

Billboard

The International Music-Record Newsweekly

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

Livingston, Lear Lock Gears on Cartridge Pay

By LEE ZHITO

NEW YORK — Alan Livingston, Capitol Records, Inc. president, ripped into the car cartridge as "a device which seeks to shackle the recording industry into paying for the privilege of delivering its music to customers."

Livingston, in an exclusive statement to Billboard, singled out the Lear Cartridge system as the target for his spleen: "Why should a major record manufacturer with its vast catalog, representing an investment of millions, have to pay a Bill Lear (president, Lear Jet Corp., developers of the Lear 8-track

stereo cartridge system, used by RCA Victor and Ford Motor Co.) a royalty for each cartridge used?"

Payment to a patent holder for the use of a device bearing recorded sound is a concept foreign to the record industry, Livingston said. "We have the LP and the 45 r.p.m. license free; why should we support a new

(Continued on page 12)

Wexler Burns European Oil

LONDON—Jerry Wexler, executive vice-president and general manager of Atlantic Records, and Burt Berns, founder of Bang Records, are making fast visits to Europe—closing business deals and reviewing long-standing arrangements.

Wexler was meeting with Decca chairman Sir Edward Lewis to discuss the renewal of Atlantic's release pact with the British disk firm, one of the oldest American licensee arrangements here. Wexler is obviously happy with Decca serv-

ice, and values the long and productive relationship with Sir Edward and the Decca staff. Wexler's particular orientation at this time is a keen concentration on authoritative r&b product for promulgation in U. K.

"In the past three or four years established r&b artists have broken through to become regular top 40 sellers in the U. S. Solomon Burke and Joe Tex are just two.

"Their records have been hits not because they have been made with the pop charts in

(Continued on page 12)



WE FIVE. Trident Productions is proud to present to the music industry the most important advance of vocal and instrumental talent in the last 20 years. Distributed exclusively on A&M Records, the WE FIVE'S new smash single, "You Were on My Mind" (A&M #770), reached #2 in the BB "Hot 100." Their album debut (A&M LP 111) gives the listener an insight into the fantastic dimension of these five talented youngsters. Discovered and produced by Frank Werber, the WE FIVE are indeed the innovators of the new important "Thought and Soul" sound. (Advertisement)

R&B Stations Open Airplay Gates to 'Blue-Eyed Soulists'

By CLAUDE HALL

NEW YORK — A trend is growing in r&b radio for these highly specialized stations to despecialize by not only integrating staffs in many cases, but by integrating music playlists as well. White artists are being played more frequently and the product is referred to as "blue-eyed soul." Furthermore, the musical integration is proving highly successful.

WAKE, Atlanta, will launch this week or next an integrated format hinged around blue-eyed soul. WOL, Washington, a key r&b outlet, has been playing both Negro r&b artists and such white artists as the station considers have "soul feeling." WWRL, New York, has been spinning "Yesterday" by the Beatles because general manager Frank Ward feels that Paul McCartney puts a lot of soul into the song. During the past two weeks both WOL and WWRL have been using ex-

tended playlists; WWRL because "there's been a tremendous amount of good product recently," and WOL because "record companies are putting out good product lately. . . . product showing a lot of effort, well-produced songs with good lyrics. It's just hard to decide on a playlist," said music director Rudy Runnells. "The past couple of weeks, we've had to increase our playlist to 60 records in order to give some of this good product exposure."

(Continued on page 49)



DOLLY PARTON, Monument's spectacular new vocalist, recently did the Music Operators of America Show in Chicago. Dolly's newest release, "Happy, Happy Birthday, Baby," is presently garnering terrific air time and sales.

(Advertisement)

SINATRA OPUS READY NOV. 20

NEW YORK — "The Frank Sinatra Report," a comprehensive study of the man, his life, and its impact on the entertainment industry, will be published by Billboard in its Nov. 20 issue. This exhaustive treatment—perhaps the most extensive ever accorded any individual in the history of Billboard—will be timed with Sinatra's 25th year in the entertainment industry and his 50th birthday.

To document "The Sinatra Report," Billboard has commissioned George Simon, noted music author and editor and executive director of the National Academy of Recording Arts and Sciences, to prepare the section, along with Billboard's worldwide editorial staff.

Pope's Visit Brings Action

NEW YORK — Pope Paul's historic visit to New York on Monday (4) is being tracked down on records. Four companies already have set the wheels in motion for rush release of LP's commemorating the visit.

Columbia, MGM, Amy and Audio-Fidelity have arranged to issue recordings which will include the Pope's celebration of a Mass for peace at Yankee Stadium and his speech at the U.N. Columbia's package will also feature a choir of 200 seminarians from the many Catholic seminaries in the New York area which will lead the congregation in the musical portions of the Mass.

The Amy LP will be done in association with United Press International, which will produce the set.

Both the Columbia and

MGM albums were done in association with the office of the Archdiocese of New York. The MGM LP is in label's series of sets being released in its "The Sound of History" documentary line.

CARTRIDGE MEN WHEELING, TOO

NEW YORK—How fast can the car cartridge makers move? Spoken Arts will record Pope Paul's United Nation's address on Monday (4). Larry Finley's International Tape Cartridge Corp. will hit the market with a tape cartridge version of the Spoken Arts LP on the day after the Pontiff's address.

(Advertisement)

<p>At The Purple Onion MG 20611/SR 60611</p>	<p>The Two Sides of the S.B. MG 20675/SR 60675</p>	<p>Think Ethnic MG 20777/SR 60777</p>	<p>Curb Your Tongue, Knave MG 20862/SR 60862</p>	<p>It Must Have Been Something I Said MG 20904/SR 60904</p>	<p>Tour De Force MG 20948/SR 60948</p>	<p>Aesop's Fables MG 20989/SR 60989</p>	<p>Mom Always Liked You Best MG 21051/SR 61051</p>
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30 million people will see the Smothers Brothers Show on TV this week.

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CMA Elections Set For Oct. 21 Meeting

NASHVILLE—Country Music Association members will elect 14 new directors, eight for two-year terms and six for one-year terms as delegates at large, at the annual membership meeting at 10 a.m., Oct. 21, at the Andrew Jackson Hotel main ballroom here.

The new directors will then meet to elect CMA officers. Directors cannot succeed themselves; officers can.

The election, which comes on

the first day of the annual Country Music Festival, is expected to draw the largest crowd of any prior membership meeting. There are now more than 1,500 CMA members.

Proxies were mailed last week to out-of-town members who might not be able to attend. They should be signed and sent to CMA Secretary Hubert Long, 801 16th Avenue South, Nashville, by Oct. 15, designating someone to vote in their place. (Continued on page 46)

Hill & Range Buys Nashville Property

By ELTON WHISENHUNT

NASHVILLE—Hill & Range Music, Inc., of New York, bought property at a cost of

\$400,000 last week in Nashville's famed "Record Row" area for construction of an office building.

The 10 parcels of land are on 17th Ave. South. Main artery of Record Row has been 16th Ave. South, but expansion has been developing on 17th Ave. in recent months. Land in the area has increased greatly in price since it began growing as a music and record center in 1960.

When Hill & Range acquires the land, largest real estate transaction in the area, it will own almost an entire square block. Negotiations on most of the lots have been completed, with several to be completed in January.

Julian Aberbach, vice-president of Hill & Range, was here most of last week with his attorney, Lou Dreyer, completing arrangements for the purchase. Aberbach said, "We have definite plans, though not yet on paper, for construction of an office building which will run into six figures."

He estimated work on the building will begin early in 1967. Part of the land will be retained as an investment. The Hill & Range land is directly across the street from the \$1 million RCA Victor building, opened in the spring.

Before returning to New York, Aberbach said, "We have the utmost confidence in Nashville stability and prestige and its continued growth as a music publishing and recording center and want to be an active participant on a larger scale than before."

Hill & Range has had an office at 801 16th Ave. South for several years. Its local manager is Lamar Fike.

Barclay Stocks Up With Contract Goodies From Atlantic & Bang

By MIKE GROSS

NEW YORK—Eddie Barclay, who heads his own record empire in France, has wrapped up several deals to represent U. S. disk labels overseas. During his recent visit to the U. S., Barclay, who left for Paris on Oct. 4, signed a five-year contract with Atlantic Records to handle its various labels in France and Belgium. He also concluded a deal whereby he'll handle Burt Berns' recently formed Bang Records.

In addition to Atlantic and Bang, Barclay's list of U. S. record company ties now includes United Artists, 20th Century-Fox, Argo, Chess, Colpix and Capitol, on which he has second option on its product after EMI.

Sonny & Cher Visit Set

Barclay also concluded arrangements for a mid-October visit to France by Sonny & Cher, who have scored here and abroad with "I Got You Babe" on the Atco label, part of the

Atlantic Records' family. Sonny & Cher will do TV and radio shots as well as personal appearances during their stay in France.

Barclay also spoke to several record company executives here about the possibilities of a U. S. release of some of the young artists on his Barclay label in France. Among those he talked up were Monty, a pop singer; Eddie Mitchell, a rock 'n' roll singer; and Hughes Auffray, a folk singer. The three singers have recorded in English but, as yet, no U. S. release deals have been set.

While in New York last week, Barclay paved the way for the upcoming visit of two of his recording artists. They are Charles Aznavour and Jacques Brel. Aznavour, who is released here on the Reprise label, begins a limited engagement on Broadway Oct. 12, while Brel is set for a concert at Carnegie Hall on Dec. 5. Brel is not yet tied to any American company but it's understood that Reprise wants him, too.

On the lighter side of his three-week visit here was the continuation of his honeymoon with his 19-year-old bride.

A&M Spreading Wings

HOLLYWOOD—A&M Records, a hot "little" independent, is making a move to spread additional fire in the pop market. It has just hired Tommy Lipuma to handle a&r work and publishing contacts, and Leland Rogers to reactivate Omen, a rhythm and blues line.

Lipuma was a former Imperial Records producer and Metric Music staffer. He will work on A&M's Irving and Almo catalogs, plus producing and acquiring pop market singles. Rogers is a seasoned promotion man, who will handle a&r and promotion for the r&b label. He has worked for Decca and Top Rank Records.

The company has already begun recording r&b material for Omen and has only to decide which song will be released first.

The Herb Alpert-Jerry Moss-owned company has three blazing titles on the charts: "You Were on My Mind" by the We Five and "The Third Man Theme" and its flip side, "Taste of Honey" by the Tijuana Brass. The Brass' "Whipped Cream and Other Delights" appears on Billboard's album survey, with the We Five's first LP showing signs of hitting the charts.

