Pfanstiehl

CHEMICAL CORPORATION • BOX 498
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS
Originators of the \$9.95 Diamond Needle

ROSE TIES WITH OPERA

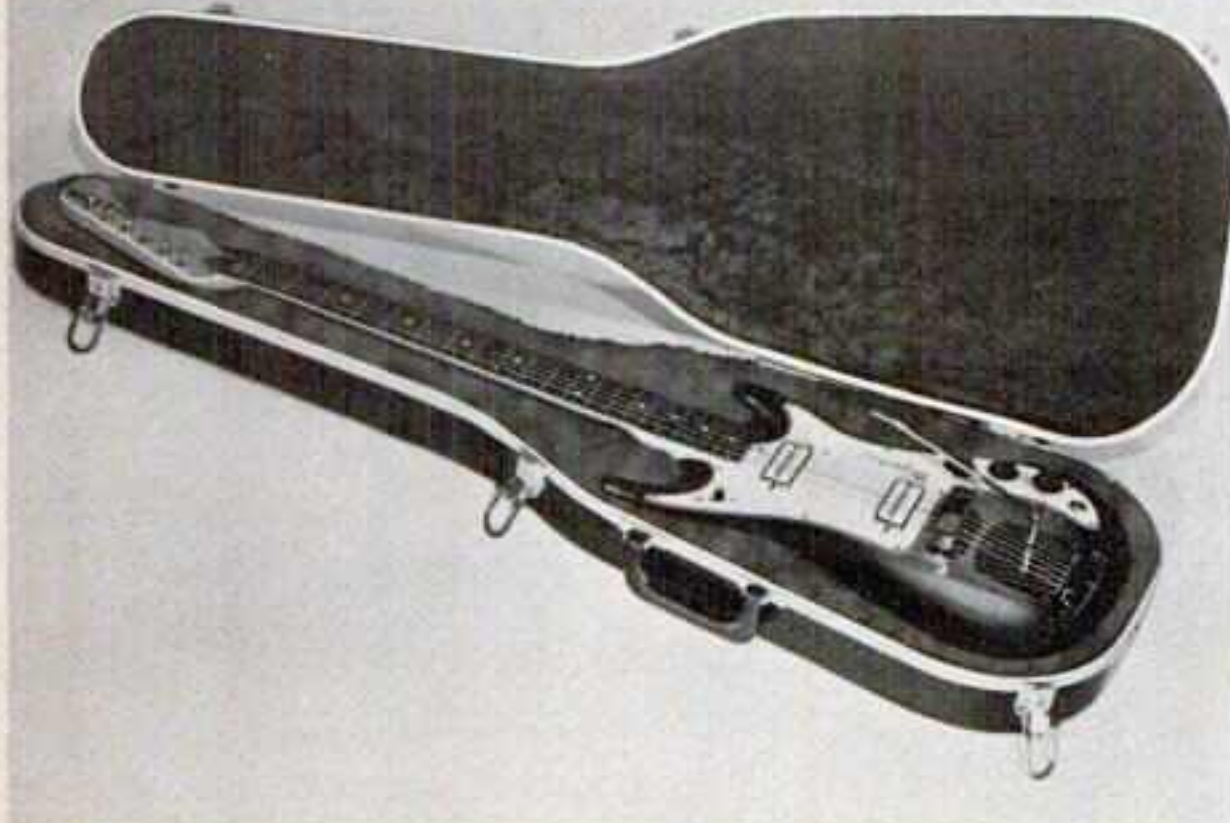
CHICAGO—Rose Discount Record Stores (two locations) here are offering the Angel and RCA Victor opera catalogs at \$2.88 (mono) in full-page, two-color newspaper ads coinciding with the opening of the Chicago Lyric Opera season. The ad headline reads, "Salute to the Lyric Opera, 1965." The copy suggests: "Prepare to fully enjoy the coming Lyric season by 'pre-hearing' your favorite operas." The entire Lyric 1965 repertoire—Mefistofele, Simon Boccanegra, La Boheme, Madame Butterfly, Samson et Dalila, L'Heure Espagnole, Carmina Burana, Wozzeck, Aida and Rigoletto—is pictured via album covers in the ads. Opera schedules and ticket application forms are being made available at the Rose stores.

Scott



SOLID-STATE FM STEREO RECEIVER. Tuner section silver-plated all-transistor; stereo multiplex section uses time-switch circuitry. Power 22.5 watts into eight-ohm load. Under \$300.

Estey



MOLDED CONTOUR case by Estey Musical Instrument Corp. for Magnatone electric guitars. Made of thermoplastic Boltaron molded on styrofoam base, lining crushed velveteen. Weighs 8 pounds, is 40 inches long, with black and silver trim. Price \$55 to \$65.

Bogen



FM-AM AND FM STEREO all-transistor receiver by Bogen. Counterbalanced flywheel tuning, remote and local speaker selection, oversize heat sinks, tape monitor input. Four rocker switches. Price \$279.95.

Craig



VISTA 12-TRANSISTOR portable radio by Craig Panorama. Five band battery operated, two-step tone control, four-inch PM speaker, tuning and battery condition meter. Leather case and carrying strap. Price \$79.95.

Clairtone in Sinatra Coup

NEW YORK—The Clairtone Electronic Corp. has contracted with Frank Sinatra for a rare national advertising endorsement campaign.

The campaign is to kick off immediately with full-page ads in Life, Vogue, the weekend supplement of the Los Angeles Times and in a new magazine called Status.

According to David H. Gilmour, president of Clairtone, eight full-page insertions are to appear in regional editions of Life, three in Vogue, two in Status and three in the Los Angeles Times.

The year-end campaign is the largest ever undertaken by Clairtone.

Columbia



SOLID-STATE Masterwork phonograph by Columbia. AC/battery operated, two sapphire needles, rubber-matted steel turntable, three-position switch. Safety clip to hold tone arm, detachable line cord. Vinyl-covered fitted case with aluminum trim. List \$39.95.

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

FM NOT PAYING? HERE'S YOUR ANSWER! I currently operate automated stereo, sell, write, do production, etc. 18 years' broadcasting. Highest references. Desire metropolitan program director. Box 215, Billboard, 165 W. 46th St., New York, N. Y. 10036. oc23

FEMALE VOCAL DUO looking for agent to handle them for weekend jobs. Interested in singing pop music. Will answer any inquiries. Write: Monica Rychlick, 227 Mulberry St., Trenton, New Jersey 08638.

THEY'RE HERE! POLISHED Folk-rock group with original sound and material interested in disc contract with well established Canadian or U. S. recording company. For information, photos and demonstration records contact: Ron Kawallick, 8716 135 Ave., Edmonton, Alberta, Canada.

HELP WANTED

ENTERTAINERS

Need fill-in between shows.
Top pay, flexible hours.
Male or female.
No experience necessary; appearance counts.

Call:
TEMPORARY THEATRICS, LTD.
LT 1-3700, New York City

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

RECORDS

We still have many Cadence L.P.s from the entire stock which we purchased priced right. We also have assorted major label L.P.s in assortments of 25 priced as follows:

- Group 1—25 to Box, \$18.00
- Group 2—25 to Box, \$20.00
- Group 3—25 to Box \$24.50

We specialize in 45 rpm cutouts top hits and we also sell giveaway or inside package records, the latter at \$4 per hundred. No quantity too small or too large. We also will package for you or we can sell you packages as follows: 3 for 59c, cost 35c, or 5 for 88c, cost 50c. We also have two special packages: 5 records to sell at 49c, cost 33c, and 10 records to sell at 99c, cost 67c. Our pride is our cream top hit single 45 rpm in prepriced poly bags, cost 15c, prepriced to sell in following price brackets: 25c, 29c or 35c—3 for \$1. You have the choice of the selling price bracket.

For information write or call
**COAST TO COAST
HIT RECORD CO.**
Main Office: 5545-5547 Baltimore Ave., Philadelphia 43, Pa.
Ph. GRanite 6-7065 or GRanite 6-7066
Cincinnati, Ohio, Office:
1919 Central Ave. Phone 241-8242

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.00 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212—343-5881. oc30

REGIONAL

KING KOIN KOMET BULK WRAPPED GUM BY HARBY

FILLED WITH LEAF

Pal Bubble Gum in cherry, lemon, grape, orange or mixed. Capacity 650 pieces per machine. Fits in Kom Pak unit. Shipped prepaid anywhere in U. S. A. \$37.00 for case of two machines filled.

REED WEIGHING & VENDING
6620 Sterling Raytown, Mo. 64133
Phones: FL 8-2667 — FL 6-2865

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

PRESSING

No job too small
CONSULTATION
All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.
NATIONAL RECORD PROMOTION & PUBLICITY
National disc jockey coverage . . .
Trade paper publicity . . . etc.
DISTRIBUTION ARRANGED



MORTY WAX PROMOTIONS
1650 Broadway
N. Y., N. Y. 10019
CI 7-2159

RECORD PROMOTION & PUBLICITY

National Record Promotion (You Record It—We'll Plug It)

Music Makers Promotion Network
New York City
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.

- DISTRIBUTION ARRANGED
- MAJOR RECORD LABEL CONTACTS
- NATIONAL RADIO & T.V. COVERAGE
- BOOKING AGENT CONTACTS
- NASHVILLE NEWSPAPER PUBLICITY

Call Collect: CLEVELAND 261-JO 4-2211
DIST. OFFICE
★ ★ ★ BRITE STAR ★ ★ ★
14881 Overlook Drive Newbury, Ohio

MISCELLANEOUS

NEW HILARIOUS COMEDY MATERIAL. Send for free price list, parodies, monologs, skits, dialogs, gagfiles, etc. Written by top showbiz gagmen to: Laughs Unlimited, 106 W. 45th St., N. Y. C. oc30

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my7-66

ATTENTION, PRODUCERS. HAVE A good one-hundred-page TV script, new, original. Also song that blends with story. Will sell story outright for cash. Song on 50/50 basis. Mrs. Agnes Brown, 1114 Lincoln Highway, Schererville, Ind. 46375. oc23

HEY, TALENT SCOUTS—IF I WERE in your business I'd be heading to Mt. Sterling, Ky., to hear Lyle Stone. Take a female critic's word for it, he's got what it takes and more. Like wow! oc23

7,000 NEW POLY SKIN WRAPPED 12" LP's. List price, 99c. 70% stereo, 70 titles, \$350 per thousand x shipping. Lewin Records, 6507 Hollywood Blvd., Los Angeles, Calif. 90028. Phone: HO 4-8088. oc30

PRESSING Pure Vinyl

Finest Records Pressed.
Featuring The Following Services:
1. Guaranteed delivery to your needs
2. Skin Tight Packaging
3. Complete Drop Shipping & Warehousing
4. I.B.M. Inventory Control & Reports
Plus Many Others.
Call Collect: Wyman 8-8181, N. J. Area Code 201; Whitehall 4-5148, N. Y. Area Code 212.

Write:
Abbey Record Manufacturing Co.
160 Passaic Ave. Kearny, N. J.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles "Help," "Beatles for Sale," U.K. versions. Manfred Mann & Stones new L.P.s all \$6.15 inc. airmail. Complete pop catalog, \$1; surface mailed. John Lever, Gold St., Northampton, England. ja15-66

ALL ALBUMS RELEASED IN BRITAIN but not U. S. airmailed by return, \$6. We shall be happy to let you know what your favorite artist has released in Britain. Record Centre, Ltd., Newcastle, England. se10-66

FRANCE

RECORD COMPANIES-PUBLISHERS. Distributors: You can find a world hit in our new French songs and original music by pop artists. 3 HIFI records sent postpaid for \$2. Order with check to: R. O. G. Records, 7 Rue St. Lazare, Paris 9, France.

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, allow 10 words for number and address. Box number service charge is 50c per insertion.

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.
ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Manover Square, W. 1, England.

More will
LIVE



the more
you **GIVE**

HEART FUND

October 23, 1965, BILLBOARD

IN TWIN CITIES

Jaycees Netting \$1.25 Per Machine Per Mo.

MINNEAPOLIS—The Jaycee effort in the Twin Cities area to place penny wrapped-gum ma-

chines, with 10 per cent of the profits going to support a young American physician in Hong Kong, is moving somewhat more slowly than its originators anticipated but plans are continuing for a stronger fall and winter build-up.

The idea was spearheaded by the Jaycee chapter at Fridley, a suburb of Minneapolis, where five Jaycees formed the Five Star Corp. as the operating firm. The first 10 per cent of the gross is sent to Dr. James Turpin, former Coronado, Calif., Jaycee, who went to Hong Kong in a one-man campaign to help the needy sick of that city.

The second 10 per cent of gross is being turned over to the State Jaycee organization for disbursing to local Jaycee chapters in whose areas Five Star places machines.

The program began last March. To date, it was learned, some 500 machines have been placed in the metropolitan Minneapolis-St. Paul area. About 50 of the machines are located in the chapter's own suburb of Fridley. About 30 are in the nearby suburb of Coon Rapids. The remainder are scattered in other sections of the metropolitan area.

The lag from anticipated activity by now was said to be due to the summer interval, when Jaycees are less active than in other seasons. It is expected that extra efforts will be made during the fall and winter to make further advances.

Originally, the group said it expected to ultimately place up to 4,000 of the penny wrapped-gum machines throughout the State. The machines are Northwesterns obtained through Vendall, local distributor.

Officers of the corporation are receiving compensation, and all remaining profits after 20 per cent of gross are expected to be plowed back for paying and buying new machines.

To date, something over \$100 has been sent to Dr. Turpin from the machines already out.

Net profit is said to be running about \$1.25 per machine per month.

Best locations are proving to be supermarkets and some service stations. A few of the spots are in barber shops, but these are said to be below average locations.

How Detroit Gets 25-35%

By HAL REVES

DETROIT — Exorbitant commissions do not appear to be a currently serious problem in the Motor City, according to established operators. Reports of 50 and 60 per cent from other cities are received here with incredulity, as well as vehement disapproval.

Bulk vendors in the Detroit territory have been for years a rather independent and reticent group—facts that make the gathering of trade information unusually difficult. Typically they are small operators who came

into the business through various channels, and have remained part time, usually with no important ambition to move into full-time operation. A few larger operating firms have developed in the past few years, however, and the picture seems to be changing slightly.


Another factor of some importance in local bulk vending are the operators of major or full-line vending who tend to view bulk machines as a necessary service. This places Detroit's bulk vending in a special frame of reference—which may in turn account for the relatively

low commissions which predominate here—some actually as low as zero.

No Commission

This view is succinctly presented by Don Nowak of the quarter-century-old Variety Vendors, which today operates only a minimum number of bulk units in connection with their diversified vending routes. "As far as we are concerned, there just is no commission," he said. "We have only penny bulk vendors, and there simply is no room for commissions. We locate bulk vendors only in loca-

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
H. B. Hutchinson, Jr.
1784 N. Decatur Rd., N.E.
Atlanta 7, Ga.
DR 7-4300

SCHOENBACH CO.
Manufacturers Representative
Acorn-Amco Distributor

MACHINES

GREAT MONEY MAKER
ACME
ELECTRIC
MACHINE

Sample ...\$28.50
4 and up... 23.50
Batteries \$1.00
addl. per mach.

PISTACHIO NUTS, 4 STAR	
JUMBO .....	.81
Cashew, Whole .....	.80
Cashew, Butts .....	.76
Peanuts, Virginia Blanched .....	.45
Spanish .....	.32
Mixed Nuts .....	.57
Assorted Panned Candy .....	.32
Hershey-ets .....	.47
Leaf Brand Rain-Blo Gum, 100 ct. ....	.34
140 ct., 170 ct., 210 ct. ....	.32
300 lb. minimum prepaid on all Rain-Blo.	

Parts, Supplies, Stands & Globes. Everything for the operator.
1/3 Dep. with Order. Bal. C.O.D.
SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

Swedish Vendor to Address Southeastern Association

By LAMAR GUNTER

MAGGIE VALLEY, N. C.—Members of the Southeastern Bulk Vendors Association will get a new perspective on their business from a most unlikely source—Sweden.

Operator Jan Gabriellson of Gothenburg, Sweden, will be the banquet speaker at a meeting here in the Mount Valley Inn at 6 p.m. Oct. 23.

American vending machine operators think they have problems and they do, but theirs is pale beside some of the problems Gabriellson encounters in Sweden.

A typical example: because of its sugar coating, gum is considered a luxury in Sweden and taxed at 118 per cent. As a result, the gum must be sold for 10 ore, roughly 2 cents each. Another: five European countries have coins that will work in the 10-ore machines, but are worth a fraction of the 10-ore piece. Plenty of these coins are in circulation. We think we have a slug problem!

Gabriellson has a good command of the English language and is an entertaining speaker, according to association secretary Jack Thompson. Thompson and association President Lee Smith prevailed on Gabriellson to speak to a church group on his last trip to the U. S.

Gabriellson was to attend the National Vendors Association directors meeting and show in Miami the Sunday before the Southeastern meeting.

Other Speakers

Others who will attend the directors meeting will report on it and other developments in the industry at the Southeastern meeting.

Among those who have confirmed that they will speak to the Southeastern members are Margaret Kelly of Penny King, Herb Goldstein of Oak Manufacturing Co., Bob Guggenheim of Karl Guggenheim, Inc.; Leo Leary of Leaf Brands, Inc.; and Carmen DiAngelo of Cramer Gum, Inc.

Thompson said about 70 persons have indicated they will attend the meeting from the Carolinas, Virginia and Tennessee.

The meeting will begin at 2 p.m. on Saturday. There will be no activities scheduled Sunday and attendees will be free to visit the Cherokee Indian reservation, and see other nearby tourist attractions.

The association met here about two years ago and everyone enjoyed the occasion so much, the event was brought back here by popular demand.



JAN GABRIELSSON, Swedish operator.

BUILT FOR BUSINESS!
MARK-BEAVER
Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.



VENDOR MFRS., INC.
C. V. (Red) Hitchcock, President
1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148
(Distributor areas available throughout the world)

VICTOR'S NEW TOPPER "66"
Now Vends Capsules
\$15.50 ea.

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

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

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

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

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

PARKWAY MACHINE CO.
715 Ensor St. Baltimore 2, Md.

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

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

PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE
GRAFF VENDING SUPPLY CO., INC.
2956 Iron Ridge Road
Dallas 47, Texas

YOU COUNT MORE WITH OAK

THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.



oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

tions where we have had them for a long time, and where we also operate other machines."

Here is a case where the bulk operation is a habit of service or is viewed as subordinate to the bigger operation. The company is not anxious enough to get business to pay commission on this particular field, let alone exorbitant rates.

Samuel Rosenstein is a small part-time operator who has been in the business a number of years. He has been reducing his route, apparently anticipating an ultimate retirement — and he too reports that he pays no commission on the smaller number of machines he still maintains. His appears to be more of a courtesy service to old customers. He remarked, "I used to pay 25 per cent when I had a bunch of machines out."

The big period for complaints by locations here seems past, says Raymond F. Evans, manager of Mills Vending. "Last year they were all hollering that you were not paying enough, but they've stopped." With about 200 gum machines out, he pays

15 per cent, and says he hasn't really had a complaint in a year on the rate. He figures there is a good margin with gum at 42 cents per 100. He keeps costs down by filling the machines himself.

Leslie Wolf, partner in Lex-Boy Distributing Company with John Boylan, said there has been little agitation here for higher commissions in several months. While some locations ask for 40-45 per cent, Wolf's policy is to hold it down to about 30, and even big chains accept this. "We just tell them we can't give more, whether it comes off the top or the net. I don't think we've lost more than one location this way."

Nut vendors are held down to 15-20 per cent maximum if possible.

"I don't know how operators can live on smaller commissions — unless they give lower quality merchandise. But kids are smart, and soon find it out," Wolf cautions.

A well-informed source in the bulk industry said the commission problem was settled informally several months ago by word-of-mouth agreement. While there is no trade association here, the operators would seem to be observing the gentlemen's agreement. This source places the going rates too in the 25 to 35 per cent range, with some talk of going a bit higher soon, especially on charms.

A major operator, Thomas T. Menning, with nearly 800 machines, filled in the background. The going rate was 25

per cent three or four years ago, but suddenly went "pretty high," up to 33 per cent. Big chains and supermarkets tend to demand these higher figures, he said. He cannot conceive of an operator making a livelihood at 50 per cent, except possibly a very big operator featuring major chain locations.

Menning explains how he has held the line himself: "It's very hard. So many are going into the business that there is real competition. There is very little loyalty just because you have been in the business so long."

"I would never go over 30 per cent commission — and then it has to be a good account — maybe one where you have six units. If they insist on more, I just pull the equipment out. There is just not enough margin to pay more."

"If you have, say, Joe's Market and are giving him 25 per cent and a man comes along and offers 35 per cent, all I can rely on is the service I give and the good personal relationship established with the customer."

Extend Deadline In St. Louis Suit

ST. LOUIS—The lengthy Jason Koritz & Four Gems vs the Ford Gum & Machine Co. suit continued this week with U. S. District Judge James H. Meredith ruling in favor of a 15-day extension of the deadline upon which the defendant, Ford Gum, must file an answer to an exhaustive list of interrogatories.

Ford Gum's attorneys now have until Oct. 14 to file an answer to the interrogatories which chiefly seek to clarify the nature of various contracts and agreements and which bear upon the plaintiff's motion for a summary judgment against Ford Gum's \$85,000 counterclaim—a motion Judge Meredith now has under advisement (Billboard, Sept. 25).

Still awaiting a ruling is another motion by Ford Gum attorneys to dismiss part of the complaint seeking \$200,000 in a judgment and punitive damages for the alleged publication of false and defamatory statements. Arguments for this motion were heard in U. S. District Court here (Sept. 7) as were the arguments on the plaintiff's motion for a summary judgment against the defendant's counterclaim.

Herb Goldstein Hits the Road

LOS ANGELES — Herb Goldstein, national sales manager for Oak Manufacturing Co. here, will attend the National Vendors Association board meeting at the Carillon Hotel in Miami Sunday (17). He will host at the Oak hospitality suite through Tuesday (19) to show the new Cab-Bak capacity booster.

He will be accompanied by his wife, Evelyn. Following the meeting, the Goldsteins will attend the Southeastern Bulk Vending Association convention in Maggie Valley, N. C., Oct. 23-24. On their return trip to the West Coast, Goldstein will call on distributors who were unable to attend the Miami conclave.

Merchandising in Rhyme



SPECIAL STANDS used on the route of West Coast Enterprises, giant Los Angeles bulk operation, carry the copyrighted designation "Candi-Mart" and appropriate rhymes such as "Sweet and Smart a Treat from Candi-Mart" and "Penny, Nickel, Dime; Super Value Every Time." One assumes that partners Leo Weiner and Al Crouch have also copyrighted their poetry. The attractive displays are admired here by Weiner's son, Kerry, who is already a capable serviceman.

BULK BANTER

DETROIT

Samuel Rosenstein, who operated a route specializing in multiple installations, is reducing his bulk activities—says he is getting older, and he is full-time with a downtown jewelry store in addition to his vending activities. . . . Ken and Don Nowak represent the second generation to run the 25-year-old firm of Variety Vendors here as sons of Norman Nowak. They continue to operate a limited number of peanut vendors in their older locations in addition to their other activities. . . . Lex-Boy Distributing Co. is finding business generally good, though it is starting to taper off for early fall, reports Leslie Wolf. This firm is an outgrowth of two separate bulk operating firms, which has gone into the distributing field, handling machines as well as gum, charms and other supplies, with headquarters at St. Clair Shores. Philip Wolf, son of Leslie Wolf, continues the operation as the Lexington

Vending Co., while his partner, John Boylan, continues to operate by himself as the J-Boy Vending Co. . . . Tom Menning of Birmingham, one of the area's larger bulk operators, was in Milwaukee for several days to visit his father, who is seriously ill. HAL REVES



Direct Low Factory Prices
F.O.B. Factory 150 lb. lots

Bubble Ball Gum, 140, 170 & 210 Ct. & Giant Size . . . 30 1/2 lb.
Chicle Ball Gum, 130 Ct. . . 38 1/2 lb.
Clor-o-Vend Ball Gum . . . 43 1/2 lb.
Clor-o-Vend Chicks, 320 Ct. . . 43 1/2 lb.
Chicle Chicks, 320 & 520 Ct. . . 39 lb.
Bubble Chicks, 320 & 520 Ct. . . 31 1/2 lb.
5-stick Gum, 100 packs . . . \$2.25

AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ . . . \$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. . . 12.00
N.W. 10-Col. 1¢ Tab Gum Mach. . . 18.00
N.W. Model #33, 1¢ Porc. Converter 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, White82
Cashew, Whole80
Cashew, Butts76
Peanuts, Jumbo45
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridg Mix36
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct. . . .48
Hershey-ets47
Rain-Bio Gum, 72 ct. . . . \$.32
Mail-offe, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. . . .32
Rain-Bio Ball Gum, 100 ct. . . .34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct. . . .45
Wrigley's Gum, all flavors, 100 ct. . . .45
Beach-Nut, 100 ct. . . .45
Hershey's Chocolate, 200 ct. . . .1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator.
One-third Deposit, Balance C.O.D.

MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngore 4-6467

NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK . . . priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

Northwestern CORPORATION

2504 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

ACORN
The World's Most Profitable Vendors!
We have the largest variety of all types of Acorn vendors in stock.
HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.
• RAKE •
COIN MACHINE EXCHANGE
1214 W. Girard Ave.
Philadelphia, Pa. 19123
(215) CEnter 6-4493

NORTHWESTERN Model 60 Bulk-Pak
Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.
Bulk loading.
BIRMINGHAM VENDING COMPANY
520 Second Ave., North Birmingham, Alabama
Phone: FAirfax 4-7526

NEW VICTOR 77 GUM & CAPSULE VENDORS
A REAL SALES STIMULATOR IN ANY LOCATION
Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.
Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.
Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.
PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE
BITTERMAN & SON
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900

Many Operators Shun 'Protest' Music



By RAY BRACK

CHICAGO—Strong operator antipathy toward the more extreme examples of social protest music was revealed in a Billboard juke box programming survey last week.

The feeling is deep and common enough in some less-urbanized areas to have created a virtual juke box boycott of, to be specific, the Dunhill release of Barry McGuire's "Eve of Destruction."

And, surprisingly, personal convictions about the "Eve" lyrics have prompted major operators in highly urbanized markets to deviate from their normal "Hot 100" programming pattern for teen locations to the extent that the McGuire is conspicuous by his absence on the boxes. Screening of other new tunes in the 'protest' genre, meanwhile, is becoming more meticulous.

For other operators, "protest"

programming is not a matter of conviction. To play or not to play depends largely on local radio programming and location requests. The McGuire record has not been aired in a number of major markets.

Kansas City is an example of the "Eve" blackout on radio. "Eve of Destruction" is a dead record on juke boxes in this town," a spokesman for Original One-Stop reported. "The stations have refused to play the record. Many operators tried it on their boxes for a week and then pulled it off."

Out in Denver, one-stopper Pete Geritz described movement of the McGuire disk as prompted "only by requests. Neither it nor 'Dawn of Correction' (a reaction to 'Eve' by the Spokesmen on Decca) are getting air play. Operators aren't buying them unless forced into it by requests."

Resistance

Sluggish action of the "Eve" disc was reported in Omaha by *(Continued on page 57)*

Haddonfield, N. J., businessman will be taking of a national survey of record needs, with data gathered to be supplied all record companies.

PROGRAMMING

L. A. Operators Seeking Balance

By BRUCE WEBER

LOS ANGELES—By emphasizing discotheque music, and generally "go-go going" with the young adult sound, juke box operators here are fashioning a profitable year.