With the Brass becoming one of show business' top nightclub attractions, the company is activating the Baja Marimba Band as concert artists, reveals A&M's general manager Gil Friesen. The Marimba Band—which is featured on the Almo label—makes its public debut Oct. 8 at the Santa Monica (Calif.) Auditorium on the same bill with comic Bill Cosby.

The Herb Alpert-led Brass makes its New York debut Oct. 21 at Basin Street East. The Brass has proved to be an outstanding draw in the West, combining comedy with a Mexican-flavored songbook.

RCA Fete Set For Brook Benton

NEW YORK — RCA Victor, which this week signed Brook Benton, plays host to the artist at a Monday (4) luncheon at Danny's Hideaway. Benton, who had been with Mercury since 1958, had been with Okeh and Victor's Vik label before joining Mercury.

At Victor he will be re-united with Clyde Otis, who had been his a&r man with Mercury. Otis will freelance on Benton's recording dates.

Benton's first record for Victor will be a single to be released next week. He will also cut two Victor albums this year, one of which will be a Christmas LP and the other pop.

SONNY & CHER, MRS. JFK MIX

NEW YORK — Sonny & Cher, Atco artists, canceled their engagement at Ciro's in Hollywood Tuesday (28) to appear at a private party for Mrs. Jacqueline Kennedy at the Waldorf-Astoria here. The party was given by Mrs. Charles Englehardt in honor of Mrs. Kennedy. After the party Sonny & Cher flew back to California to continue their appearance at Ciro's.

ASCAP Gross Hits High of \$29.2 Million

LOS ANGELES—Gross income for ASCAP during the first eight months of the year hit an all-time high of \$29,230,429, West Coast members learned last week at the Society's semi-annual meeting. The figure tops last year's income for the same period by \$1,506,090.

Expenses were \$5,295,591 with \$23,934,838 for disbursement to members. ASCAP anticipates receiving around \$4.4 million from foreign sources by December. The Society's total membership has been increased by 344 writers and 130 publishers and stands at 10,786.

Avalanche of Songs Cut By S. Mountain

NEW YORK — The Teddy Randazzo and Don Costa publishing firm of South Mountain Music turned out a mountain of material during the summer, a total of 45 songs were recorded the last three months. Four of these were hit records, according to office manager Leo Costa. The hits included records by Little Anthony and the Imperials, the Duprees, the Royalettes and Derek Martin.

Little Anthony records for DCP International, the label owned by Costa and Randazzo. Both Randazzo and Costa are not only artists in their own right but also produce record sessions. Costa produces all of the Trini Lopez material and, in addition, arranges and conducts occasionally for artists such as Tony Bennett, Frank Sinatra and Robert Goulet. Randazzo recently produced the Wild Ones album for United Artists Records; he also produces Derek Martin and the Royalettes.

8 Trustees Tapped by NARAS Bd.

NEW YORK—The board of governors of the New York Chapter of the National Assn. of Recording Arts & Sciences elected eight trustees last week. The number of trustees was enlarged by one this year because the membership of the Chapter had grown enough to warrant the increase.

Elected as trustees were George Avakian and John Hammond, both had served before; Milt Gabler, David Hall and Steve Sholes. Remaining as trustee for another year are Sasha Burland, Father Norman O'Connor and Billy Taylor. Trustees are elected for a two-year term.



GODDARD LIEBERSON, right, president of Columbia Records, receives the annual technical award presented to him by the Institute of High Fidelity from Walter Stanton, president of the Institute, at New York's Waldorf-Astoria.

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Nash. NARAS Starts Campaign

By ELTON WHISENHUNT

NASHVILLE — The Nashville chapter of National Academy of Recording Arts & Sciences initiated a membership drive last week, designed to give them a total of more than 500 members and a larger voice in the national academy.

The drive, which followed a meeting of officers and directors, was kicked off with a letter signed by Chapter President Eddy Arnold to artists and composers in Nashville, inviting them to join.

There are now 160 members in the Nashville chapter. Eligible to join are 833 composers and more than 300 artists here. Dues are \$15.

A larger membership would give Nashville more of a voting voice in the Grammy Awards. Also, with more than 500 members, the chapter would be entitled to six trustees in the national association, instead of the present two.

As part of the membership drive, the chapter made it easy for those in the music and recording industry to sign up by placing posters and application

blanks in recording studios and talent agencies.

The directors also heard a report from Bill Denny, president of Cedarwood Publishing Co., who attended the recent NARAS meeting in Los Angeles, that the national Grammy Awards telecast next year will be March 15.

The Nashville chapter agreed to seek a release from the production company so that country music awards can be televised locally in Nashville. Under an existing contract, no other telecast of Grammy awards can be made except the national event.

If a release is obtained, the project will be submitted to all three local TV stations, the directors agreed. The local award show would be staged next year at a country club with more available seating, it was also decided.

The last show, held at the Carousel Club, which seats 300, was badly crowded with many turned away. Co-chairmen for planning the 1966 awards show are Arnold and Owen Bradley, head of Decca's Nashville operation.

The directors also voted to undertake a study with the view

of sponsoring a college course which would teach all facets of the recording industry, similar to the course sponsored at UCLA by the Los Angeles chapter. On the study committee are Arnold, Denny, Bradley and Wesley Rose, president of Acuff-Rose Publications, Inc.

MGM Appoints Irv Stimler

NEW YORK—Irv Stimler has been appointed director of branch operations for MGM Records, it was announced by Mort L. Nasatir, president. Nasatir stated the move is in line with the label's rapidly expanding sales picture.

Stimler will oversee all aspects of business for MGM's three branch distribution operations in New York, Chicago and Los Angeles, and all branch managers will report to him. Stimler has already left for a field trip to the three cities to study marketing conditions serviced by the MGM branches. Nasatir stated that the Stimler appointment brings to a conclusion all changes in the branch area for MGM. He added that it would be Stimler's function and responsibility to see that "strong and tight coordination exists between the branches and their customers on one hand, and the branches and MGM's New York headquarters on the other."

Stimler will also seek new lines for distribution and will strengthen communication between the branches and non-MGM lines.

Davis to RCA

NEW YORK — RCA Victor has added Danny Davis to its a&r staff. For the past several years Davis had been with MGM Records a&r department.

CAP. TO ISSUE 8 YULE LP'S

HOLLYWOOD — Capitol releases eight Christmas packages Monday (4). The albums are by Tennessee Ernie Ford, Buck Owens, the Hollyridge Strings, Peggy Lee, Eddie Dunstetter, Dean Martin, St. Paul Children's Choir and Little Dublin Singers on the Capitol of the World line.



AT CLUB LAUREL, CHICAGO, Mercury Records Vice-President of Sales Ken Myers (left) has just presented RIAA plaque to the Platters for certified \$1 million-seller, "More Encore of Golden Hits Albums." Betty Jackson and Nate Nelson, of the Platters, are in the photo. Not in picture are Platter members Herb Reid, Sonny Turner, Nelson and Dave Lynch.

Dealers Get Decca's October-Yule Plan

NEW YORK—Decca Records has mapped out a dealer incentive program for its Christmas product. The program, which runs through October, is based upon the company's entire Christmas catalog of LP's and extended play sets, plus this year's addition of three new Christmas LP's and a best-selling Yule set available for the first time in enhanced stereo.

Artists featured in the new Christmas packages are Burl Ives, Earl Grant and organist Frederick Swann, making his Decca debut. Along with these new releases, Coral Records, for the first time, has enhanced for stereo one of the all-time best-selling Yule sets, "Merry Christmas" by Lawrence Welk. This set was available only in monaural up to this year.

Top Names Included

The program will also include the Decca-Coral-Brunswick complete Christmas catalog of LP's and extended play sets. Represented are such top name artists as Bing Crosby, Brenda Lee, Bert Kaempfert, Guy Lombardo, Sammy Kaye, Kitty Wells, Fred Waring, Ethel Smith, Columbus Boys Choir

and Lorreta Young. The Crosby set, "Merry Christmas," is the Christmas merchandise racks up top sales each year.

As a special feature of the October program, the company is including Johnny Wright's first Decca LP, "Hello, Vietnam." Wright's single record of the song is currently one of the top sellers in the country field.

Along with the October incentive plan, point-of-sale merchandising aids in the form of full-color mounted lithos, spotlighting the Christmas product, are now available to the dealer for in-store and window display from the local Decca branches. A schedule of trade and consumer advertising and promotion has been set to support the promotion.

Arnold Will Head WJRZ's Live Disk Talent Jamboree

NEWARK — WJRZ, which went to a country music format Sept. 15, has slated its first big live record talent show for Nov. 12. The headliner of the stage-show will be Eddy Arnold. The show will be held at the Masque Theater here, which seats about 3,000.

As of Friday (1), other artists had not been lined up for the show, but with the record industry keeping a close eye on the situation, no difficulty is expected in securing talent. Arnold, an RCA Victor Records artist, is an extremely important headliner. His records have been big sellers on both country music and popular music charts.

The radio station, which beams into New York City, has

picked up extra billings in the past couple of weeks, though these weren't directly attributable to its new country format. Hooper or Pulse rating—which could influence advertising—reportedly won't be available until about December because accurate logical ratings are difficult to manage during broadcasts of the World Series baseball games.

The first contest promotion of the radio station, a find-the-hat venture, revealed that audiences in five States are listening in New York, New Jersey, Massachusetts, Connecticut and Pennsylvania. Monday (4) WJRZ begins a "country metropolitan survey" of its own to find out what stations its listeners once listened to.

CLUB REVIEW

Eydie 'Gourmet' Serves Up Zippy, Zestful Flavorings

NEW YORK — Eydie Gorme is a happy girl. It's a happiness of being a girl, a wife (Mrs. Steve Lawrence), a mother, (two sons), and a singer. She bubbles over with a joy that's quite contagious and the opening night audience at the Copacabana, where she began a two-week engagement last Thursday (30), got caught up in her warm glow.

In addition to her winning stage deportment, Miss Gorme has lots of songmanship going for her. Her range is broad enough to take hold of such items as a zippy "Just One of Those Things," a dirge-like "Sunrise, Sunset," a mournful "I've Got a Right to Sing the Blues" and a romantic "My Funny Valentine" and makes them work for her and the audience as well. With that kind of repertoire control, it is no wonder she rolls along successfully as a potent disk artist for Columbia Records.

She makes a big deal of her Copacabana presentation. The club's

orchestra is enlarged to include a smooth string section and a lively rhythm combo all under the deft direction of her long-time arranger-conductor Joe Gurccie. He directs the musical traffic with a sure hand and leaves the road wide open for Miss Gorme to barrel through. She does a solid 50-minute set with only a brief breather of some homey chit-chat about life with Lawrence and her children. It's family-type stuff that the friendly Copacabana crowd eats up and gives her the rest she needs for a bang-up closing segment—which, in the long run, is what counts.