While not avoiding adult music, local operators are programming more skillfully to meet the demands of the young adult and the teen-age spenders.

By using that proven formula

—better programming through diversification—area operators finished 1964 in sound financial shape.

But H. O. Chapman, a former operator and now a representative for Kings Distributing Co., Los Angeles, said even more adult programming is necessary to enable operators to glean greater profit.

Chapman believes operators have to acquire knowledge of *(Continued on page 51)*

Cannon Contacting Record Firms on Supply Problems

NEW YORK—Music Operators of America secretary and chairman of the association's new Committee for Record Company Communication and Programming has been in contact with numerous record company executives since the MOA national convention and has found them "eager to communicate and co-operate."

The special MOA committee grew out of a strong feeling at the recent Chicago convention that a formal channel on record programming must be opened permanently between operators and record companies.

Cannon said last week that he has also contacted prominent one-stop executives subsequent to the convention and has found them "extremely helpful." He mentioned in this regard Pat Cohen, Irv Perleman and Eric Brunet.

Cannon will soon announce the appointment of members of his standing committee. He has delayed forming the group in order, as he put it, "to be sure to enlist men actively involved in programming. We want people who know records."

One major function of the committee announced by the

Export Analysis: January to June, 1965

WASHINGTON—Export statistics released by the U.S. Bureau of Census show that to nine major foreign markets in January to June of this year shipments of new, coin-operated phonographs rose in four countries, dipped in four and held steady in one.

Game shipments dipped in seven, and were up in two countries.

These export generalizations are based on dollar value of the equipment shipped monthly in 1965 as compared to the same five-month period in 1964. (Bureau of Census figures on exports are released four months after the fact.)

Time-period comparisons country-by-country are as follows. Charts appear elsewhere in this issue.

Canada

Game and music shipments by dollar volume were both down January to June, according to government statistics. Music shipments for the period this year ran \$460,425 compared to \$579,484 last year. Shipments of phonographs have lagged during each month except April, when dollar volume ran \$199,496 compared to last year's \$183,900. February showed a big dip: \$76,386 to \$163,377 in 1964.

Game shipments to Canada during the period ran \$401,369 to \$499,990 in the same 1964 period. Two months topped last year's counterparts, however: March, with \$113,558 to \$101,362 in 1964, and May, with \$82,270 to \$63,478 in 1964.

France

The tightening French market shrank during the period in both music and game imports. U.S.-made phonograph volume was \$202,767 this year compared to \$429,993 in new equipment during the first five months of 1964. Slack performances in January and February were responsible. Volume in March, April and May actually ran ahead of last year, with totals accelerating in May to \$65,142 compared to last year's \$39,823.

Game volume to France in the period was \$2,019,019 compared to \$3,376,037 in 1964. Every month but February (\$381,880) showed decreases.

Biggest monthly volume dip was in May, with \$403,602 compared to \$774,151 in 1964.

Belgium

Game shipments dropped more than 50 per cent during the five-month span. This year \$381,641 worth of games were exported compared to \$849,890 during the same period in 1964. January and February were extremely slow months compared to the first two months of 1964.

Phonographs to Belgium reached \$1,697,125 in volume juxtaposed against \$2,066,734 last year. Slow January and February records are reflected in these figures as well. April was a good month for U.S. music machines in Belgium, with \$432,845 moving as compared to \$156,410 in the same 1964 month.

Italy

Italy is a shocker. National legislation, a pinball game ban that took effect last month, was long in discussion and apparently has inhibited the market, particularly in the importation of U.S. games.

During the first five months of 1964 \$1,445,217 worth of American games were shipped to Italy, according to U.S. Government statistics. The same period this year saw the figure dwindle to \$55,588. The trend seemed to worsen toward the end of the period, with a \$4,490 to \$260,796 comparison for the month of May.

In music, \$68,790 worth of equipment was shipped during the period seen against \$296,437 last year. April of this year, however, ran ahead of last year. And the decrease in shipments of music equipment obviously reflects the failure of the Bureau to report any figures for February and March. It is a fair assumption that phonographs from the U.S. were shipped to Italy in those months.

West Germany

Here is a booming market. Music equipment shipped there from the U.S. in the period totaled \$2,267,529

compared to \$1,854,479 during the same 1964 period. Games ran to \$1,487,508 in the five initial months of 1965 compared to \$1,472,880 in the identical 1964 span.

United Kingdom

The comparison looks good here, too. Game equipment shipments were up to \$1,969,238 from a figure of \$1,465,783 during the first five months of 1964. Music fairly well held its own, with \$293,833 in volume compared to 1964's \$304,770.

(Note: the effect of the increase in import surcharge was not reflected in the early months of the year.)

Switzerland

For some unexplained reason, game shipments from the U.S. to this land-locked country plummeted during the first five months from \$643,948 last year to \$130,550.

On the other hand, new coin-operated phonographs were brought in from the U.S. at the rate of \$379,049 in volume during the period this year compared to 1964's \$265,421.

Japan

Both categories are running pretty close to last year. In the 1964 period, \$555,639 worth of game equipment was imported compared to \$481,736 during the first five months of 1965. Volume in music equipment ran \$457,753 in 1965 compared to \$423,149 in 1964.

Sweden

Sweden was down in games, up in music. Last year, Sweden imported \$211,253 worth of U.S.-made games during the first months. This year the figure was \$108,180. In 1964 the country brought in from the U.S. \$20,683 in new phonographs during the period compared to \$41,905 during the same 1965 span.

Big Resort Season: Pinballs Rediscovered

By MAURIE H. ORODENKER

PHILADELPHIA—The summer resort season just past was about the best since the war years for Eastern coin machine arcade operators. The seashore resorts along the Southern New Jersey and Maryland coasts down to Ocean City and the vacation spots in the Poconos all figured in the bonanza.

Just what accounts for the big season is hard to establish, particularly since the summer got off to a very slow start. June was terribly slow, and since equipment is either purchased or leased on a summer-period basis, local operators and distributors were delighted when July showed a marked pick-up. And business kept building through August and September.

Variety

Frank Ash, owner of Active Amusement Co., area Rock-Ola distributor, who serviced many resort arcades, reported a bona fide business boom. Resorts, he said, particularly at the seashore, enjoyed the biggest crowds in years. Vacationers, the distributor reported, flocked into the coin-operated arcades to find a larger variety of coin-operated amusement machines than ever before. "A large variety meant more play," Ash said.

Most of the Jersey and Maryland resorts reported the largest crowds in years—young crowds, for whom the coin-operated entertainments have big appeal.

Spurring play at the mountain resorts was the promotion of vacation weeks for "singles" in August at spas like Taninment Lodge above Bushkill Falls, Pa. Hundreds of unattached members of the college set making their last "scene" before returning to campus made the coin-operated machines hum. "Those kids play day and night," Ash observed.

Charles Cade, of David Rosen, Inc., Rowe AMI distributors, also reported a resort banner season.

No Turning Point

"You just can't point to any single factor that transformed a slow start into a whirlwind of business," said Cade. "Nor was there any turning point in the season. It just happened before the operators could figure out what happened. And they were all too busy raking in the coins to even look for reasons."

However, Cade did point to a pair of factors which undoubtedly helped, one of which was the appearance of much new equipment at the resorts.

"Instead of loading their resort locations with well-worn equipment which remains in disrepair much of the season," Cade said, "operators this year displayed new and fresh equipment."

Hunger

"Instead of looking like second-hand junk shops," he added, "most of the arcades looked like a coin-operated arcade should."



In addition, Cade said, there seemed to be a "hunger" on the part of many vacationers that was being filled at the arcades. "They were discovering pinball machines all over again. Just like they run to the beach for the

water after a long winter absence, players ran for the pinball machines indicating they missed that form of amusement in the city."

Arcade owners look forward to a big fall as well. With weath-

er conditions favorable, many special events are scheduled at the resorts during October. And as long as fun-starved urbanites continue arriving every day in large numbers, the arcades will remain open.

Pinball Therapy for Inner-Directed Mental Patients

By GODFREY LEHMAN

SALT LAKE CITY—Doctors at the Veterans' Hospital here are utilizing D. Gottlieb & Company's Straight Shooter pinball game to divert mentally disturbed patients from inner-directed problems.

According to Dr. William B. Dobson, research psychologist at the hospital, the principle involved in the use of the pinball game, is bringing out the withdrawn patient through motivation toward meaningful behavior by a system of rewards. Participating with Dr. Dobson in the program are Dr. David Born and Dr. Donna Gelfand, assistant professors of psychology at nearby Utah University.

Intercommunication

"The theory has not been extensively tested," Dr. Dobson said, "but to this point it seems to work. The pinball machine



"MOTIVATION TOWARD meaningful behavior" is stimulated at Salt Lake City hospital with this Gottlieb pinball game.

seems ideal for this purpose."

The game was donated to the hospital by Tommy Thompson, manager of the Salt Lake City branch of the R. F. Jones Co., San Francisco distributor. "It has been proving itself effective in enticing elderly patients into participation in some sort of group activity and to start them on the road back to intercommunication," Dr. Dobson reported.

"Patients who are encouraged to play the pinball equipment," the doctor said, "start talking to one another—a tremendous step. At first they tend to return to their isolated worlds, but at least a start is made. By developing a system of play rewards for social behavior, this tendency to communicate is enhanced."

Additional machines would encourage more widespread activity and provide greater variety, hospital authorities said.

L.A. Operators Seeking Balance

Continued from page 50

their audiences and program accordingly. He also maintains that record manufacturers, at times, go overboard on rock 'n' roll and young adult music for juke box programming.

"Teen-agers do not stuff juke boxes," Chapman said, "so operators prefer adult and young adult music, and certainly not rock 'n' roll. Since teen-agers are legally forbidden to enter a tavern, and at least 60 per cent of the juke boxes are in locations where teens are forbidden to enter, only young adult ('A Go-Go') and adult music are profitable," he said.

Less Rock

"Programming has improved," Chapman added, "and it improves each year. But record manufacturers have to remember that when they produce a

EUROPEAN NEWS BRIEFS

German Aces High

BINGEN — Loewen-Automaten, the Bally general importer for Germany, is introducing on the German market the new Bally pinball Aces High.

The four-player is being distributed in Germany with complete German-language translation and is being treated as a German product.

This is in line with Loewen's conviction that maximum collection can be gained only through complete language translation. Loewen said in a circular to its customers that research has established foreign games do best invariably in this country when presented with full German-language translation.

Loewen is also distributing a "Germanized" version of Bally's two-player pinball Fifty-Fifty.

rock record, kids merely purchase the disk and listen to it over and over for one initial price. Instead of feeding the juke box, the money is going to the manufacturer and to the distributor, not to the operator.

"I don't blame the record manufacturers. They have to make a profit too. But their overproduction in rock records has helped the record industry, not the juke box operators.

"Manufacturers have to produce an improved variety of sounds for the young adult and adult juke box markets." That way, Chapman feels, the juke box operator can make money too.

The Beatles and their glamorous sound colleagues receive a "no confidence" vote from Chapman, who cites "Red Roses for a Blue Lady" and "I Left My Heart in San Francisco" as typical types of music needed, along with the discotheque sounds, to stimulate increased sales. He also reasons that solid rock, except for certain locations near junior high and high schools, receives an unfavorable reaction from young adult juke box listeners.

Will Not Fade

Stan Larsen of Struve Distributing Co., Los Angeles, agrees that discotheque and discoteen music is here, and it is a fad that will not fade. "Operators now pay more attention to the young adult and program music geared for their likes," Larsen said.

Juke box listeners, he said, are more aware of their own likes and dislikes in music. As a result, operators have to be more aware of trends and know how to cope with them.

Clayton Ballard, manager, Wurlitzer Los Angeles branch, said that manufacturers are improving their product yearly, but still there is a desperate need for better records and better variety of records, especially in the western field.

All Big Firms To Exhibit at S. C. Show

COLUMBIA, S. C.—Nearly all major coin machine manufacturing firms have taken exhibit space for third annual convention and trade show of the South Carolina Coin Operators Association Oct. 23-24.

In the fold are Seeburg, Chicago Coin, Rock-Ola, U. S. Billiards, Williams-United, Wurlitzer, Bally Manufacturing Co., American Shuffleboard and others. Some 20 firms are expected to display their products, according to Mrs. Erby H. Campbell, association secretary-treasurer.

Exhibits will be located in the Columbia Township Auditorium, with some 25,000 sq. ft. of space available. Mayor Lester Bates of Columbia will cut the symbolic ribbon to open the show at 10 a.m. Saturday morning, Oct. 23. Later in the day, wives of the State's coin businessmen will be the guests of Mrs. Josephine McNair, wife of the Governor, at the Governor's mansion.

"This will be our largest convention," declared SCCOA president A. L. Witt. "Early reservation is important for the Downtowner Motor Inn (official lodging place) is filling up fast."

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
LOVER'S CONCERTO	Slop	Toys	DynoVoice 209
JUST A LITTLE BIT BETTER	Frug	Herman's Hermits	MGM 13398
GET OFF OF MY CLOUD	Jerk	Rolling Stones	London 9792
KEEP ON DANCING	Jerk	Gentrys	MGM 13379
DO YOU BELIEVE IN MAGIC	Jerk	Lovin' Spoonful	Kama Sutra 201
YOU'RE THE ONE	Jerk	Vogues	Co & Ce 229
LIAR, LIAR	Monkey	Castaways	Soma 1433
I KNEW YOU WHEN	Slow Dance	Billy Joe Royal	Columbia 43390
NOT THE LOVIN' KIND	Monkey	Dino, Desi & Billy	Reprise 0401
1-2-3	Mashed Potato	Len Barry	Decca 31827
AIN'T THAT PECULIAR	Jerk-Monkey	Marvin Gaye	Tamla 54122
MAKE ME YOUR BABY	Slow Dance	Barbara Lewis	Atlantic 2300
LET'S HANG ON	Jerk	4 Seasons	
MY BABY	Slow	Temptations	Gordy 7047

SPOTLIGHTS

LET ME SHOW YOU WHERE IT'S AT	Monkey	Freddy Cannon	Warner Bros. 5666
TURN! TURN! TURN!	Frug	Byrds	Columbia 43424
UPON A PAINTED OCEAN	Mashed Potato	Barry McGuire	Dunhill 4014
BOYS	Monkey	Beatles	Capitol-Starline 6066
I HEAR A SYMPHONY	Jerk	Supremes	Motown 1083

German Technicians Seeking 'Meister' Status

By OMER ANDERSON

COLOGNE — West German coin machine manufacturers have joined with operators in pressing for establishment of a national technician training program.

The German trade is seeking legal recognition for the technician's job as a craft, which would entitle it to the benefits and prestige attaching to the highly stratified structure of German labor.

In Germany, a "master" at his

trade—be it bartender or hair dresser — commands immense prestige in the labor field. German coin machine trade studies show that the title "Meister" means more to coin machine technicians than money or fringe benefits.

There are numerous cases where technicians abandon the coin machine field simply because they feel they can never win the social recognition in this calling they would have as, for example, a "master" bricklayer.

The Federation of the German Coin Machine Industry, the manufacturers' association, is seeking to have coin machine technician training offered in German trade centers. Efforts are being made to grant the same credits for such training as are given for other trade courses.

The federation is being supported in this program by the Central Organization of German Coin Machine Operators (ZOA). The two groups are studying proposals for co-operation in this field with the U. S. trade.

Close study is being given in this country to efforts by Jack Moran, founder and director of the Institute of Coin Machine

endorsement by the Music Operators of America (MOA) of a national trade school financed by federal funds.

The Germans see a number of obvious parallels to the U. S. and German projects. Federal support for a national trade school in the U. S. would provide an important precedent for State support of a national trade training program in Germany.

There is scope, too, for a considerable exchange of curricula and training materials. This is due to the fact that U. S. equipment dominates the German market and German operators are organized on the U. S. pattern. The German trade, in nearly all aspects, is a close copy of that in the U. S.

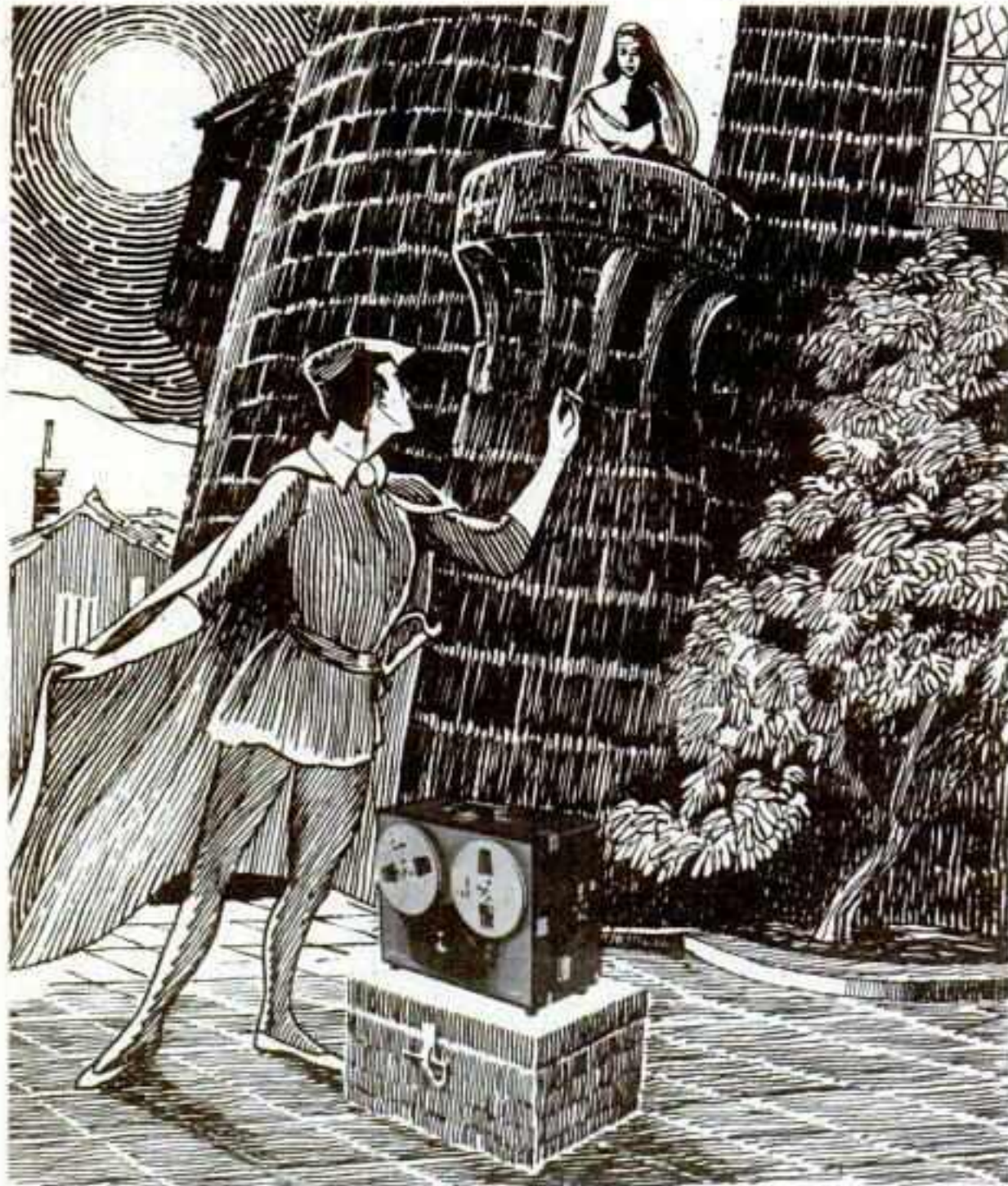
Many — perhaps most — German trade experts believe that technicians hold the key to the immediate future of the German trade. The shortage of technicians has become so acute as to restrict operator expansion. More and more, the German coin machine market is being regulated, not by supply and demand, but by the availability of technicians.

Since West Germany has an

Operations in Denver, to obtain over-all labor shortage so grave that it has forced the importation of 1.2 million laborers, the coin machine technician problem is plainly serious and complex. As the situation now stands, any youth with an electronics background has his pick of jobs in the booming German electronics industry at high pay.

By contrast, the coin machine technician seems to offer a modest future with a minimum of craft prestige and recognition.

The situation applying to operators also prevails in the manufacturing industry. Coin machine producers complain that they are forced to pamper and cater to their workers in order to keep them. An executive of a large U. S. concern's German subsidiary said, "The shortage of technicians is so bad that we are forced to provide all kinds of amenities and fringe benefits to keep our help. Whenever there is an argument, they don't hesitate telling us, 'We can quit here any time and get another job down the street.' The tragedy is, they are right—they can and often do get a job at the next plant."



ATMOSPHERE

Most businessmen today realize how important atmosphere can be in wooing the retail trade. And they also know that the primary influence in developing atmosphere is music.

With a Tape-Athon custom background system, YOU have the opportunity of providing a package that can't be resisted by any retailer. The sales story is so logical and true it puts any other music source to shame.

You'll spend less time selling, and zero time servicing, a Tape-Athon system; it can be installed in minutes by one man, and you receive a monthly lease check from each installation instead of a pile of coins. Is there any other way to go?

Tape-Athon, Corp.

523 South Hindry • Inglewood, California 90307 • Tel: OR 8-6066



Tape-Athon, Corp. 523 South Hindry
Inglewood, California 90307

Rush me details on the Tape-Athon high-profit background music plan.

Name _____
Firm _____
Address _____
City _____ State _____

**IN BILLBOARD
YOU GET THE NEWS
WHEN IT'S NEWS
... SUBSCRIBE NOW**

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 842

Please enter my subscription to BILLBOARD for:

1 YEAR \$20 3 YEARS \$45 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates for Continental U. S. & Canada.

Overseas rates on request.

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____



DENTED. Executives of Sega Enterprises, Ltd., of Japan, Rock-Ola Far East distributor, watch 300 ton press punch out part for phonograph during tour of the company's giant Chicago plant.



DRIED. Rock-Ola cabinetry is made in the same gigantic plant on Chicago's north side, the Sega contingent learn. Here they watch a press apply plastic Conolite to cabinet panels.



DONE. Fresh off the line, Rock-Ola Grand Prix II is admired by Rock-Ola advertising manager George Hincker; George Tanaka, Kazuo Yoshida, Max Murakami, Hiroshi Miyasaka and Noboru Hirohara and Art Janacek of Rock-Ola.

Made in U.S.A.



DRILLED. The phonograph part represents 90 per cent in-plant production of components needed on Rock-Ola assembly lines. The men from Sega represent the largest coin operating firm in Japan; biggest distributor in the Far East.



DOLLIED. Assembled cabinets en route to wedding with mechanisms and trim. Sega executives watch cabinets roll from wood-working shop to assembly line.

AMERICA'S LARGEST SUPPLIER OF ARCADE MACHINES & PARTS

Metal Typex	\$245.00
Williams Peppy	225.00
Keeney Popcorn	245.00
Auto Test	395.00
Air Hockey	195.00
Exhibit Cockeyed Circus (set of 4)	245.00
Exhibit Card Machines (and up)	45.00
Midget Movies	125.00
Williams Crane	145.00
Ingo Grip, new	59.50
Mutoscope Voice-o-Graph, metal cabinet	495.00
Mutoscope Lord's Prayer	145.00
Pokerino	125.00
Satellite Tracker	145.00
Williams Road Racer	245.00
All Guns, Kiddie Rides, Athletic Machines, Peep Shows, factory manufactured, in stock. We take trades.	

MIKE MUNVES CORP.
557 Tenth Ave. New York, N. Y.
BR 9-6677

New Frisco Firm

SAN FRANCISCO — Wyatt Enterprises, a new San Francisco vending operation, will begin service this fall. The company, owned by Terry Wyatt, will handle coin-operated phonographs and amusement devices, as well as candy, cigaret and coffee machines.

Wyatt, owner of San Francisco's downtown Alibi Bar for the last seven years, will soon announce expansion plans for his new company.



elegant

full dimensional stereo!

100 selections!

ROCK-OLA
PRINCESS
ROYAL

- Plays 33 1/2 and 45 RPM records
- 7" LP albums or singles ... any intermix
- Exclusive Rock-Ola revolving record magazine

music products for profits
for 30 years

Rock-Ola Manufacturing Corp.
800 N. Kedzie Ave., Chicago, Ill. 60651

French Brace for Tax Blow in 1967

By MIKE HENNESSEY

PARIS—It now seems clear that the French Government's plan to abolish the 8.5 per cent tax on coin machine grosses and to increase the direct tax on machines is motivated by the suspicion that operators have occasionally understated their income to keep their tax payments down.

The new law, due to come into force in 1967, will certainly be a hard blow to French coinmen, already hard pressed by savage competition in the amusement field, due to the saturated state of the market.

The proposed increases in the tax on machines vary according to town populations. They are as follows:

Population	Present Tax Per Machine In Dollars	Proposed Tax Per Machine In Dollars
Up to 1,000	6	20
1,001 to 10,000	12	40
10,001 to 50,000	18	80
Over 5,000	24	120

In addition to the annual tax on machines, the various municipalities are allowed to levy at present up to 10 times the an-

nual tax—though only in cities like Metz and Lyon, where the local authorities are anti-coin-machine, is the maximum figure demanded. In Paris, for instance, the municipality asks only five times the annual tax.

Metz Maximum

The new law will reduce the tax ceiling for municipalities to four times the annual tax. It is hoped that the Paris municipality will settle for two or three times the annual figure, though Lyon and Metz are certain to impose the maximum.

Operators object to the idea of a yearly tax because they point out that even if a new machine is installed in, say, July, the operator still has to pay the full annual tax. They want to have the legislation changed to permit quarterly or monthly payments of the tax.

They predict that, unless the law is amended in their favor and the basic yearly tax reduced to a more realistic figure, many small operators will go out of business.

Ban Begins On Italian Pin Games

ROME — The curtain has fallen on the use of coin-operated games (except bowling) in Italy with the advent of October and the effective date of a law passed March 20.

Passage of the law was provoked by the appearance of many pseudo-private clubs which profited under the exception made by regulations which allowed the machines in non-public places. Until a number of abuses were reported, particularly in Rome, it appeared for a time that the use of pinball machines was on the way back.

Under the present law the prohibition is complete for private as well as public places and the ban has the force of law. SAPAR coin machine organization has urged its members to abide by the law to avoid further abuses which could bring restrictions in other areas, including juke boxes. Greediness

of some operators is not following the organization's suggestion that they patrol outlets resulted in the incidents which lead to the new law.

The Ministry of the Interior, in charge of enforcement, has pointed out the fines running up to \$40 for each violation include closing locales where the ma-

chines are found for all business purposes for periods ranging from one to six months.



thank you,
thank you,
thank you,
EMPIRE



STATE OPERATORS

... for the wonderful reception and, most important, the orders given us. You gave the WURLITZER 3000 the greatest reception we've ever had for any introductory model. The WURLITZER 3000 is the musical merchandiser of the year!

BILOTTA ENTERPRISES, INC.