The homey-family touch was played to the hilt at the end of her regular set when her husband show-crashed. During the Mr. and Mrs. bickering, plugs for his CBS-TV show were neatly sneaked in but it was all in fun as was their duet on "Darn It Baby, It's Love." It was a happy windup for them and the opening-nighters.

MIKE GROSS

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ON COLUMBIA RECORDS 

DRAWS CROWDS, CONTROVERSY

'65 Hi-Fi Music Show Opens With Scheduled, Unscheduled Sounds

By CLAUDE HALL

NEW YORK—The 1965 New York High Fidelity Music Show opened Wednesday (29) featuring more than 60 manufacturers of equipment and presentations by several record companies, including Columbia, Capitol, Angel and London. Two labels, Mercury and MGM, had been billed for the annual trade show, but had

to pass up the opportunity because of what was referred to as "lack of organization on the part of the show."

Several exhibitors Thursday evening said the audience level was below their expectations and placed the blame on the current newspaper strike here. Allen H. Steckler at the London Records display said, however, that crowds had been very good

both Wednesday and Thursday. Leonard Small of RCA Victor's magnetic Tape Products division, said the attendance had been not only good, but enthusiastic. RCA Victor had displays on two floors. Columbia Records was presenting a "Stereo-Vision-Show" several times daily in an auditorium—the same presentation, according to Bob Altschuler, Columbia Records public relations chief, as was presented to distributors at the label's sales convention in Florida last July. The show is a blending of sight and sound to show how Columbia packages and sells its songs on record. A similar show was held for the music fraternity Tuesday (21). Many of the product display rooms were crowded Thursday evening.

MGM Records did not display at the trade show because it wasn't notified until Monday. Publicity chief Sol Handwerker said that it proved impossible to set up product and staff a presentation in only two days.

Other Troubles

Other troubles developed, too, it seems. Although the space was offered free to record companies, one label executive said that the trade show people demanded he use an official show decorator, a carpenter and a carpenter's helper. "The total cost would have come to more than \$400 for just those incidentals. The cost of staffing the display booth would have been extra." He criticized the show for lack of organization so far as record companies were concerned.

Marty Hoffman of the Mercury-Philips combine said that not only was he requested late to provide a classical artist for the show, "but they couldn't tell us what they wanted the classical artist to do... perform or what. It so happens that none of our classical artists were in town at the moment, though we could have flown one if for a definite purpose."

Label Irritated

One thing that irritated the label, however, is the stipulation that the trade show would allow them to give out pamphlets and literature, but if they wanted to play music they would have to use product of an exhibitor. "We wouldn't be allowed to bring in a Philips product," said Hoffman. This

Strike Makes Slight Dent on Disk Sales

NEW YORK—Although the newspaper strike here has caused a drop in retail sales, most retail outlets are relying upon reputation and promotion ingenuity to offset the loss. Samuel Stolen, general manager

of all of the Sam Goody stores, said, "Yes, we're affected somewhat by the newspaper strike. It's too early yet to tell how much." The discount chain advertises mainly in the New York Sunday Times. As of Friday, they'd missed two weekends of advertising. "We would have been better off if we'd had it," he said.

David Rothfeld, record buyer for the 39 E. J. Korvette discount department stores, said strike had "a little effect on sales, but we've a strong reputation for values so customers are still coming in."

At the Record Hunter record store, record buyer Curt Schott said his store was running all kinds of specials to offset the loss of newspaper advertising. "We're also using our display window as sort of a newspaper to promote the specials. If one thing doesn't work well, we try another. So we aren't suffering too much, mostly because of the store's location... a lot of people pass by our display window during a day's time." He said specials helped the store through the last newspaper strike rather well.

Record buyer for the Liberty Music Shop chain Gene Brigati said record sales were holding up okay, though other goods may have fallen somewhat. He said the chain was using in-store promotions to counter the lack of newspaper advertising.

The Colony Record Store reported steady sales. The reason, according to partner Sid Turk, is that "we've never been in the discount business, which depends on newspaper advertising."

Wyatt Gets L.A. Columbia Post

NEW YORK — Paul Wyatt has been appointed sales manager of Columbia Records' Studio in Los Angeles. In his new post, Wyatt will be responsible to Kenneth Raine, vice-president of recording operations, for conducting the sale of studio time. In addition he will master and edit for the expanding Los Angeles studios.

Columbia's new eight, four, three, two and single-track facilities are expected to be completed some time in November. Wyatt noted that existing eight-track facilities at Columbia will also be available for independent recording aid for mastering and editing services. He pointed out that the Columbia studios are equipped to handle all recordings "from a single to a symphonic orchestra." Wyatt previously represented the firm in studio sales in Chicago and Los Angeles. Prior to joining Columbia in 1964 he served as vice-president of Standard Record Pressing Co. of Nashville. From 1958 to 1963 he was a&r manager for Capitol's Nashville operations.

Columbia's Streisand Pitch Is Hitting All the Bases

NEW YORK—October is "Barbra Streisand Month" at Columbia Records. In conjunction with CBS-TV's rerun of "My Name is Barbra," scheduled for Oct. 20, Columbia will release the singer's new LP, "My Name is Barbra, Two..."

For the October drive, Columbia has planned a major advertising and promotion campaign. Full-page ads for Miss Streisand's best-selling albums will be placed in TV Guide and Esquire. The company will also sponsor saturation radio spots in 30 major markets in co-operation with Chemstrand Co. (a division of Monsanto Co.), sponsor of the TV special.

To use for display purposes, retailers will be supplied with 38-inch die-cuts and window

streamers, and pre-pack counter browsers which will hold 15 monaural and 15 stereo albums. In addition, Columbia will provide 800 transportation display locations with four-sheet posters that draw attention to Miss Streisand's new album and to the TV show.

As a special feature, Columbia will offer radio stations an opportunity to replenish their libraries of Streisand albums. Promotion copies of the singer's best-selling LP's will be sold to radio stations for \$1.

The singer's latest single, "He Touched Me," was released last week and is beginning to move up the charts. To date, Miss Streisand has been awarded four Gold Records for her albums.

Cap. Launches Bonus Plan

HOLLYWOOD—The problem of instilling interest in selling catalog albums has been attacked by Capitol through a newly developed 10 per cent discount on 50 best sellers.

The product receiving a 10 per cent rake-off on top of any regular discount is called the

"Buyers' Bonus Series." Capitol says this catalog program will be a permanent policy fixture, with additional LP's added to the series. The albums carry a double prefix—TT for mono, ST, duophonic and STT for stereo.

Two new albums by the King Family and Dean Martin are among the first 50 discounted products. Other artists included are Duke Ellington, Nelson Riddle, Vic Damone and Keely Smith, who along with the Kings and Martin are now in the Warner Bros.-Reprise family; Johnny Rivers (now with Imperial), Miles Davis (with Columbia), Jack Jones (with Kapp), the Kingston Trio (with Decca) and Judy Garland. Musical categories cover country and western, Hawaiian, teen topics, light opera and jazz.

The label hopes this program will entice rack jobbers to stock more of this product.

Gayles to Atlantic

NEW YORK—Juggy Gayles has joined Atlantic Records, where he'll be in charge of TV co-ordination and album promotion. Gayles, a veteran music publisher who segued into the disk business, was formerly with 20th Century-Fox Records in charge of promotion, and before that with Time Records in the same capacity.

Gayles will contact distributors and disk jockeys for Atlantic-Atco product, including Stax, Volt, Dial and all other labels handled by the firm.

Western Tape Distributors Roll Into Auto Cartridge Avenues

LOS ANGELES—Western Tape Distributors, which calls itself a distributor-racker-one-stop, opens a branch here Oct. 15 to sell auto stereo cartridges and reel-to-reel merchandise. The San Francisco-headquartered company has been in business nine months and has opened outlets in Seattle and Denver.

President Mike Daniel told Billboard his firm covers five sales outlets: record shops, photo stores, high fidelity component stores, discount houses and department stores. Daniel claims his company is the country's only total tape rack jobber.

Western represents the following lines: Scotch, Music Tapes, Stereo Tapes, ITC, Everest, Ampex, Stereo Fidelity, Greentree, TDC and Transit Play.

Begin Soliciting

The burgeoning automobile cartridge field is the latest avenue Western is entering. The company's San Francisco office has begun soliciting accounts for the Lear eight-track cartridge, Daniel said here last week before flying North. Daniel revealed he was "test marketing" the Northern California area to gauge interest for automobile tape products. His salesmen have signed 17 Ford dealers for the Lear cartridge in Northern California in one week, he said. Western will begin soliciting Ford dealers in Southern California once the L.A.

office-warehouse is opened on Pico Boulevard.

Western also distributes the Autosonic, a car playback unit by Martel Electronics, Daniel added. This unit sells for \$99.95 and is to be introduced at the New York Hi Fi Show. It plugs into the car's cigaret lighter and the housing includes speakers and playback equipment which rests on the floor of the auto.

May Consider Expansion

If the company makes a success out of serving the West, it would consider expanding eastward, Daniel said. "We run our three operations under the same letterhead."

"We're trying to approach this business differently from record distributors who set up separate companies which have many overlapping functions."

The young executive, with 10 years in the music business, notably with Cal Racks and C.&C. Distributors in San Francisco, points to the lackadaisical attitude of record dealers in the past over accepting new products. He warns record dealers they stand to lose the tape cartridge business just like they abdicated selling reel-to-reel tape to photo and hi-fi stores.

When Western enters a market, it provides its customers with complete inventory control and order service forms. All tapes are prepriced and ticketed.

The dealer mails back the ticket for restocking. Western claims it services a reorder request within 48 hours, providing the purchaser with quick service. "This is what creates a loyal customer for a dealer," said Daniel.

The company builds its own stereo tape centers for displaying merchandise. Small white vinyl cards break down material by category.

Tape Sales Surging

In Northern California, such Western clients as Macys and the Emporium as well as White Front are now selling more tape than ever before, Daniel boasts. San Francisco's Skinner-Hirsh & Hay sells more tape in one week, Daniel points out, than it sold in an entire month.

Price cutting and transshipping are not problems in the tape field. Since Western is the exclusive distributor for many lines, its competition has to buy from it. "It's a onzy-twozy business now," Daniel said wryly. Yet this onzy-twozy business in Los Angeles will account for sales of \$1 million next year, Daniel predicts. This figure includes the virginal area of home video tape recorders which Western will also handle. "We feel it's our job to popularize all types of tapes. Mass distribution of video tape will eventually bring its price down."

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Chess 'Withdraws' Argo Name

By RAY BRACK

CHICAGO—Chess Producing Corp.'s Argo label has adopted the name "Cadet" effective today (Oct. 4) to eliminate conflicting identification with British Decca's Argo subsidiary.

The name change — which creates an alliterative Chess-Checker-Cadet corporate trinity — has come about after several

months of negotiations by company Vice-President Marshall Chess with British Decca. The talks were described as "amiable," and it was stressed that Chicago Argo voluntarily relinquished the trade-mark.

Chess Producing Corp. officials also announced that the company will not exercise its option to utilize an Argo/Cadet identification during a three-year

"selling off" period granted under terms of the agreement with the British firm. The Chicago firm intends instead to issue all product under the Cadet brand name only and will launch "an extensive promotional and advertising campaign in trade areas and in the general press to insure immediate identification with the Cadet trade-mark."

Solidly Established

Organized by Leonard and Phil Chess 10 years ago as a jazz adjunct to their Chess and Checker labels, the Chicago Argo has become solidly established in domestic and foreign markets. Strong public acceptance of the label's album and single releases of the Ramsey Lewis Trio's "The 'In' Crowd" has made the Argo brand name a fixture at the top of industry charts for a number of consecutive weeks prior to the name-change announcement. Sales for the company during the first half of 1965 topped all previous

(Continued on page 10)

GROOMS YOUNG PRODUCERS

Koppelman-Rubin in Independent Venture

NEW YORK — Young independent record producers are being groomed by established indie disk producing firms. This industry development has come about to fit the growing needs of the disk manufacturers who are on a constant lookout for outsiders with ready-to-release records.

In the vanguard of firms who are nurturing young producers within their own organization are Koppelman-Rubin Associates. The firm, established by Charles Koppelman and Don Rubin only three months ago, already has a string of disk clicks to its credit and has worked out several important ties with major labels. On the heels of a recent promotion deal with Mercury to develop new talent and record established artists already on Mercury, Fontana, Philips, Smash and Blue Rock, a deal was set last week with Columbia Records by Koppelman-Rubin for two new artists.

Trend Toward Spread

The Koppelman-Rubin setup is viewed in the trade as an inevitable step in the trend toward the spread of creative production organizations. While it becomes increasingly difficult for the small company to compete against the major's ad budgets, publicity outlays and sales and promotion staffs, it is conversely difficult for the big companies to maintain a fluid enough artist and repertoire staff that can stay on top of each new trend in teen taste. The answer seems to be the kind of "under one roof" organization of writers-producers supplying material to big record firms who in turn supply hefty exploitation for the disks produced by firms like Koppelman-Rubin.

In the deal with Columbia, the actual production on only one artist will be done by Koppelman and Rubin. The artist whose recordings they'll personally supervise is singer Suzanne Terry. The other, the Magicians, will be recorded by two new producers, Art Polhemus and Bob Wyld, who have been

groomed to produce disks on their own.

The technique is already providing a plus for the operation, which also houses two music publishing firms: Chardon and Faithful Virtue. The first Koppelman-Rubin release was "Do You Believe in Magic," by the Lovin' Spoonful on the Kama Sutra label. It is currently riding high on the "Hot 100" chart. The record was billed "A Product of Koppelman-Rubin Associates, produced by Eric Jacobsen."

Two others that have attracted trade attention and are beginning to pick up sales action are "The Pied Pipers," by the Chanin' Times, produced under the Koppelman-Rubin banner by Art Kornfeld and Steve Duboff for Philips, and "You're So Right for Me," by the Jades, produced for MGM by Joe Wissert. The legend on the record label also read, "A product of Koppelman-Rubin Associates."

Currently the firm has signed agreements with a number of record companies to produce a total of 50 records within the next eight months. Many of these sessions will be supervised by Koppelman & Rubin and handled by young and as yet unknown producers who are being developed by the firm.

Works on 2 Artists

Eric Jacobsen, who produced the successful disk by the Lovin' Spoonful, is now working on a group called the Strangers and on Tim Hardin, a new vocalist. The firm hasn't yet decided on the label to showcase these new artists.

Joe Wissert has just finished cutting the Jades for MGM and is now undertaking new projects.

A result of the firm's intensive record production activity is the enhancement of its music publishing catalog and the buildup of a strong personal management subsidiary. Koppelman & Rubin plan to bring in people to run both the publishing and management divisions.

Colpix Enters Protest Field

HOLLYWOOD—Colpix has secured its first protest lyric disk, "The Willing Conscript," as General Manager Bud Katzel initiates relationships with independent producers. The single features Lauren St. Davis.

Katzel says the song was written during the Civil War, rewritten during World War I and most recently updated by Bob Krasnow and Sam Ashe. Screen Gems Music, the company's publishing wing, is tracing the song's history, Katzel said.

Katzel's second single is "You Got the Gamma Goochee" by an artist with that unusual stage name. The record is a Screen Gems production and was in the house when Katzel arrived one month ago.

The executive said he was expressly looking for material for two contract artists, David Jones and Hoyt Axton. The company is also working on getting Axton a role in a television series, "Camp Runamuck."

THE JAZZ BEAT

By ELIOT TIEGEL

In the nation's capital, says guitarist-club owner Charlie Byrd, one good snowstorm can put you out of business. In fact, there is actually a case of a nightclub booking a major act and getting "snowed out of business" after two consecutive nights of bad weather, Byrd recalled during a recent trip to the West Coast.

Byrd is one of the chief stockholders in the Showboat Lounge, currently in its eighth year as a leading jazz spot in Washington. His partner is Pete Lambros, who handles the booking end of things.

Byrd believes that too many jazz clubs go down the tube because the owners do stupid things. They don't know how to book talent and never back up their acts with strong advertising, he says. "Too many acts are asking too much money. Too many people are asking \$4,000 a week, and they aren't doing that much business." There are club owners who continually book certain big name artists at top dollar whose erratic behavior patterns allow them to disappear on Friday nights and hurt the gross. "These people are still booked because they do good business when they are on the stand."

Byrd has the impression that most jazz clubs "try to get acts that will draw a maximum crowd with a minimum of advertising." The unamplified guitarist, whose first LP for Columbia is "Brazilian Byrd," describes his hometown as a place with established club outlets and a growing ability for local, unknown acts to perform in neighboring areas. Byrd cites the Georgetown area as a developing spot for entertainment. Groups play for scale and gain experience, but nothing really happens until they land on records and get a hit.

Disk jockey Felix Grant of WMAL is credited by Byrd as being a powerful influencer on the jazz audience. "There's a rule of thumb that if Felix plays a record, the act will do well in Washington," Byrd said. "You wouldn't believe how strong Mose Allison is. He's been playing our club seven years and has built a strong following."

Clubs in the Georgetown area which are presenting jazz are Blues Alley owned by musician Tommy Gwaltney (swing era music by Maxine Sullivan, Billy Butterfield and Toots Thielman), the Cellar Door, (jazz-folk-comedy), the Red Coach Inn, owned by Bill Potts, and such piano bars as the Cafe Lounge, Dupont Circle and Anna Marias. The Howard University Theater in the Washington area plays such acts as Count Basie and Ray Charles. Fell Brothers' Carter Baron Amphitheater in Rock Creek Park offers four weeks of jazz during the summer and plays top acts like Louis Armstrong, Ella Fitzgerald, Dave Brubeck, Stan Getz and Byrd himself. The acts are booked into the 4,500-seater for seven nights.

The Showboat Lounge is just off the downtown area, Charlie noted. Dizzy Gillespie, Oscar Peterson, Teddy Wilson, Vince Guaraldi have all played there. Walk-in business is negligible, he explains, "and this is good because you get enough interested people to comprise a good audience. The Lounge's key competition for the jazz buck is the Caverns, subtitled "Soul Home of Soul Jazz." Tom Tailor is the manager and the club plays Cannonball- Monk-Coltrane.

"Washington is a very transient town which is reflected in the audiences. But there are a lot of jazz fans in the diplomatic corps," Byrd notes.

The Showboat charges \$1-\$2 on weekends. There is no minimum. What surprises Byrd is the large amount of family business, including kids attending shows with their parents. Charlie plays his own club around 20 weeks, allowing other time for concerts in the East and his annual trip to the Coast to play three rooms: the Penthouse in Seattle, Matador in San Francisco and the Manne Hole in Hollywood. Byrd says San Francisco is similar to New Orleans and Las Vegas in that it has one entertainment strip.

One advantage Byrd feels he has is the guitar's current renaissance. True the majority of interest is by teen-agers eager to play rock 'n' roll chords on amplified models. But Byrd feels this interest rubs off on him. He believes there is already a resurgence of interest in the unamplified guitar. In his recent Manne Hole appearance with his trio, we observed hushed crowds capturing his every note. Byrd combines the classics with jazz, his lightening finger runs enabling him to switch playing melody from one hand to the other. He has been playing classical guitar since 1946. Among the two LP's in the can for Columbia are a straight jazz trio package and an all Villa-Lobos album. "Villa-Lobos knew how to make the guitar sound fat," the affable guitarist answered.

The problem for a guitarist in personal appearances is catching and retaining attention with an instrument with limitations. Talking runs roughshod over the instrument. Byrd picks his opening numbers for their capability to show the audience the guitar's total ability. "I want something that will show them rhythmic surge, volume and the many colors I'll be using in other things. I want to get my audience involved in a mental exercise—have them go through with me what I'm doing and feel good for doing it."

"Jazz kind of depends on fun. Kids get it from the Beatles. If you can include fun with art that's great. When jazz gets away from fun, something's missing." A perfect example of Charlie having fun is to listen to his hillbillyish interpretation of the Dixieland evergreen "Limehouse Blues."

SOLOS: WBUR, the FM voice of Boston University, has begun airing "Just Jazz" with host Ed Beach, regularly presented over WRVR, the Riverside Church's station in Manhattan. The show is heard both from 7-9 a.m. and from 6-8 p.m. in New York. The Boston station has slotted the show evenings, reports Billboard's Cameron Dewar. . . . Dizzy Gillespie and sidekick James Moody played a 10-day stand at the Chicago Playboy Club, the first major name artists playing the arena in some time. Chicago's other jazz-oriented clubs are the London House, Mister Kelly's, Velvet Swing, Mother Blues, Plugged Nickle and Scotch Mist, according to reader Vince Hovanec. . . . Duke Ellington and orchestra performed a concert of his own sacred music at San Francisco's Grace Episcopal Cathedral Sept. 16, but the acoustics killed the presentation. . . . Vince Guaraldi will perform the background music for the half-hour animated "Peanuts" cartoon series on CBS-TV, bowing Dec. 9. . . . Louis Armstrong and cohorts led Disneyland's Dixieland festival Sept. 24-25.

Column items should be mailed to Billboard, 1520 N. Gower Street, Hollywood.