JOHN BILOTTA
Newark

BOB CATLIN
Albany

TOM TARRANTELLI
Syracuse

Export Figures: January to May

	January		February		March		April		May		Total	
	Games	Music	Games	Music	Games	Music	Games	Music	Games	Music	Games	Music
BELGIUM												
1964	\$191,778	\$728,154	\$131,258	\$404,856	\$113,900	\$434,503	\$159,405	\$156,410	\$253,549	\$342,811	\$849,890	\$2,066,734
1965	7,178	127,680	23,764	228,070	179,696	573,631	117,728	432,854	53,275	334,890	381,641	1,697,125
CANADA												
1964	96,346	60,136	80,134	163,377	101,362	84,340	158,670	183,900	63,478	87,731	499,990	579,484
1965	50,773	35,795	61,866	76,386	113,558	69,831	92,902	199,496	82,270	78,917	401,369	460,425
FRANCE												
1964	556,027	141,013	209,587	113,915	891,722	91,737	944,550	43,505	774,151	39,823	3,376,037	429,993
1965	233,489	22,950	381,880	5,000	571,218	57,547	428,830	52,128	403,602	65,142	2,019,019	202,767
ITALY												
1964	394,796	33,545	322,193	16,822	178,482	170,764	288,950	8,422	260,796	66,884	1,445,217	296,437
1965	6,100	26,081	5,441	---	10,511	---	29,046	15,756	4,490	26,953	55,588	68,790
JAPAN												
1964	100,273	108,951	132,123	49,318	101,460	70,509	95,053	141,326	126,730	53,045	555,639	423,149
1965	50,971	81,058	61,357	93,833	105,578	123,174	112,116	48,047	151,714	111,641	481,736	457,753
SWEDEN												
1964	29,524	4,499	---	---	104,818	---	41,036	11,120	35,875	5,064	211,253	20,683
1965	9,730	---	---	---	47,750	9,843	8,724	18,973	41,976	13,089	108,180	41,905
SWITZERLAND												
1964	209,986	44,735	63,389	86,114	229,815	8,797	69,853	54,487	70,905	71,288	643,948	265,421
1965	44,150	12,590	7,136	23,210	23,585	67,412	25,766	129,132	29,913	43,493	130,550	379,049
UNITED KINGDOM												
1964	263,537	11,321	306,330	133,611	299,174	84,135	180,360	---	416,382	75,703	1,465,783	304,770
1965	65,910	20,518	157,500	26,190	605,063	57,957	656,484	131,966	484,281	57,202	1,969,238	293,833
WEST GERMANY												
1964	44,590	281,027	63,573	306,922	334,345	520,260	944,550	235,731	85,822	510,539	1,472,880	1,854,479
1965	89,084	144,075	185,379	292,104	381,930	870,392	363,113	603,413	468,002	357,545	1,478,508	2,267,529

Source: U. S. Bureau of the Census, U. S. Export Statistics.

REVOLUTIONARY CUE TIP DESIGN !



NO MORE REPLACEMENTS OR REPAIRS

The BRAD tip assembly has been carefully engineered to withstand many times the abuse of any other tip on the market today. The point is made of impact resistant BRAD formulated Celenese plastic. The scientifically designed BRAD tip eliminates mis-cues, can be replaced without glue in seconds. The BRAD tip assembly (Pats. Pending) is being adopted by leading cue stick producers as original equipment. With the revolutionary new BRAD cue tip assembly you eliminate annoying and costly tip breakdowns . . . avoid time consuming and expensive repairs . . . no need for large cue stick reserves.

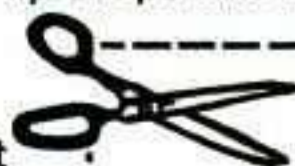
BRAD PERMA-POINT guaranteed for life of cue stick, with 30% increase in stick-end diameter to assure unlimited life . . . BRAD, Inc. (BRADhesive) adhesive bonds point permanently to dowel.

REPLACEABLE BRAD PERMA-TIP offers perfect shape, cannot break off like regular tips. BRAD, Inc. formula assures double the tip life without loss of shape . . . tip snaps into the PERMA-POINT without adhesives or glue.

CONTACT YOUR EQUIPMENT DISTRIBUTOR . . . he will convert your present equipment to BRAD, or contact BRAD directly. TAKE A TIP FROM BRAD and eliminate annoying cue tip breakdown.



Billiard Research and Development Inc.
24011 Talbot, St. Clair Shores, Mich.



Please supply prices, specifications and sample of new tip assembly.

NAME _____
ADDRESS _____
CITY _____ STATE _____
COMPANY _____
TITLE _____

ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD METAL TYPER



• Packed in rolls of 100
• Available with special imprint
Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD METAL TYPER, INC.

1318 N. WESTERN AVE. CHICAGO 22, ILL. • EV 4-3120

Say You Saw It in Billboard

New Golf Game By Montana Firm

TERRY, Mont. — Leonard Corneliusen, president of Prairie Industries, has announced introduction of a new coin-operated golf game.

The firm's Par-Nine is played with a full-size golf putter and regulation golf balls. It uses an undershot aiming principle, utilizes nine balls and nine holes or alleys. The balls travel about 15 feet. Scores are recorded electrically.

"It takes 50 to 60 seconds to play a game. I saw a man put in 64 dimes in one and one-half hours," Corneliusen said.

He said he is presently contracting for several thousand machines under development by a Billings firm, which he did not name.

Sutherland at K.C. Food Show

KANSAS CITY, Mo.—Sutherland Distributing Co. placed Seeburg music and vending equipment on display during the three-day Food Service Exposition sponsored by the Missouri Restaurant Association here recently.

The 15th annual such event, the show was held at the massive exhibition hall in the Kansas City Municipal Auditorium. Some 132 firms exhibited.

Alternating annually between Kansas City and St. Louis, the show features seminars, panel discussions and speeches by food industry officials. Officiating over all sessions was Leslie Stephenson, president of the MRA. C. M. Hayman Jr. of Kansas City was general convention chairman.



MISS MISSOURI, 1965, Lesley Fleener (left), and her chaperon listen to the new Seeburg Electra phonograph with Sutherland Distributing's Marion Berry during Midwestern Food Service Exposition in Kansas City, Mo.



CHICAGO COIN'S PAR GOLF

has the BIG MONEY-MAKING DIFFERENCE!



Exciting, Challenging GOLF ACTION on a 9-HOLE, PAR 35 "COURSE"

DRIVES! PUTTS! HOOKS! SLICES! HOLE-IN-ONE!
EAGLES — BIRDIES — PARS — BOGEYS!

STILL DELIVERING THESE PROVEN PROFIT MAKERS...

PREVIEW BOWLER Automatic Lane w/ Exclusive Extended Play and Swivel Score Rack

GOLD STAR Puck Bowler w/ Exclusive Extended Play

See All 3 at your Distributor



CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614

HOW MUCH PROFIT IN FULL-LINE VENDING?

CHICAGO — The question is answered in detail in a report released last week by the National Automatic Merchandising Association. The report is based on 1963 figures compiled by Price Waterhouse & Co. from operating firms.

According to the study, the average 1963 profit before income taxes amount to 4.17% of total sales. Total operating expenses for the typical firm in 1963 amounted to 44.23% of total sales. Cost of sales for the average firm that year was 51.88% of total sales.

The average machine brought in \$1,256 in 1963, with hot cup venders showing highest grosses: \$2,677 on the average. Figures for 1964 will not be in until later this year. Key excerpts from the study follow:

COMBINED AVERAGE PROFIT DATA (as a percentage of total sales)

Sales at retail	100.00
Cost of sales	51.88
Total operating expenses	44.23
OPERATING PROFIT	3.89
Other income or charges (net)*	.28
PROFIT BEFORE INCOME TAXES	4.17

PROFIT ANALYSIS (based on sales volume categories)

	Less than \$250,000	Reported Sales Of \$250,000 to \$749,999	\$750,000 or more
Sales at retail	100.00	100.00	100.00
Cost of sales	54.14	59.06	51.58
Total operating expenses	39.86	38.30	44.50
OPERATING PROFIT	6.00	2.64	3.92
Other income or charges (net)*	.79	.58	.27
PROFIT BEFORE INCOME TAXES	6.79	3.22	4.19

OPERATING EXPENSES (as a percentage of sales)

Salaries, commissions to servicemen	7.61
Machine maintenance-labor costs	1.62
All other salaries, wages, etc.	11.41
TOTAL PAYROLL	20.64
Maintenance cost of vending machines	.67
Location commissions	8.44
Depreciation or rental for vending machines	4.75
Other depreciation (except buildings)	.74
Truck and automobile expense	1.18
Taxes (excluding federal-state income tax)	2.45
Insurance, all types	.69
Building and garage rental or expense	1.03
All other expenses	3.64
TOTAL OPERATING EXPENSES	44.23

SALES STATISTICS (by product categories)

	Composition of sales at retail	Average sales per machine
Cigarettes	27.77%	\$1,298
Candy, nuts, gum, biscuits (vended at 5¢ or more)	11.56	581
Cold cup beverages	6.93	1,788
Hot Cup beverages	18.51	2,677
Ice cream	2.37	1,197
Milk	2.49	1,309
Sandwiches, salads, pastry, etc	4.66	1,508
Hot food (all types)	.77	888
Misc. vended products	1.56	344
TOTAL (and average) for above	76.62%	\$1,256
Sales other than through machines	23.38%	
TOTAL SALES	100.00%	

*Includes sales and lease of equipment, advertising allowances, rental income, etc.



BOB SLIFER Executive Director

EVERY DISTRIBUTOR AND MANUFACTURER

in this industry should be vitally interested in working together on problems and benefits in a spirit of cooperation with unbiased democratic principles.

MEMBERSHIP IN NCMDA

is the channel through which progress, stability and our fullest maturity can be attained.



Our 18th Year

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

30 North La Salle Street, Chicago, Illinois 60602

Phone: STate 2-6096

O'Malley Views Vending's Future

CHICAGO—At a recent meeting here of Chicago Science Analysts, Automatic Canteen Co. of America President Patrick L. O'Malley listed technological developments which he said "have promise for application to the vending industry at some time in the future."

For example:
Solid-state vending control circuits, resulting in cost reductions and increased reliability by elimination of moving contacts in relays and switches.

Automatic record-keeping, using portable electronic equipment to record machine data for tabulation on data processing equipment.

Microwave heating and cooking, made less costly by recent advances.

Integral systems, now being tested, which directs product to points of sale through conduits from a central reservoir.

Modular units, which could be manually operated during peak feeding periods and coin or credit-card operated during slack hours.

Frozen meals, with central frozen food commissaries supplying meals for housewives, high schools and hospitals.

"Our plans for serving hospitals are not very far off," O'Malley said.

Frigo is Awarded Round-Pool Royalties

DENVER—Bates Industries, Inc., and Round O' Pool, Inc., have admitted to infringements on patents held by Arthur P. Frigo and the Gotham Educational Equipment Co., Inc., with regard to the manufacture of elliptical pool tables.

In a stipulation agreed upon in U. S. District Court here, the two firms have been granted nonexclusive licenses "to manufacture and sell coin-operated pool tables of the type it has been manufacturing heretofore, modified to place the pocket and dot location on the major axis, and it is agreed that such licensed manufacture and sale is not a violation of the injunction to be entered in the action."

In other words, Bates and Round O'Pool can continue manufacturing the elliptical pool tables providing they pay royalties to Frigo.

For several months before the stipulation was handed down, Frigo had limited production of the pool tables. With the stipulation in his pocket, Frigo said he will step up production.

The infringements were in violation of Frigo Patent No. 3,029,078.

Round O' Pool and Bates Industries, Inc., were named in a patent infringement suit filed late in 1964 here. The suit asked "preliminary and final injunction against infringement; an account-

ing to establish damages; costs and expenses and reasonable attorney's fees."

At that time, Gene Bates, of Bates Industries, said, "There are important and basic differences in construction, design and the way our game is played" (as compared to Elliptipool).

Ted Silverman, president of Round O' Pool, declared: "We have been advised by our attorneys that Round O' Pool does not, in their opinion, infringe on Mr. Frigo's patent. . . ."

BRIEF ALL ON 3000

NORTH TONAWANDA, N. Y.—In advance of this week's introduction of the new Wurlitzer 3000 phonograph series, company sales and service personnel undertook the massive task of briefing all distributor sales and service staff members on the features of the new equipment. "Although we described the new products in detail to the distributors themselves in our Montreal meeting," a Wurlitzer official said, "we have found it is important that distributor employees receive a first-hand presentation as well."

How Adickes Became Addicted



A. W. ADICKES, Rock-Ola distributor in Europe (who captained this team of prominent German Golf Seniors in a tournament at Clearwater, Fla.), recalls that it was David Rockola who introduced him to the game. "During one of my visits with Mr. Rockola in Chicago we went to Tam-O-Shanter Country Club and was—pardon the expression, fellows—hooked. I've been playing ever since." Adickes is second from right in front row above.

Secore Named To Kaye Post



THE IRVING KAYE CO., Brooklyn, manufacturer of billiard products, has announced the appointment of Mort Secore as National Sales Director. Company executive Howard Kaye described Secore's responsibility with the firm as that of "co-ordinating affairs between the factory and distributors." Secore is a veteran in coin machine sales and prior to joining Kaye was executive sales director for the Chicago Coin Machine division of Chicago Dynamic Industries, a position he held for nine years. Secore is currently touring all Kaye distributors in the U. S.

St. Joe Valley Assn. to Hold November Meet

SOUTH BEND, Ind.—The St. Joseph Valley Music Operators Association will hold its annual dinner and show here Nov. 10 at the Sherry Inn, according to association secretary-treasurer Al Evans.

The festivities will commence that evening with cocktails at 6:30. Dinner will be served at 7:30.

Association president Frank Fabiano of Buchanan, Mich., will preside over the event.

Taking Base Bids

PORTSMOUTH, N. H.—The exchange at Pease Air Force Base here is renegotiating the vending machine concession for the big defense establishment and is requesting that interested applicants contact Charles Jacoby at the base via written bid not later than Nov. 5.