WEAM Show Going First to Santo Domingo

WASHINGTON—The United States Government not only approved a proposed 16-day tour of Vietnam by a live record talent show packaged by radio station WEAM here, but asked the station to take a similar show immediately to Santo Domingo to GI's there.

Vice-president and general manager Harry Averill and program director Bob Parkinson will accompany the artists to Santo Domingo; Parkinson will serve as emcee for the shows. The group will leave Washington for Santo Domingo Oct. 7 and perform nine shows in three days. Transportation is being provided by the military. Lt. Col. R. C. Beasley of the Armed Forces Professional Entertainment office is handling the military side of the arrangements.

The rock 'n' roll radio station was involved in a flurry of activity Thursday and Friday (1) trying to shape up a roster of record talent on short notice. The Vietnam tour is scheduled for the first part of January.

TV Boosts LP By Wild Ones

NEW YORK—Monday night (27) the Wild Ones appeared on the "Steve Lawrence Show" via CBS-TV. By Thursday, United Artists Records had received reorders for the group's album from eight distributors around the nation, including Garmisa Distributors in Chicago, who asked for 1,200. Other distributors in Boston, New Orleans, Newark, New York, Minneapolis, San Francisco and Seattle also asked for more albums—all as a result of the TV exposure, according to the label's director of creative services, Lloyd Leipzig.

The TV show hinged around a performance by the Wild Ones at Arthur's, a discotheque here, where the group performs regularly. Leipzig arranged for the filming of action scenes at Arthur's as well as their TV exposure. The group will also receive coverage in a coming Look magazine article.

CADET CHESS-CHECKER-~~ARGO~~

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



There's a World of Excitement on Cadet

Arts Signing Brings Cheers, a Few Fears

WASHINGTON—Hats were in the air over Federal help to the performing arts as the President signed the Arts-Humanities bill last week—but in Congress, Rep. Bob Wilson (R., Calif.), was fearful of the power vested in the administrator of the Arts funds. The President appoints the major domo for awarding arts funds, and the appointee can make awards of matching moneys to State and local projects without approval of his board of experts.

But during the gala signing of the first bill to make Federal financial subsidy to American arts and artists, there were only cheers, no fears. The President outlined plans for funds to support a National Repertory theater of old and new classics, support for symphony orchestras and commissioning of new works of music by American composers, plus a national opera company and a national ballet, and even an American film institute. No mention was made of either recording or broadcasting arts, which presumably are in no need of Government money, al-

though they are listed as art forms in the bill.

President Johnson said it was time that arts finance got up out of the Federal "basement" where it has languished so many years, while science got all the subsidies. He will ask Congress for nearly \$18 million as a starter for the grants-in-aid program. The bill authorizes, for each of three years, \$21 million for matched funds, half to the arts project, and half to the humanities, studies of man and his origins and his ways.

There has been some grumbling in Congress that the present arts consultant to the President, Roger Stevens, may also be given the job of dispensing the art funds under the new subsidy bill. Presumably, anyone appointed to the high seat of disbursement can approve funds for performances of works in which he has a royalty or some other interest. Representative Wilson, quoting a syndicated columnist, suggested that the Senate keep an eye on this aspect of the program administration.

Lib. Distribs Get Tax Forms

HOLLYWOOD—Liberty Records has provided its distributors with specially prepared forms for processing requests for excise tax refunds.

The distributors will furnish dealers with one form, and rack jobbers and one-stop with other applications. The dealer will fill out two of the three copies provided him and return them to his distributor before Oct. 31. A summary form will be kept by each branch which lists each dealer's name and claim number off the application. These claim applications plus the distributor's summary form must be returned to Liberty's credit manager Irv Kessler by Nov. 15.

In a letter sent to company distributors, Kessler called the processing system a simple one, adding: "Our main and final objective is to see that refunds are made to all dealers and distributors who request them and are entitled to same."

Distributors were told to prepare their own refund claims separately. They will not be required to handle processing or certification for any dealer who buys merchandise from racks or one-stops. A distributor's rack and one-stop customers must process their dealer claims themselves, sending the forms directly to the home office. Any forms received which are not properly prepared will be returned to the sender.

Chess Withdraws Argo Name

• Continued from page 8

six-month totals in the firm's 20-year history.

Recently Chess Producing Corp. began broadening the Argo universe to encompass a wide range of projects other than jazz, but without abdicating interest in jazz.

Commenting on the name change, Argo sales manager Dick LaPalm said, "In an age of mass conformity, individuality is an elusive virtue. Mass production has made possible high standards of quality, but creative individuality and excellence still depend on personal aspects. One's name and reputation should be personal. Cadet is wholly our own and we take pride in what we intend to achieve in its name—as we did with Argo."

Geared to High Standards

LaPalm emphasized the fact that Argo was eager to eliminate the confusion surrounding the name, but added "We are changing only the name of Argo and nothing more. Our products will always be geared to the highest standards of creative individuality and innovation. Under the Cadet name, in fact, we will broaden and supplement the image of the company."

Artists under contract to the Cadet label include the Ramsey Lewis Trio, Ahmad Jamal, Etta James, George Kirby, Jean DuShon, Illinois Jacquet, Lou Donaldson, James Phelps, Bunky Green, James Moody, the Dick Williams' Kids, Martin Yar-

MERCURY TO STAGE SHOW AT COUNTRY FEST

NASHVILLE—Mercury Records and two subsidiary labels, Philips and Smash, will present their "1965 Country Music Spectacular" for delegates to the Country Music Festival at 11:30 p.m., Oct. 21.

The show, which was staged at the Hermitage Hotel last year, will be at the Tennessee Theater this time, and will follow the BMI Awards Banquet. Stars who will be presented:

Larry and Cathy Barnes, Pete Drake, Roy Drusky, Jerry Lee Lewis, Priscilla Mitchell, Charlie Rich, John Richborough, Johnny Sea, Jerry Wallace, Faron Young. Mercury will record the show and later release an album from it.

A hospitality hour after the show for delegates to meet the artists will be in suite 208-09 at the Hermitage.

Liberty Using Different Twist

HOLLYWOOD — Three albums in Liberty's fall program, part two, are getting an extra-curricular touch. "Red Skelton Conducts," the comic's debuting orchestral package, is being mailed to major city TV editors.

Actor Tommy Steele's debut, "Half a Sixpence," is being mailed to top drama editors, and Johnny Mann's "Roses and Rainbows" LP is being sent to key florists.

The label claims additional exposure success through florists who received Vic Dana's "Red Roses" package. Six albums comprise the release.

Vee Jay Issuing 13-LP Offering

HOLLYWOOD — Vee Jay Records will soon release 13 albums covering pop-jazz-blues and gospel categories. The package is headed by a Four Seasons LP, part of the terms agreed upon by Vee Jay and Philips when the quartet joined the latter company last year.

Although the company has trimmed its staff considerably in the past six months, the label appears to be staying on the Coast. There have been reports that Ewart Abner, who returned to the fold during the summer replacing Randall Wood, and its owners, the Brackens, would switch the company back to its Chicago origination.

Rodgers Waxes Record for Dot

NASHVILLE—Jimmie Rodgers, who hit the top several years ago with hits such as "Honeycomb" and "Kisses Sweeter Than Wine," recorded in Nashville last week, hoping for another smash that would put him back on top.

The sessions were at the Fred Foster studio for Dot Records. Rodgers had a good thing going for him: The 12 songs he recorded for an album, with a single to come from the group, were written and directed by top composers Boudleaux and Felice Bryant of Nashville.

borough, the Three Souls and Gene Shaw.

Chess Producing Corp. officials reported that extensive legal preparation went into the name change in order to insure permanence and exclusivity.

ASCAP COUNSEL DECRIES SATELLITE COPYRIT GAP

NEW YORK—Leon Kellman, American Guild of Authors and Composers counsel, has come up with still another reason why composers and lyricists need better and longer protection for their works—the space satellites. The space satellites transmit songs from one nation to another as well as furnish earthlings with weather data and atmospheric readings.

In the August issue of the American Bar Association Journal, Kellman, in an article, "Life Plus Fifty in American Copyright Law," argued that the U. S. lags behind much of the world in protecting creative work for longer periods of time which is both unjust and internationally ridiculous.

He stated: "It does not make for good international relations between this country and another country, when the works of our authors are given protection there, long after the protection accorded to the work of their nationals has expired here."

"Today the very usage of a copyright work can be simultaneously international, as by means of communication satellites which instantaneously transmit the sights and sounds of a copyrighted composition throughout the world."

Reizner Sets Up Release Of European Acts in U. S.

CHICAGO — Mercury Record Productions, Inc., import co-ordinator Lou Reizner returned last week from a one-month tour of Germany, France, Italy, Spain, Holland and Great Britain with ideas for release of several European acts in the U. S.

After assisting in the preparation of the third Horst Jankowski single, "Heidi" (scheduled for release this week), Reizner talked to Philips' pop producer Siegfried Loch about releasing the Rattles, Paul Nero, the Blue Sounds, the Retreads and Sonny Boy Williamson and the Yardbirds in the U. S.

Huddling with French executives, he negotiated the U. S.

release of "The Four Seasons in Jazz," (adaptation of the Vivaldi work) and possible entry of Paul Muriat albums.

Luis Bravo, it was decided in a Reizner meeting with Phonogram executives in Milan, will represent the U. S. Mercury combine at the San Remo Festival in February 1966.

In Spain, Reizner secured some material by Los Snor (a pop group) for U. S. release, and auditioned a trio of girl singers while in Holland.

Calling on EMI, Pye and Philips while in London, Reizner discussed the release here of the Profile, Ronnie Carrol, the Four Pennies and other acts.

Best Files \$8 Million Suit

NEW YORK—Peter Best, one of the original Beatles, has filed an \$8 million libel and slander suit against the Beatles and Ringo Starr in New York Supreme Court. Basis of the suit is an article which appeared in the February issue of Playboy. According to the complaint, the article contained quotes at-

tributed to Starr which allegedly hindered Best in gaining employment and damaged his career.

A similar suit was filed in the United Kingdom (Billboard, Sept. 25). The British suit also charged Brian Epstein, the Beatles' manager, with break of contract.

Barry Goldberg, who represents Best in the U. S. action, said that further legal action will be taken against Epstein in the U. S.

Best was in New York Thursday (30) for a press conference. With him were Dave Rolnick, his manager; Goldberg, and Bob Gallo, who produced a Best single released by Mr. Maestro. The label is owned by Rolnick.

At the press conference, Best charged that he had received no royalty money from records released by the Beatles while he was a member of the group.

Best said that he recorded 25 records with the Beatles before he was replaced by Starr in 1963.

Rolnick is arranging a U. S. tour for the British artist.

Botsford From Vox to Caedmon

NEW YORK — Ward Botsford, a 14-year veteran of Vox Records and sales chief of the label, has resigned to accept a berth as production director for Caedmon Records, the spoken words label.

Botsford, who began his new assignment Monday (4), was responsible for the creation of Turnabout Records at Vox. The budget classical label, established four months ago, is now firmly established in its field.

Bob Carey Named By Folk Trails

NEW YORK — Bob Carey, folk singer and a member of the original Tarriers, has been named professional manager of Folk Trails, a division of Melody Trails, which is part of the Richmond Organization.

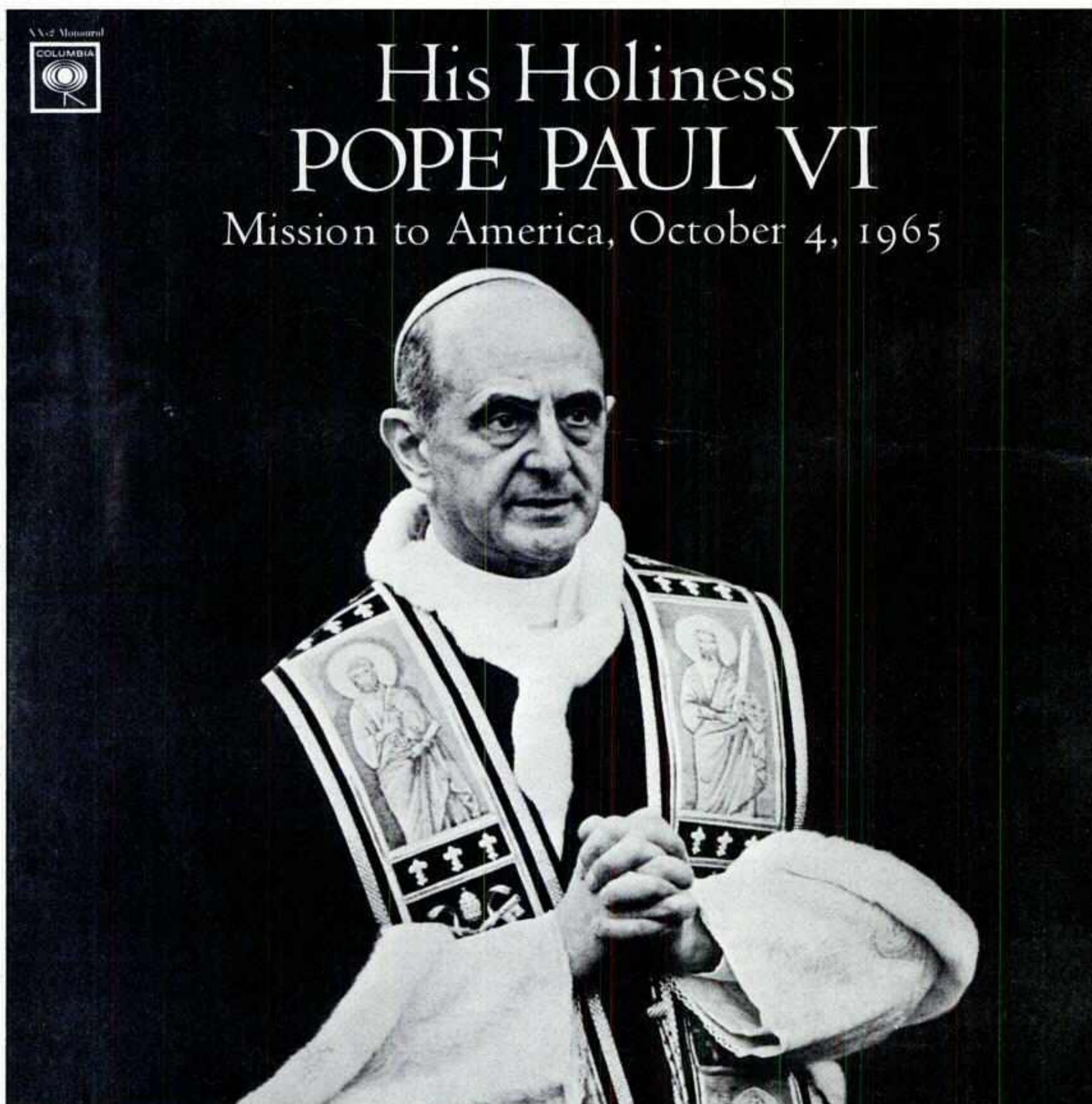
Carey's appointment reflects the publisher's growing involvement with folk music. He will service record companies with songs from such writers as Shel Silverman, Mike Settle, Dick Weissman, Gil Turner and Jim Freidman.

He will also introduce folk songs currently recorded in the United Kingdom and France. For British material he will work through Essex Music, and for French material he will work through Editions Essex S.A.R.L. Both firms are affiliated with the Richmond Organization.

Joda Inks Levister

NEW YORK—Joda Records has signed Alonzo Levister to a songwriting contract. Levister, a jazz pianist, has written music for TV and has been arranger-orchestrator for the musical, "Kicks and Co."

ORDER IMMEDIATELY



His Holiness
POPE PAUL VI

Mission to America, October 4, 1965

An historic album that includes Pope Paul's message to the United Nations and the Mass for Peace at Yankee Stadium.

Recorded in association with the Archdiocese of New York and the Catholic Center for the United Nations.

COLUMBIA RECORDS 

TAPE CARTRIDGE TIPS

by Larry Finley

By the time this issue of BILLBOARD reaches you, a vast majority of people in the United States will be familiar with the automobile stereo concept because of the tremendous advertising campaign launched by one of the major automotive manufacturers on radio, television and through practically every available printed media.

There is no question that other automotive manufacturers will get on the bandwagon by offering automobile stereo units just as quickly as they can obtain production of sets.

It is estimated that 56 million automobiles will be produced domestically between now and 1970. From all indications it is safe to assume that 30% of the new car buyers will obtain automobile stereo when they purchase their cars. This will amount to a total of approximately 17 million automobile stereo sets (not to forget the home and marine market) between now and 1970.

There are approximately 70 million automobiles on the highway today and, because of the exposure given the automobile stereo sets, we believe it is a conservative estimate that 10% of this figure will have sets installed in their cars.

Add the 7 million sets sold to this market to the 16,800,000 in the new car market, and we have a total of 23,800,000 autos on the highway, each with a stereo set. Figuring that each owner of a set purchases 20 cartridges a year, we now arrive at a total of 476,000,000 cartridges that will be sold between now and 1970.

If we assume that my projections are "way-off," and that I am 75% wrong, it will still amount to over 100 million cartridges.

There is more to the story than just this. If you are interested in sharing in the most revolutionary new entertainment concept since the advent of radio and television, why not contact us.



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.

Livingston, Lear Lock Gears on Cartridge Pay

• Continued from page 1

method which costs us money? What makes it worse is that these payments must go on in perpetuity."

Lear, with his characteristic air of one who enjoys a good scrap, lashed back:

"How cheap can you be? We've invested \$2,500,000 in developing this system. Aren't we entitled something for our efforts?"

Wants Cut-Off Date

"Of course we want him (Lear) to show a return on his investment," Livingston answered, "but how long does our industry have to keep paying for his patents? Why doesn't he give us a cut-off date? Say, after a certain number of cartridges, or after a reasonable period of time, he will turn over the system to the recording industry on a royalty-free basis. Otherwise, the record industry, for the first time in its history, will lose control of the road by which it reaches its customers. Why doesn't Lear continue to collect royalties on his tape playback machine and get his profits on the equipment and not on the cartridge?"

"How dare any record company loan its tremendous catalog to the development of something which may someday become a sledge hammer over our heads?" Livingston asked.

Said Lear: "We've opened a

new market for this industry. This is a market which had not existed before. If Livingston wants to cash in on this market, he should be willing to pay a few pennies for the opportunity."

Lear's Arrangement

Lear's royalty arrangement under attack by Livingston is as follows: The manufacturer pays 15 cents per cartridge for the first 15 million units, 10 cents for the second 15 million, with the price coming down to 5 cents after a total of 30 million have been purchased.

Livingston questioned Lear's "new market" statement. He held that the cartridge won't become a factor until it enters the home. "At that point," he said, "it will start competing with the disk, and a royalty-laden device will begin to supplant the cost-free system."

Lear, however, argued that the disk market "as it is today is but a fraction of what it will be when the cartridge comes into full flower. The number of records one can use is governed to a great extent by the amount of time he is near his playback equipment. When you are driving—for business or pleasure—your turntable is idle. An idle turntable spells unsold records."

Recalling a phrase used by George Marek, RCA Victor Records executive vice-president and general manager, in describing the potential of the

cartridge, Lear said: "This is music for 'people-on-the-go'; whether they're in boats, planes or automobiles, the cartridge allows recordings to accompany them wherever they go."

Other Majors In?

Then, in a cryptic barb aimed at Livingston, Lear indicated that majors other than RCA Victor are embracing his cartridge system: "It's incredible that the one man who championed the cause of standardization of cartridges in automobiles (Billboard, March 20), is now the lone holdout when it comes to accepting our system which is emerging as the automotive industry's standard."

When confronted with the fact that no major label other than RCA Victor has embraced the Lear system, Lear said: "Want to bet?"

While rumors continue to swirl within industry circles that other top majors will soon jump into the cartridge field, the reports have been conflicting. In the meantime, no firm has officially disclosed which path they will follow.

William P. Gallagher, Columbia Records vice-president, told Billboard, "We are watching and evaluating all auto stereo cartridge developments. We have not endorsed any of the existing systems. We will inform the industry of our plans as soon as we are ready to enter the field."

Wexler Burns the European Oil

• Continued from page 1

mind, but because they are the very best of their kind. We have done it in America and I am sure it can be done here," Wexler said.

He said he was optimistic of a breakthrough in the British market indicated by the chart entries of James Brown and Wilson Pickett.

U. S. PRODUCT SEEN FIRING ON ALL CHARTS

NEW YORK—A strengthening of American record product chart-wise in Britain and France—as well as other overseas nations—is forecast by Jerry Wexler, Atlantic Records vice-president and general manager. Wexler, recently returned from a business trip overseas (see separate story), said British record executives, disk jockeys and publishers are foresee a more favorable climate for U. S. product. The great popularity of American blues material is an indication of this already, as is the growing alertness to American sales, Wexler stated. He added that the 1963-1964 period could properly be called "The British Years" in view of the tremendous influence of English songs and artists throughout the music business.

Although a more favorable climate for American product is seen, it is also felt that there will be a continuation of British influence as a major factor in the total music business—and Britain is regarded not only as affecting U. S. a&r philosophy but also that of the Continent.