ALL MACHINES READY FOR LOCATION

CC Princess Bowler	.....	\$285.00
United 5 Star Bowler	.....	195.00
Seeburg B	.....	75.00
Seeburg C	.....	95.00
Seeburg Q	.....	395.00
Wurlitzer 2204	.....	265.00
Wurlitzer 2404	.....	345.00
Wurlitzer 2510	.....	445.00
Wurlitzer 2600	.....	645.00
Seeburg 3W1	.....	9.95
Wurlitzer 5210 Wall Box	..	35.00

Call, Write or Cable.
Cable: LEWJO

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MEIrose 5-1593



Valley® The Leader in Profits
The Ultimate in Craftsmanship

6 POCKET POOL
and Exclusive
BUMPER POOL®



Complete Selection of Parts and Accessories
See Your Distributor or Write

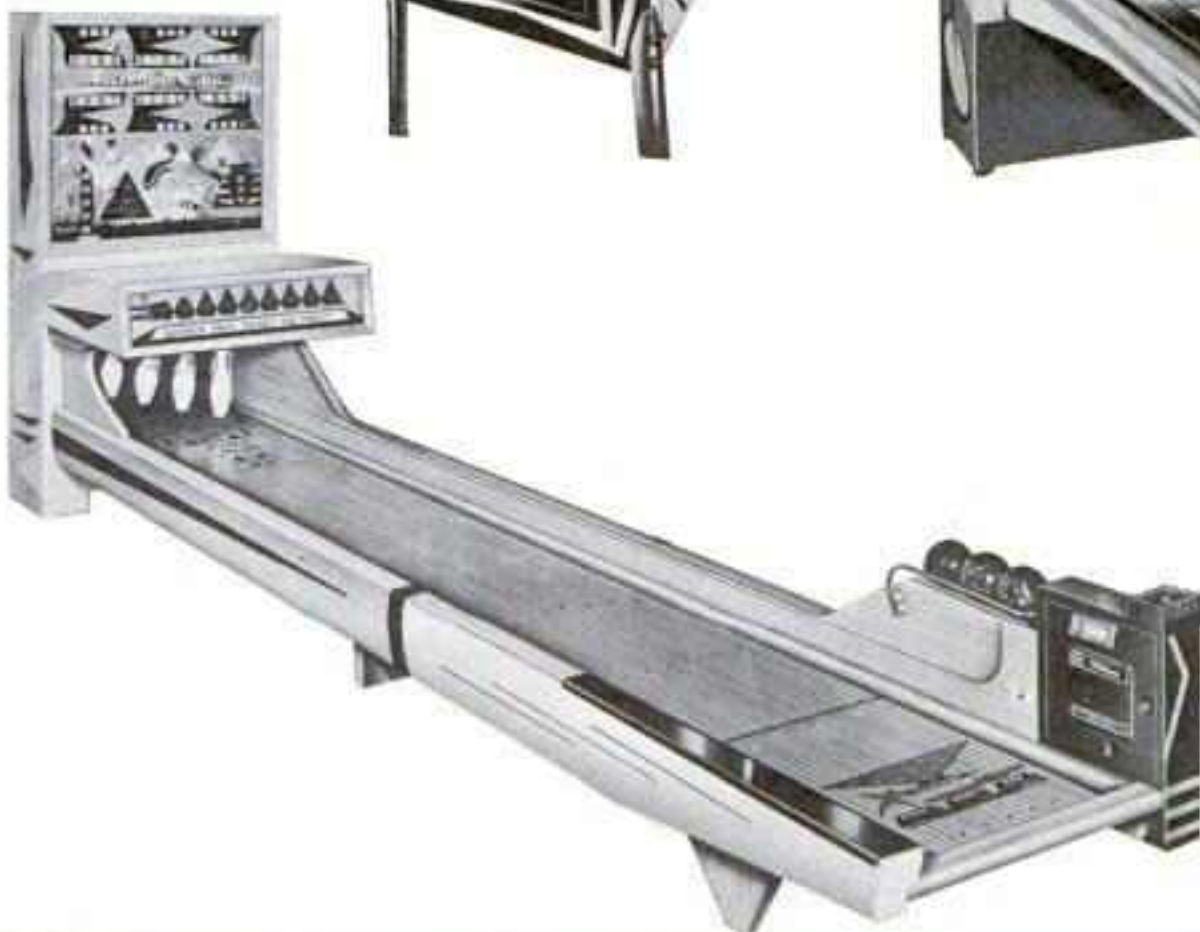
Valley® manufacturing & sales company

333 MORTON ST., BAY CITY, MICH., TWInbrook 5-8587

Williams' BIG 3 FOR BIG PROFITS!



United's
KICKAPOO
6 PLAYER
TARGETTE GAME



OASIS
BOWLING
ALLEY



Williams ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

Cannon to Address MOV

ROANOKE, Va.—William B. Cannon, Haddonfield, N. J., operator and secretary of the Music Operators of America, will represent the national association at the annual conven-

tion of the Music Operators of Virginia here Oct. 23-24.

The convention will be held at the Hotel Roanoke here and is expected to attract all major manufacturers and suppliers of coin machine products.

President Gilbert Bailey will preside over the convention business sessions.

Coming Soon:

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. 10—St. Joe Valley Music Operators Association annual banquet, Sherry Inn; South Bend, Ind.; 6:30 p.m.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

Nov. 14—North Carolina Music Operators Association annual convention, Charlotte, N. C.

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.

Jan. 29-30—Illinois Coin Machine Operators Association quarterly meeting; Springfield, Ill.

Missouri Council to Study Location Loans



LOCATION LOAN PANEL at recent meeting of the Missouri Coin Machine Council consisted of (from left) Russell Black and Donald Harris, Pike Amusement, Mexico; Jerry Graham, Missouri Valley Amusement, Lees Summit; Harley Trip, Harley's Music Co., Brookfield; Bill Welch, Automatic Music, Trenton; John Masters, Missouri Valley Amusement; executive secretary John Fling, Kansas City; Gerald Vinson, Vinson Amusement, Chillicothe; Jack Couch, D&J Amusement, Moberly; L. R. Hughes, Norman Stevens Co., Sedalia; Don Skinner, D&J Amusement, Moberly, and Bob Burkhardt, A&A Amusement, Macon.

By EARL PAIGE

MACON, Mo. — Location loans, always a subject of heated interest whenever operators get together, came in for some formal discussion at the recent meeting here of the Missouri Coin Machine Council. A com-

mittee was formed to meet with operators who have been successful in working out some of the problems involved in location loans and the committee hopes to bring some of these operators to subsequent meetings.

John Fling, executive secretary of the Missouri organization, and John Masters, recently made a Music Operators of America director at the Chicago convention, gave an account of MOA activities with the members unanimous in approving a resolution to support and join in the work of the national organization.

There was considerable discussion about enlarging the Missouri organization, particularly plans to bring in more participation from operators in the State's two largest cities just recently linked by the completion of Interstate 70 which makes the St. Louis to Kansas City jaunt so much safer and faster. Mindful of this, a more central meeting site was chosen for the next regular organization get-together which will be held Dec. (7) at the Bothwell Hotel in Sedalia, easily accessible off the new interstate freeway.

Illinois Assn. Sets Meeting In Springfield

ROCKFORD, Ill. — Recently elected president of the Illinois Coin Machine Operators Association, Lou Casola has announced that the organization's next quarterly meeting will be held in Springfield on Jan. 29-30.

Appointed chairman of the convention by Casola was immediate past president Bill Poss of Aurora. Mary Gillette, Earl Kies and Moses Proffitt of Chicago have been named to the arrangements committee.

Casola said the committee would "be contacting the various juke box and game distributors to make sure of their attendance and participation in the State meeting." He said the committee would also attempt to secure door prizes, "which we feel will help our attendance."

Location of the meeting will be announced soon.

Goudrey Dies

MANCHESTER, N. H.—William Goudrey, 60, an operator here for many years, died recently in a local hospital. He was a native of Somersworth and had resided here 55 years.

WORLD WIDE . . . YOUR ONE-STOP SUPERMART for MUSIC — VENDING — GAMES

BASEBALLS		UNITED SHUFFLE ALLEYS	
Thoroughly Reconditioned			
C.C. ALL STAR	\$275	FIVE WAY	\$175
C.C. BIG LEAGUE	495	THREE WAY	135
Wms. GRAND SLAM	435	LINE-UP	175
Wms. 10th INNING	425	SUNNY	150
Wms. BIG INNING	295	ATLAS	95
Wms. PINCH HITTER	195	ZENITH	95

SPECIAL! Williams WHOOPEE 4-Player\$395

DISTRIBUTORS FOR SEEBURG • UNITED • WILLIAMS

Terms: 1/3 Dep., Bal. Sight Draft or C.O.D.

We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!



WORLD WIDE distributors

2730 WEST FULLERTON AVE., CHICAGO 47, ILL.
EVerglade 4-2300 CABLE: GAMES - CHICAGO

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.

See the Color and Action of this All-New Idea at Your Distributors Now!

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago, Illinois 60651

That Extra Touch of Quality and ORIGINALITY

Many Ops Shun 'Protest' Music

• Continued from page 50

Howard Ellis, owner of Coin-A-Matic Music. "We've had it out on the boxes a couple of weeks," he said, "and it is not doing too well, even in teen spots."

Brud Oseroff, whose Pittsburgh-headquartered Mobile Record Service Co. operates in 19 States, reported obvious resistance to the record by operators, particularly right after its release.

"Now many operators are yielding to the pressure of requests and ordering it," he said. Regardless, Mobile has moved only 8,000 or so of "Eve of Destruction," only an average showing for a solid hit. The reason, Oseroff said, "is the lack of kids stops on most routes. Operators need Tony Bennett-type material in the main—nice soft music."

Civic spirit has prompted Al Evans, who operates in South Bend, Ind., and area, to omit what he calls "so-called protest" music from his programming.

Conviction

"I won't put this music on a box because I'm afraid that we could stir up racial trouble in this area. There has been no trouble here yet. I don't think any operator in this area should program these records," he asserted.

Otherwise motivated is Henry Leyser, whose Associated Coin Amusement Co. entertains the liberal, sophisticated San Francisco Bay area.

"Out of personal conviction," he told Billboard, "I do not program this music. I wouldn't dream of programming it because, first and foremost, it is not entertainment. It's an indirect slap at the government. Let those who wish to hear it, listen to it at home."

On the other hand, Bill Cannon of Haddonfield, N. J., who, like Leyser, is a brilliant young official in the national trade association, has programmed "Eve of Destruction" on machines in both teen and tavern locations. He reports that the record has been "doing very well" during the three weeks it has been out on his route.

In New York City, reported one-stopper George Weiss, "Eve of Destruction" is sold to operators "just like any other hit record."

Trend

A major Chicago one-stop manager reported the same pattern, with unusual acceptance of the disk in locations with great Negro patronage.

"The trend is away from 'operator tunes' here," reported a spokesman for Acme Music

Service in Minneapolis, "and 'Eve of Destruction' is a good example. It is selling well to operators, who are actively buying top 40 tunes if they show signs of durability."

It is significant that in Chicago, New York City and Minneapolis the controversial songs of social protest are getting air play.

COINMEN IN THE NEWS

KANSAS CITY, MO.

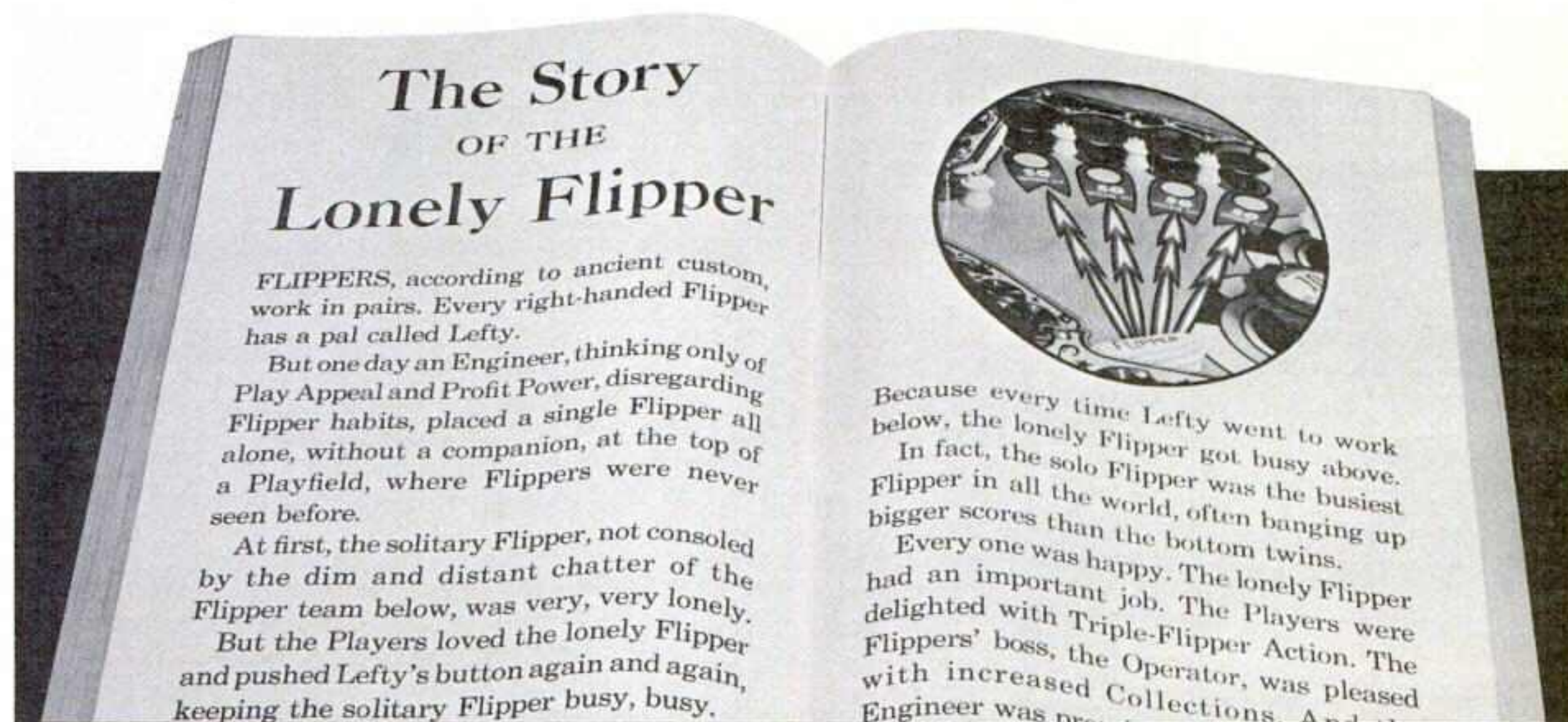
The many friends of John Balk at Midwest Dist. were relieved that tragedy was avoided Sept. 12 when a fire broke out at the Balk residence minutes before John was to leave for an MOA trip. Factory men Ralph Craigan and Karl Johnson were

in town for Wurlitzer going on. Also in town, Fort Scott, Kan., operator Don Tennant, who is successfully recovering from recent auto wreck injuries. Balk infos that Lees Summitt coinman John Masters was made an MOA director at the convention.