"I want Joe Tex and Wilson Pickett to visit Britain very soon with a major push behind them to establish them among the top American sellers here."

Deal With Shane

Wexler concluded a deal with Cyril Shane of Shapiro-Bernstein for the handling of the Web IV catalog owned by Atlantic in Britain. In the catalog are all the new compositions by Burt Berns and much of the material he produces for Bang Records.

Berns firmed a deal with Andrew Oldham for the release of Bang product through the British independent producer's Immediate Records firm. Berns said he was satisfied with the way Oldham had pushed the first record given by Bang—the McCoy's "Hang On Sloopy"—straight into the charts and the

Mira Releases

HOLLYWOOD — Randy Wood's Mira Productions is working on developing albums for its Surrey and Mira labels. The company just released eight LP's on its \$1.98 Surrey line and plans eight more by Nov. 1.

Mira's first LP, just released, is "The Barry McGuire Album," featuring material recorded by the vocalist before his New Christy Minstrel days. This package will be followed on Mira in November by a sound LP, "Warren Baker's Hollywood Guitars With Strings and Orchestra."

The company's third label, Mirwood, is competing with two singles: "The Duck" by Jackie Lee and "Blow Your Mind" by the Gas Company. "Greenback Dollar" by McGuire was Mira's initial single. It has been followed by Josh White's "Strange Fruit."

confidence he had in Philip's backing of the Oldham venture.

Wexler then flew to Paris for discussions with Eddie Barclay, concerning similar promotion of the Atlantic product in France. (See separate story). In addition, Wexler planned setting up publishing deals throughout Europe.

Wexler is also understood to have visited informally with Leslie Gould, head of Philips here, and Louis Benjamin, Pye topper, and higher ups at the EMI establishment.

New Mana Studio

HOLLYWOOD, Fla. — The new Mana Production recording studio being constructed here will be one of the largest in this section of the country. The main studio can accommodate 125 musicians and a choral group of 100. Studios are designed as floating shells, and the 23,000-square-foot interior is completely air-conditioned.

Mana will record its Tiara label here, but will continue with publishing and record distribution activities in its Fort Wayne, Ind. headquarters.

Getz's 'Mickey One'

NEW YORK—MGM Records will release a Stan Getz album featuring music from the movie "Mickey One" by Columbia Pictures. The motion picture firm and the label will co-operate on promotion; this includes shipment of the album to Columbia Pictures field representatives who will promote the record with radio stations in connection with advertisements about the film. Special album displays will also be featured in theater lobbies where the film is showing. Distributors are to receive the album next week, along with window streamer displays.

ASCAP PARTY IN NASHVILLE

NASHVILLE—ASCAP's Nashville office will host a cocktail party from 5 to 7 p.m., Oct. 22, at the Capitol Park Inn during the Country Music Festival, Juanita Jones, Nashville manager, said last week. The event is by invitation.

ASCAP will present its country music plaques at that time to publishers and composers who had a song in the country charts for 15 consecutive weeks.

Columbia Press Post to Swaney

LOS ANGELES — Dave Swaney has been named West Coast press and public information manager for Columbia Records. He replaces Bibly James, who recently was promoted to the post of manager of talent acquisition and development for the label on the West Coast.

Swaney was entertainment editor of The Palm Springs (Calif.) Sun and was a radio newsmen with KVI, Seattle.

He will report to Bob Altshuler, Columbia's director of press and public information.

Lou Guarino Goes Out on His Own

NEW YORK—Lou Guarino left World Artists Records last week to form his own record label. He had been general manager of World Artists for the past year and a half.

Guarino hasn't yet decided upon a name for the new label but he says it has narrowed down to a choice between Starstream and Paramount. Guarino is now signing artists and he says he's already got several British artists wrapped up. The new company will have offices in Pittsburgh and Chicago.

Gentrys Score

MEMPHIS—The Gentrys, a group of seven teen-aged college freshmen who have been bubbling under the big time for the past year, have hit it big with their red-hot single, "Keep On Dancing," on MGM.

However, it poses some problems for Ray Brown, of National Artists Attractions, their booking agent. "I can only book them on weekends," he moaned.

Despite their college work, the Gentrys have a back-breaking schedule this month. They filmed for "Hullabaloo" this week (5-7) for airing Oct. 11 and will be on the West Coast Oct. 17 for 10 days to tape for "Shindig" and appear on these other shows: "Lloyd Thaxton Show," "Hollywood Discotheque," "Hollywood A Go-Go," "Shivaree," "She-Bang," "9th Street West," "American Bandstand" and "Scope-A-Tone."

Bell to Stax-Volt

MEMPHIS — Al Bell joins Stax-Volt Records here Oct. 15 as national promotion director. He has been a disk jockey with WEST, Washington; WLOK, Memphis, and KOKY, Little Rock.

Bell will work out of Memphis and visit radio stations and distributors to promote the Stax-Volt line and also his own label, Safice Records, distributed by Stax-Volt.

National distribution for Stax-Volt is handled by Atlantic-Atco.



great new Christmas album in the Kapp Records tradition: songs by The Harry Simeone Chorale.

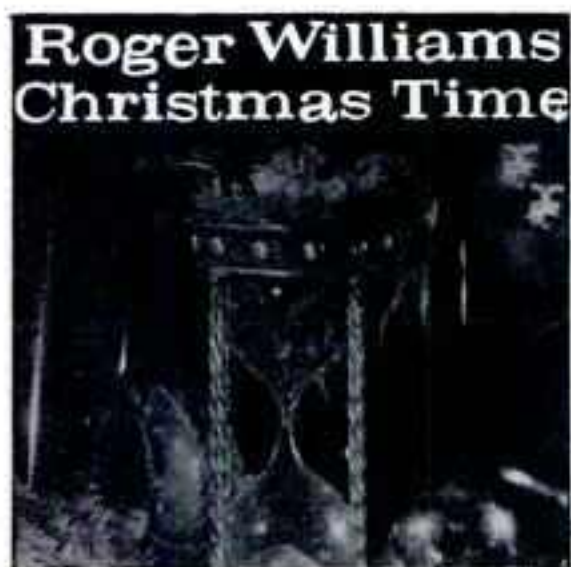
With a new recording of the original "The Little Drummer Boy," and "O Bambino"

plus these other favorites: "Twas The Night Before Christmas," "Mary's Boy Child," "The Carol Of The Bells," "O Christmas Tree," "Christmas Is A Birthday," "Sing Of A Merry Christmas," "What Child Is This," "The Hallelujah Chorus," "The First Christmas Carol"



KL-1450; KS-3450

Giving Kapp albums is a great Christmas tradition.



KL-1164; KS-3048



KL-1399; KS-3399



KL-1444; KS-3444



KL-1368; KS-3368



KL-1154; KS-3037



TOP SELLERS IN TOP MARKETS



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

(TW) THIS WEEK (LW) LAST WEEK

BALTIMORE

TW	LW	ARTIST - SONG
1	12	YESTERDAY—Beatles, Capitol 5498
2	2	HUNGRY FOR LOVE—San Remo Golden Strings, Ric-Tic 104
3	1	UNCHAINED MELODY—Righteous Brothers, Philips 129
4	7	TREAT HER RIGHT—Roy Head, Back Beat 546
5	3	HANG ON SLOOPY—McCoys, Bang 506
6	5	HELP—Beatles, Capitol 5476
7	9	I'M SO THANKFUL—Ikettes, Modern 1011
8	8	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
9	37	A LOVER'S CONCERTO—Toys, DynoVoice, 209
10	6	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
11	30	LOVE (Makes Me Do Foolish Things)—Martha & the Vandellas, Gordy 7045
12	29	I KNEW YOU WHEN—Billy Joe Royal, Columbia 43390
13	32	YOU DON'T HAVE TO SHOP AROUND—Mad Lads, Volt 127
14	34	YOU'RE THE ONE—Vogues, Co & Ce 229
15	28	LIAR, LIAR—Castaways, Soma 1433
16	36	KEEP ON DANCING—Gentry's, MGM 13379
17	17	DAWN OF CORRECTION—Spokesmen, Decca 31884
18	11	MY GIRL SLOOPY—Little Caesar & the Consuls, Mala 512
19	—	RESPECT—Otis Redding, Volt 128
20	23	I'M YOURS—Elvis Presley, RCA Victor 8657
21	24	BABY DON'T GO—Sonny & Cher, Reprise 0392
22	13	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
23	25	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove, Diamond 188
24	—	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
25	10	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
26	27	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
27	40	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
28	4	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
29	18	SWEET BITTER LOVE—Aretha Franklin, Columbia 4333
30	19	LAUGH AT ME—Sonny, Atco 6369
31	20	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
32	14	IT AIN'T ME BABE—Turtles, White Whale 222
33	16	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
34	15	FIRST I LOOK AT THE PURSE—Contours, Gordy 7044
35	—	UNIVERSAL SOLDIER—Donovan, Hickory 1338
36	—	UNIVERSAL SOLDIER—Glen Campbell, Capitol 5504
37	—	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
38	—	RESCUE ME—Fontella Bass, Checker 1120
39	—	AIMY IT TRUE—Andy Williams, Columbia 43338
40	33	IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188

BOSTON

TW	LW	ARTIST - SONG
1	1	YESTERDAY—Beatles, Capitol 5498
2	2	KEEP ON DANCING—Gentry's, MGM 13379
3	3	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
4	6	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
5	5	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
6	12	TREAT HER RIGHT—Roy Head, Back Beat 546
7	9	YOU'RE THE ONE—Vogues, Co & Ce 229
8	8	THE GIRL FROM PETTON PLACE—Dickey Lee, TCF-Hall 111
9	7	HANG ON SLOOPY—McCoys, Bang 506
10	17	LOVER'S CONCERTO—Toys, DynoVoice 209
11	11	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
12	27	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
13	13	YOU WERE ON MY MIND—We Five, A&M 770
14	15	I'M YOURS—Elvis Presley, RCA Victor 8657
15	34	SAY SOMETHING FUNNY—Patty Duke, United Artists 915
16	14	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300
17	20	ACT NATURALLY—Beatles, Capitol 5498
18	—	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
19	25	MOHAIR SAM—Charlie Rich, Smash 1993
20	—	MY TOWN, MY GUY AND ME—Lesley Gore, Mercury 72475
21	4	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
22	18	HEART FULL OF SOUL—Yardbirds, Epic 9823
23	—	1-2-3—Len Barry, Decca 31827
24	16	ARE YOU A BOY OR ARE YOU A GIRL—Barbarians, Laurie 3308
25	14	JUST YOU—Sonny & Cher, Atco 6345
26	26	NOME OF THE BRAVE—Jody Miller, Capitol 5483
27	—	NOT THE LOVIN' KIND—Dino, Desi & Billy, Reprise 0401
28	28	BABY DON'T GO—Sonny & Cher, Reprise 0392
29	10	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
30	—	DAWN OF CORRECTION—Spokesmen, Decca 31884
31	21	RIDE AWAY—Roy Orbison, MGM 13386
32	29	HELP—Beatles, Capitol 5476
33	—	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
34	31	SUMMER NIGHTS—Marianne Faithfull, London 8790
35	37	THERE BUT FOR FORTUNE—Joan Baez, Vanguard 35031
36	23	THE SINGS OF A FAMILY—P. F. Sloan, Dunhill 4007
37	24	HEARTACHES BY THE NUMBER—Johnny Tillotson, MGM 13376
38	28	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
39	—	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove, Diamond 188
40	—	UNIVERSAL SOLDIER—Glen Campbell, Capitol 5504