Floyd Evers is minding the store at Bird Music Dist. in

Manhattan, Kan., while A. L. Ptacek Jr. and his wife, Anna Mae, are on a Rock-Ola European tour. Kansas ops in visiting included Gus Prell, Murryville; Topeka ops Floyd Weeks and Norbert Rettig, and just back from a hospital stay is Loda Sullivan of Lyons.

EARL PAIGE



Bally DISCOTÈK

New **TRIPLE FLIPPERS**
deliver fantastic ball action

Extra Flipper strategically located to bombard battery of 4 Targets each worth 50 when lit. Player can flipper-finagle 200 points with each ball by volleying ball between Flipper and Targets, then continue to bang out 10 points per hit. Standard Twin Flippers guard out-hole, and right Flipper can be used to coax ball into Bonus Gun.

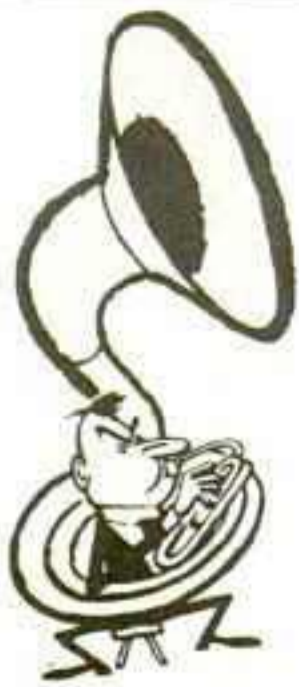
New **BONUS GUN**
shoots balls at Bonus Target

New "free-style" **Targets**

put ANY lit Red Target in ANY rotation into the scoring act, to build scores, open 2 Free-Ball Gates, light Special. DISCOTÈK pronounced DISC-O-TAKE, and the coin-box "take" is terrific. Get DISCOTÈK busy for you today.

ONE OR
2
CAN PLAY

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.



GIVE US A TOOT

You'll blow a horn of plenty profits with the only 2-in-1 combination records and movie machine—

FILMOTHEQUE
DISCOTHEQUE

For Info—Write, Wire, Phone

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN INC

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900

Say You Saw It in
Billboard

TENNESSEE

Charles Creswell, Creswell Music Co., Milan, says signs point to good business this fall. . . . **Bill Willis** of Willis Amusement Co., Milan, says the VFW Club in Milan has just completed a new clubhouse. "We're real proud of it," says Bill, who is VFW commander. . . . **W. V. Forsythe** of Forsythe Vending Co., Millington, is all enthused about the upcoming NAMA meeting in Miami. He'll be there. . . . **Jerry White** of Jourd White Sales Co., Paris, is up in the air about the new plane he just bought. . . . **John Green**, Green Amusement Co. at Raleigh, is developing land he owns for a new shopping center in the Memphis area. . . . "It's been fabulous for the coin machine business," says **W. E. Foote** of Foote Amusement Co., Selmer, speaking of McNairy County's recent decision to go wet for beer. . . . **Roy Morris Jr.**, of Morris Amusement Co. in Somerville, is also an engineer with radio station WMC in Memphis. . . . **Charles Keene** of Keene Music Co., Union City, was aboard a big combine working his soybeans when the Billboard visitor stopped by. He is another part-time farmer.

ROY HAMILTON

COINMEN IN THE NEWS

SAN FRANCISCO

Robert Wagaman has purchased the A A Venders Co. of San Francisco from its founder and owner for the past three years, **Howard Burton**. Wagaman had held a minority interest and has been gradually increasing his percentage of ownership until completing purchase of all stock in September. He had also worked with Burton in an employee capacity. Burton is retiring from the company about Nov. 1 for other business interests, which he has not announced. Offices are located at 11 Pearl Street, San Francisco.

The Northern California shuffleboard leagues have begun their fall competition with their strongest start ever. More than 20 leagues have signed up this year with an eye toward a northern State tournament championship contest to be held next spring.

A minimum of six taverns is required to form a league in any one area, with as many as 15 or 18 in some districts, for a total of about 150 or more taverns involved in the 20 leagues. Competition between the teams of sponsoring taverns is held on coin-operated shuffleboard equipment made by the American Shuffleboard Co. First contests were held Sept. 19.

The tournament itself, dates yet to be set, is sponsored by the American Shuffleboard Sales Co. of Oakland, headed by **Stan Lystad**.

Bert Hannigan has been named general manager of the Valley Distributing Co. of Sacramento, Calif., distributor of Rock-Ola equipment and Al Tech Pool tables. Hannigan had been with Hannigan's Music Co. in Woodland, founded by his father, but that company has been closed.

His appointment is an expansion for the Sacramento firm, owned by **Del Scotto** since it was founded 15 years ago.

Perhaps it is the rash of quiz games on television, but **Lou Wolscher** of Advance Automatic Sales Co., San Francisco, has found a new popularity for quiz games. The Knowledge Computer of the Nutting Corp., which his company distributes, has jumped quite substantially in sales during the past three months. Some 20 to 25 operators are now handling this equipment, with wide distribution in the San Francisco Bay area.

GODFREY LEHMAN

PHILADELPHIA

An all-day class was conducted for vending machine servicemen at David Rosen, Inc., area distributors for all Rowe vending equipment recently. Fifteen area servicemen attended the all-day session conducted by **Louis DiPalma**, Rowe Field Service Engineer. He reviewed the entire Rowe manual with emphasis on refrigerated equipment, particularly the soft drink machines. The class was arranged by **Leslie Weiss**, manager of the Vending Department at David Rosen, Inc. Special emphasis was given to a detailed analysis of the refrigeration system so that servicemen can easily detect any troubles that might develop in any operation. All the servicemen in attendance were in full agreement that the all-day session was most fruitful and will result in better service of the Rowe machines. Among those attending the class were: **Gilger Martin** and **Roland Swenson**, of Macke Service; **Jim Lavin** and **Albert Corroda**, of Camden (N. J.) Coca-Cola; **Wilson E. Cini**, of Philadelphia Coca-Cola; **Robert Davis**, Midfield Vending; **Joe DeCosino** and **Foster Fern**, Caljean Vending; **Donald Kearney** and **Frank Fitzgerald**, Valley Vending; **Martin Petito Jr.**, Martin Vending; **Gus DeLeo**, Selective Vending; **Dennis Kerns**, **George Dutch** and **James Glikas Jr.**, of David Rosen, Inc.



In above photo, Di Palma demonstrates a soft drink machine to several who attended the class.

Ray Bar Automatic Sales Co., Inc., was organized for the operation of automatic music, vending and amusement machines. **Harry H. Wexelblatt**, well-known industry attorney, filed the application for a business charter of incorporation for the new company. . . . **John Wm. Kenyon, Inc.**, with its corporate home office based in Wilmington, Del., was granted a Certificate of Authority as a foreign business corporation to conduct its business in Pennsylvania. With offices

here, the Kenyon firm is engaged in the "sale by vending machines of tobacco products and edibles." . . . **Jean Danielle**, a Powers model and well known in local theatrical circles, served as "Miss Vending" for the opening of the new vending machine bar set-up at the M. & S. Manufacturing Co. plant here. . . . **Bert Wilson**, public relations director for **Automatic Retailers of America (ARA)**, qualified as one of the 13 public relations practitioners who took the accreditation examinations given in Denver, Colo., by the Public Relations Society of America. . . . Several cases of clothing donated by the 300 employees at the corporate headquarters of ARA here, have been shipped to victims of Hurricane Betsy in New Orleans.

MAURIE H. ORODENKER

LOS ANGELES

Chuck Klein, general manager of the R. F. Jones Co., announces the company will move its offices to 2401 S. Hill Street, Los Angeles, on Nov. 29. Klein boasts that the new location is air conditioned, has a loading dock and the layout is better suited to meet the needs of the customer. . . . **Katy Welsh**, assistant parts manager for R. F. Jones, has transferred to the company's San Francisco office after 3½ years in Los Angeles. . . .

Frank Navarro, also of R. F. Jones, won four straight World Series pools, and a bundle of loot. . . . **Bud Morris**, regional representative for Seeburg (background music department) in town visiting Struve Dsistributing. . . . Also visiting Struve was **Buddy Lurie** of Williams Electronic Mfg.

James Crosby, of R. F. Jones, had his son home for 10 days of relaxation after Junior spent several months in boot camp in San Diego. **James Jr.** now reports to the San Diego naval base for schooling. . . . Operators shopping at the Paul Laymon Company include **Walter Cook** of Palos Verdes Estates, **C. B. Ellison** of Lancaster, **H. Sharkey** of Huntington Park, **Jerry Jacobs** of Bellflower, **William Spurgeon** of Riverside, **Harold Lieberman** of San Gabriel and **Ray Brandenburg** of La Habra. . . . **Jerry Graves**, an El Monte operator, just tied the knot. He and **Yvonne** are honeymooning in Las Vegas. . . . **Ed Young** of E&L Amusement in Fontana dropped everything for deer hunting in Utah.

Jack Leonard, of Advance Automatic Sales, acquired tickets for two games to the World Series, where he and his wife cheered for the Dodgers. . . . Operators visiting **Jack** included **Bob Hathaway** from Ventura, **Pete Peterson** of Big Bear and **Tex Leerskov** of Barstow. . . . Employees of R. F. Jones shocked **Chuck Klein's** wife, **Wanda**, with a surprise birthday party. . . . **Steve Williams** joins Laymon, Inc. in the shipping department. . . . **Don Esfeld**, American Discount Corp. of Seattle, visiting Badger Sales & Vending. . . . **Singer Jerry Wallace** (Mercury) and **George Steiner** (Philips) said hello at William H. Leuenhagen & Co. . . . **Al Bettelman** waiting for his boss, **Charles A. Robinson**, to return to Pico Blvd. so he can have surgery on his knee. Bettelman, of C. A. Robinson, expects to see the doctors either in Oct. or Nov.

Joe Simon just back from his Chicago-Florida vacation. **Joe** returned to see **Henry Leyser** of Oakland, **Rocky Cantrelle** of Santa Barbara and **Charles Koski** and **Jack Goodman**, both of Long Beach, shopping at Simon Distributing. . . . **Marvin Miller**, of Coin Machine Service, happy that business is perking. The company has been open only since May, and **Marv** is all smiles.

BRUCE WEBER

give...
so more will live



HEART FUND

USED ELECTRIC SCOREBOARDS

Checked—Ready for Location
Three 21-pt. Scoreboards.
Ten 15, 21 and/or 50 (Horsecollar).
Complete with stands, coin box and scoring buttons.

\$69.50 Ea. F.O.B. Chicago

SPECIALS! BILLIARD SUPPLIES

5-Oz. Bumper Pool Balls (10)... \$ 9.00
2 1/4" Balls, 1-15 w/Cue Ball... 12.50
2 1/4" Balls, 1-15 w/Cue Ball... 14.00
48" Cues \$ 1.50 ea.
52" Cues \$1.95 ea.; 25 1.50 ea.
57" Cues \$2.95 ea.; 33.00 dz.
Plastic Triangles, 2 1/4" 1.00
6-Hole Cue Rack 5.00
Billiard Chalk, Gr. 3.50

We carry complete line of Pool Supplies—Write for list.
1/3 deposit, bal. C.O.D. or S.D.

ELECTRIC SCOREBOARDS

Coin operated for shuffleboards.
15, 21 and/or 50 points. (Horsecollar). Overhead double-faced model on chrome stands complete with coin box.

\$169.50 f.o.b. Chicago

Sidemount model—15-21 points only. Complete with chrome stands and scoring buttons. Walnut Formica cabinet. Large coin box. Other features.

\$249.50 f.o.b. Chicago

MARVEL Mfg. Co.

2845 W. Fullerton
Chicago, Ill. 60647
Phone: Dickens 2-2424

RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS—BOWLERS

GOTTLIEB

EGG HEAD \$150
FLYING CHARIOT,
2-PI. 280
SHIPMATES 450

BALLY

HOOTNANNY \$195
SHEBA, 2-PI. 425
CROSS COUNTRY 180
CUE-TEASE, 2-PI. 225
STAR-JET, 2-PI. 265
SKY DIVER 245
MAD WORLD, 2-PI. 350
GRAND TOUR 290
2-IN-1, 2-PI. 365
HARVEST 310
BULL FIGHT 320
BUS STOP, 2-PI. 375
BIG DAY, 4-PI. 445
3-IN-LINE, 4-PI. 295
BONGO, 2-PI. 295

UNITED BALL BOWLERS

PLAYTIME \$210
FALCON 350
SAVOY 295
TIP TOP 295
DIXIE 250
CLASSIC 350
CYPRESS 495

*

BALLY

ALL-THE-WAY

SHUFFLE ALLEY

Like New \$350

Write for complete 1965 Catalog of
Phonographs, Vending and Games.

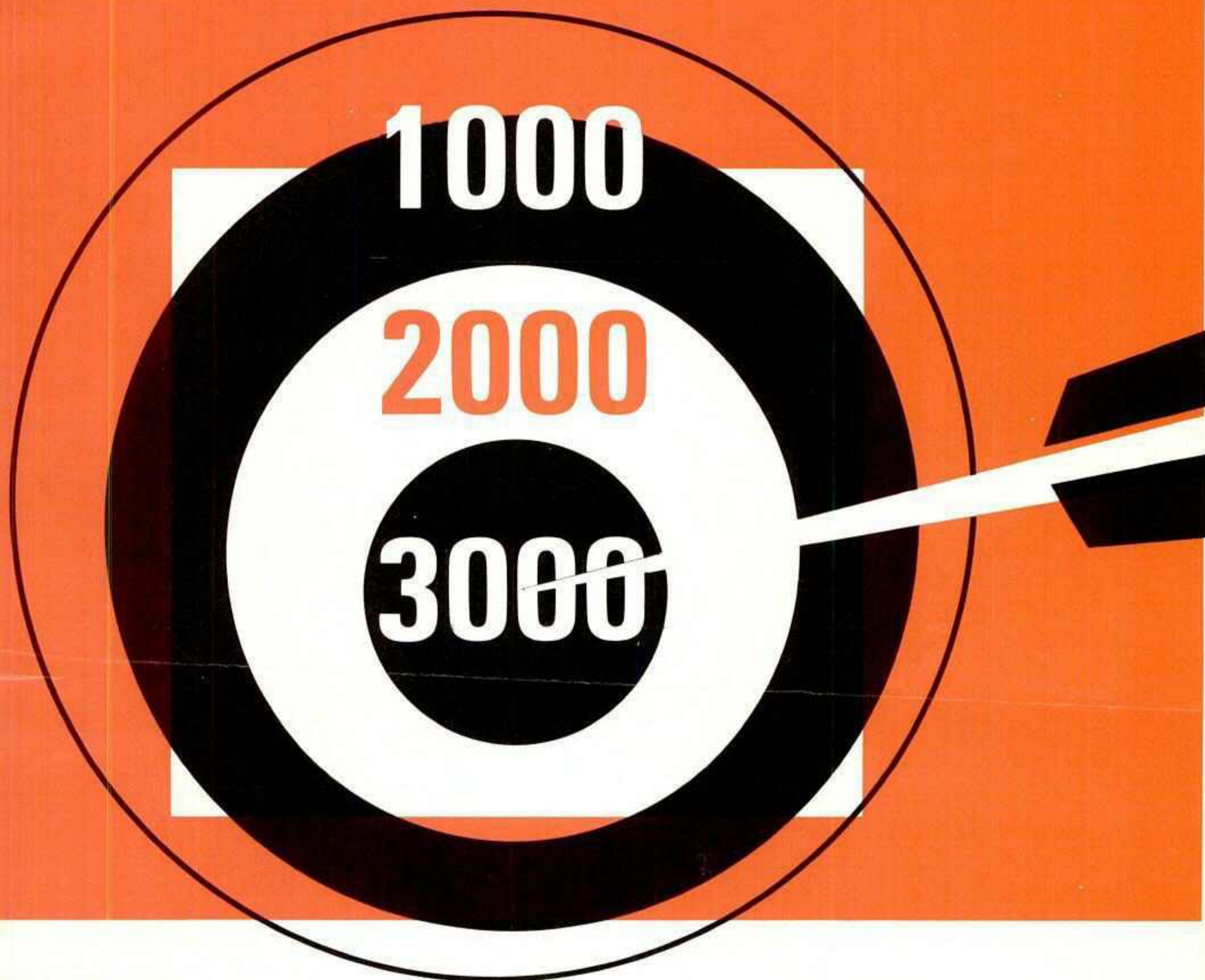
Established 1934



Cable:
ATMUSIC—Chicago

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005



BULL'S-EYE

• At every National Wurlitzer Day showing and from every angle that an operator looks at a phonograph, the Wurlitzer 3000 scored a bull's-eye. It's an instrument of incomparable beauty... a stereo music center reproducing America's favorite music with unrivalled realism... an electronic triumph that will never need more than a nodding acquaintance with a serviceman. If you haven't seen or heard the 3000, visit your Wurlitzer Distributor tomorrow. Your ears, your eyes and your income all have a treat in store.



Wurlitzer
MODEL *3000* STEREO MUSIC CENTER

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK

Copyrighted material

ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT
I DON'T WANT TO LOSE YOU BABY
 Chad & Jeremy, Columbia CL 2398 (M); CS 9198 (S)
 Based upon the duo's recent hit, "I Don't Want to Lose You Baby" and their current chart climber "I Have Dreamed," this blockbuster package can't miss. "Should I" and "The Girl Who Sang the Blues" are two more rhythm standouts. First rate performances, well produced by Lor Crane.



POP SPOTLIGHT
JAY AND THE AMERICANS GREATEST HITS
 United Artists UAL 3453 (M); UAS 6453 (S)
 Featuring the group's two most recent hits, "Some Enchanted Evening" and "Cara Mia" plus a medley of their other hot singles, this LP will hit the charts with impact and climb rapidly! Brilliant sales packaging.



POP SPOTLIGHT
SEE WHAT TOMORROW BRINGS
 Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)
 The understanding and command which is so important to folk music come out brilliantly in this well performed and well produced album. The mood the trio creates in such standouts as "Early Mornin' Rain" and "The First Time Ever I Saw Your Face" is excellent. The LP is top of the chart material.



POP SPOTLIGHT
ROSES AND RAINBOWS
 Johnny Mann Singers, Liberty LRP 3422 (M); LST 7422 (S)
 Versatility runs the gauntlet as this fine blend of voices captures the hits of the pop music market with taste and commercial artistry. Their interpretations of "Houston," "Heart Full of Soul" and "Yes, I'm Ready" are fresh and well produced by Dave Pell.



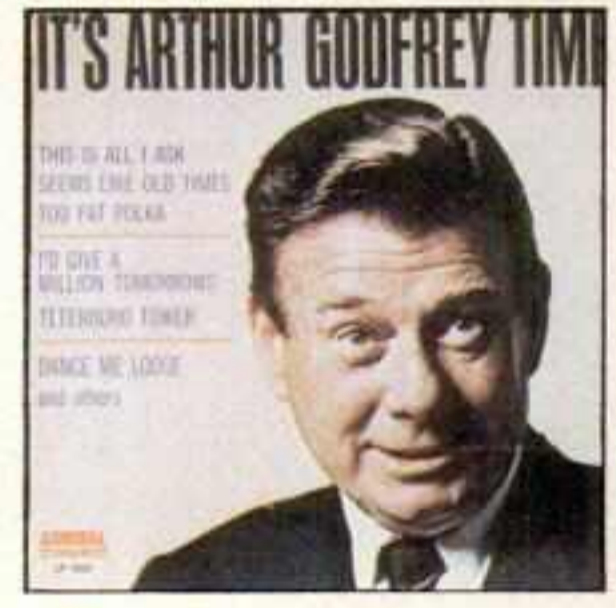
POP SPOTLIGHT
YOUNG LOVE FOR SALE
 Frank Sinatra Jr., Reprise R 6178 (M); RS 6178 (S)
 His feel for swing and musical understanding makes for a most impressive debut for the young singer. With very strong support from the Sam Donahue Orchestra as well as the Pied Pipers he rolls through a well planned and arranged program. With standouts like "Love for Sale," and "In the Still of the Night," it should put another Sinatra up on the charts.



POP SPOTLIGHT
ORBISONGS
 Roy Orbison, Monument MLP 8035 (M)
 Hanging the sales appeal upon Orbison's "Pretty Woman" and some of his other hits featured herein, this LP should prove a fast and tremendous chart winner. His rendition of "Let The Good Times Roll" is exceptional. Hot sales item.



POP SPOTLIGHT
THE DAWN OF CORRECTION
 Spokesmen, Decca DL 4712 (M); DL 74712 (S)
 The hot new folk rock trio who scaled the Hot 100 chart with their initial single, "Dawn of Correction" should have the same impact on the Top LP chart with this debut LP entry. Material is from the combined pens of Dylan, Donovan, Lennon and McCartney, and five numbers composed by the trio. "It Ain't Fair" has singles possibilities.



POP SPOTLIGHT
IT'S ARTHUR GODFREY TIME
 Admiral LP 7502 (M)
 Here is a collection of performances by Godfrey—as unique as the man himself. His warmth and understanding of lyric makes this well balanced album a truly enjoyable experience. Among the standouts—"This is All I Ask," "Walk on Little Boy" and his classic "Too Fat Polka."



COUNTRY SPOTLIGHT
CUTE 'N' COUNTRY
 Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)
 This is must merchandise for country dealers. The chanteuse delivers a dozen tunes—some of them really great ones with a maximum of country flavor and style. Included are "Two Empty Arms," and "I'll Be There." This package will move right up.

COUNTRY SPOTLIGHT
THE FRIENDLY VOICE OF TEX RITTER
 Capitol T 2402 (M); ST 2402 (S)
 This album by one of the giants of country music—Tex Ritter—has so many good songs on it that it's difficult to point out the best one. "Papa, Too," "Railroad Life," "The Gallows Pole," "The Fool's Paradise" is so sensational it'll be around for years to come. All in all, another tremendous selection.



COUNTRY SPOTLIGHT
THE SONGS OF WYNN STEWART
 Capitol T 2332 (M); ST 2332 (S)
 Wynn Stewart has come up with an excellent package with a lot of the material written by himself—for his first Capitol Records album. The best number here, however, is the standard, "You Took Her Off My Hands." Stewart's material gets constant airplay on country music radio stations around the nation.



COUNTRY SPOTLIGHT
DON'T TAKE ADVANTAGE OF ME
 Bonnie Owens, Capitol T 2403 (M); ST 2403 (S)
 "The Longer You Wait" has a South American tempo which, combined with superb country music lyrics, gets this album off to a good start. The backup tunes of "Don't Take Advantage of Me" and "Number One Heel"—which have been hits—guarantee this album big sales for country music dealers.



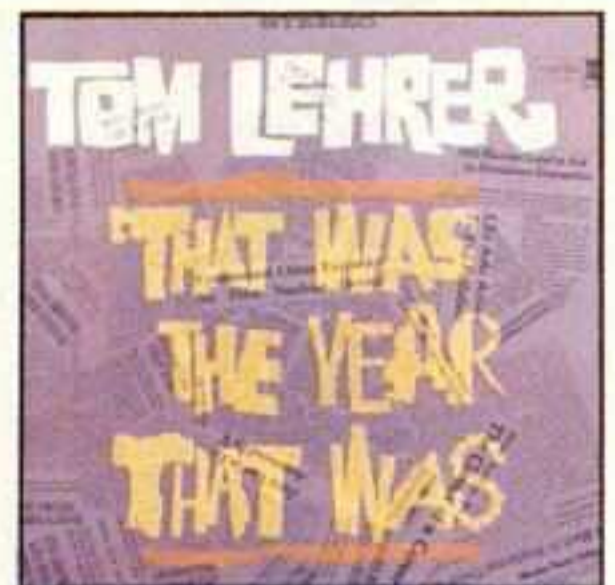
CLASSICAL SPOTLIGHT
STRAUSS: SALOME/THE EGYPTIAN HELEN (Excerpts)
 Leontyne Price/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 2849 (M); LSC 28-9 (S)
 Miss Price and Leinsdorf—brilliant, dazzling coupling. Miss Price gives the Strauss selections the beauty and power of her voice. Leinsdorf's conducting, never obtrusive, blends in perfect harmony.



CLASSICAL SPOTLIGHT
BACH: SAINT MARK PASSION
 Wolfgang Gonnemann, Epic BC 1306 (S); LC 3906 (M)
 This is a recording of note. It is a premiere performance on disk that fills an important gap for lovers of Bach and baroque. The performance has an authentic baroque flavor in its instrumental use, which makes it an unusually choice item.



FOLK SPOTLIGHT
FAREWELL, ANGELINA
 Vanguard VSD 79200 (S); VRS 9200 (M)
 The queen of folk songs is a joy to hear in this well-produced album. In complete command, she is easy on the ears. A must for any true folk lover and a powerhouse sales item.



COMEDY SPOTLIGHT
THAT WAS THE YEAR THAT WAS
 Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)
 Recorded live at the hungry i, San Francisco, the biting but brilliant comedy delivery of Tom Lehrer is completely captured in this well produced debut Reprise LP which will undoubtedly soar up the LP Chart. Not much for programming but a definite dealer winner.



CHRISTMAS SPOTLIGHT
HOLIDAY CHEER
 Dean Martin, Capitol TT 2343 (M); STT 2343 (S)
 Martin sings his way successfully through 11 of the winter season's most memorable tunes, in a memorable fashion. The relaxed and swinging mood he creates makes for a most enjoyable album. Originally titled "A Winter Romance," this LP has the potential of his current hit albums.



CHRISTMAS SPOTLIGHT
CHRISTMAS FAVORITES BY THE HOLLYRIDGE STRINGS
 Capitol T 2404 (M); ST 2404 (S)
 The bright and young feeling in music today is captured in the unusual arrangements of Stu Phillips the evergreens of old, suddenly become new in a most refreshing way. Truly an asset to any holiday party—a welcome package of good cheer! Standouts: "The Christmas Song," "Santa's Got a Brand New Bag" and "Have Yourself a Merry Christmas."



CHRISTMAS SPOTLIGHT
CHRISTMAS SERENADE
 Tex Beneke, Ray Eberle & the Modernaires, Columbia CL 2392 (M)
 A most aptly titled album, it is a holiday package—packed with fine performance from such pros as Tex Beneke, Ray Eberle and the Modernaires. The gang wraps the wonderful Glenn Miller sound around such standouts as "It Happened in Sun Valley," "White Christmas," "Sleigh Ride." A fine holiday surprise.