CHICAGO

TW	LW	ARTIST - SONG
1	4	YESTERDAY—Beatles, Capitol 5498
2	1	HANG ON SLOOPY—McCoys, Bang 506
3	2	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
4	5	YOU WERE ON MY MIND—We Five, A&M 770
5	10	WORLD THROUGH A TEAR—Neil Sedaka, RCA Victor 8637
6	15	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
7	9	ACTION—Freddie Cannon, Warner Bros. 5645
8	23	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
9	6	I GOT YOU BABE—Sonny & Cher, Atco 6359
10	8	IT AIN'T ME BABE—Turtles, White Whale 222
11	11	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
12	26	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
13	13	HELP—Beatles, Capitol 5476
14	12	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
15	29	I'M YOURS—Elvis Presley, RCA Victor 8657
16	16	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
17	18	RESCUE ME—Fontella Bass, Checker 1120
18	7	HEART FULL OF SOUL—Yardbirds, Epic 9823
19	19	TROUBLE WITH A WOMAN—Kip & Ken, Crusader 119
20	17	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
21	3	CATCH US IF YOU CAN—Dave Clark Five, Epic 9823
22	32	YOU CAN'T TAKE IT AWAY—Fred Hughes, Vee Jay 703
23	20	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
24	25	LAUGH AT ME—Sonny, Atco 6369
25	27	BABY DON'T GO—Sonny & Cher, Reprise 0392
26	21	JUST YOU—Sonny & Cher, Atco 6345
27	28	THESE HANDS (Small But Mighty)—Bobby Bland, Duke 385
28	—	LET'S MOVE AND GROOVE (Together)—Johnny Nash, Joda 102
29	—	THINK—Jimmy McCracklin, Imperial 66129
30	30	RESPECT—Otis Redding, Volt 128
31	24	GOT TO FIND A WAY—Herold Burrage, M-Pac 7225
32	—	WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
33	33	YOU'RE THE ONE—Vogues, Co & Ce 229
34	34	TAKE ME IN YOUR ARMS—Kim Weston, Gordy 7046
35	35	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9775
36	40	TREAT HER RIGHT—Roy Head, Back Beat 546
37	39	CARA-LIN—Strangeloves, Bang 508
38	38	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
39	—	SUMMER NIGHTS—Marianne Faithfull, London 8790
40	14	LITTLE MISS SAD—Five Emperors, Freeprot 1001

NEW ORLEANS

TW	LW	ARTIST - SONG
1	9	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
2	11	IN THE MIDDNIGHT HOUR—Wilson Pickett, Atlantic 2289
3	5	HANG ON SLOOPY—McCoys, Bang 506
4	22	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
5	2	UNCHAINED MELODY—Righteous Brothers, Philips 129
6	10	YOU WERE ON MY MIND—We Five, A&M 770
7	18	TREAT HER RIGHT—Roy Head, Back Beat 546
8	6	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
9	29	YESTERDAY—Beatles, Capitol 5498
10	10	RESPECT—Otis Redding, Volt 128
11	3	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
12	25	LET'S DO IT OVER—Joe Simon, Vee Jay 694
13	1	I GOT YOU BABE—Sonny & Cher, Atco 6359
14	4	HELP—Beatles, Capitol 5476
15	32	RESCUE ME—Fontella Bass, Checker 1120
16	—	I'M YOURS—Elvis Presley, RCA Victor 8657
17	8	CROSSROADS OF LOVE—Tony & Tyrone, Columbia 43292
18	7	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
19	21	LAUGH AT ME—Sonny, Atco 6369
20	20	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
21	2	C. C. RIDER—Bobby Powell, Whit 714
22	23	YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
23	26	MOHAIR SAM—Charlie Rich, Smash 1993
24	—	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
25	28	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
26	39	ACTION—Freddie Cannon, Warner Bros. 5645
27	15	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
28	24	TRACKS OF MY TEARS—Miracles, Tamla 54118
29	36	BABY DON'T GO—Sonny & Cher, Reprise 0392
30	30	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
31	12	HOUSTON—Dean Martin, Reprise 0393
32	16	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
33	31	LIAR, LIAR—Castaways, Soma 1433
34	35	NOME OF THE BRAVE—Jody Miller, Capitol 5483
35	40	LADY'S MAN—Uniques, Paula 227
36	—	THESE HANDS (Small But Mighty)—Bobby Bland, Duke 385
37	17	ALL I REALLY WANT TO DO—Cher, Imperial 66114
38	34	ANNIE FANNY—Kingsmen, Wand 189
39	38	HEARTACHES BY THE NUMBER—Johnny Tillotson, MGM 13376
40	37	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009

NEW YORK

TW	LW	ARTIST - SONG
1	6	YESTERDAY—Beatles, Capitol 5498
2	2	HANG ON SLOOPY—McCoys, Bang 506
3	3	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
4	1	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
5	4	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
6	5	YOU WERE ON MY MIND—We Five, A&M 770
7	7	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
8	8	HELP—Beatles, Capitol 5476
9	10	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
10	9	UNCHAINED MELODY—Righteous Brothers, Philips 129
11	11	A LOVER'S CONCERTO—Toys, DynoVoice 209
12	12	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
13	13	BABY DON'T GO—Sonny & Cher, Reprise 0392
14	39	1-2-3—Len Barry, Decca 31827
15	17	IT AIN'T ME BABE—Turtles, White Whale 222
16	14	I GOT YOU BABE—Sonny & Cher, Atco 6359
17	24	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
18	18	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
19	—	THINK—Jimmy McCracklin, Imperial 6129
20	20	TWO DIFFERENT WORLDS—Lenny Welch, Kapp 689
21	21	TOSSING AND TURNING—Ivy League, Cameo 377
22	22	DO YOU BELIEVE I MAGIC—Lovin' Spoonful, Kama Sutra 201
23	25	MOHAIR SAM—Charlie Rich, Smash 1993
24	27	CARA-LIN—Strangeloves, Bang 508
25	28	LIAR, LIAR—Castaways, Soma 1433
26	29	ACTION—Freddie Cannon, Warner Bros. 5645
27	—	TREAT HER RIGHT—Roy Head, Back Beat 546
28	11	WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
29	—	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
30	—	GET OFF OF MY CLOUD—Rolling Stones, London 9792
31	—	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
32	31	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
33	32	RESPECT—Otis Redding, Volt 128
34	—	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
35	15	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
36	—	LET'S HANG ON—4 Seasons, Philips 40317
37	38	LAUGH AT ME—Sonny, Atco 6369
38	—	THE DRIFTER—Ray Pollard, United Artists 916
39	18	BABY I'M YOURS—Barbara Lewis, Atlantic 2283
40	—	SAY SOMETHING FUNNY—Patty Duke, United Artists 915

PHILADELPHIA

TW	LW	ARTIST - SONG
1	2	1-2-3—Len Barry, Decca 31827
2	1	LOVER'S CONCERTO—Toys, DynoVoice 209
3	5	YESTERDAY—Beatles, Capitol 5498
4	4	HANG ON SLOOPY—McCoys, Bang 506
5	10	HUNGRY FOR LOVE—San Remo Golden Strings, Ric-Tic 104
6	7	TREAT HER RIGHT—Roy Head, Back Beat 546
7	6	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
8	8	HELP—Beatles, Capitol 5476
9	3	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
10	9	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
11	12	BABY DON'T GO—Sonny & Cher, Reprise 0392
12	—	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
13	13	YOU WERE ON MY MIND—We Five, A&M 770
14	14	DAWN OF CORRECTION—Spokesmen, Decca 31884
15	16	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
16	38	THE SUN AIN'T GONNA SHINE (Anymore)—Frankie Valli, Smash 1995
17	17	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
18	21	FOR YOUR LOVE—Sam & Bill, Joda 100
19	11	FIRST I LOOK AT THE PURSE—Contours, Gordy 7044
20	—	LET'S HANG ON—4 Seasons, Philips 40317
21	24	TAKE ME IN YOUR ARMS—Kim Weston, Gordy 7046
22	—	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
23	25	I'M A HAPPY MAN—Jive Five, United Artists 853
24	22	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
25	28	ONE HAS MY NAME—Barry Young, Dot 16756
26	27	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
27	—	RESCUE ME—Fontella Bass, Checker 1120
28	15	THE WAY OF LOVE—Kathy Kirby, Parrot 9775
29	—	RESPECT—Otis Redding, Volt 128
30	—	FORGIVE ME—Al Martino, Capitol 5506
31	33	I'M YOURS—Elvis Presley, RCA Victor 8657
32	36	HE TOUCHED ME—Barbra Streisand, Columbia 43403
33	34	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
34	30	JUST YOU—Sonny & Cher, Atco 6345
35	5	I GOT YOU BABE—Sonny & Cher, Atco 6359
36	18	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
37	23	HEART FULL OF SOUL—Yardbirds, Epic 9823
38	31	TRACKS OF MY TEARS—Miracles, Tamla 54118
39	26	CLOSE YOUR EYES—3 Degrees, Swan 4224
40	32	TOSSING AND TURNING—Ivy League, Cameo 377

PITTSBURGH

TW	LW	ARTIST - SONG
1	9	YESTERDAY—Beatles, Capitol 5498
2	3	YOU WERE ON MY MIND—We Five, A&M 770
3	6	HANG ON SLOOPY—McCoys, Bang 506
4	4	BABY DON'T GO—Sonny & Cher, Reprise 0392
5	8	A LOVER'S CONCERTO—Toys, DynoVoice 209
6	7	TREAT HER RIGHT—Roy Head, Back Beat 546
7	2	EYE OF DESTRUCTION—Barry McGuire, Dunhill 4009
8	10	IT AIN'T ME BABE—Turtles, White Whale 222
9	1	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
10	5	YOU'RE THE ONE—Vogues, Co & Ce 229
11	15	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
12	25	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
13	37	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
14	14	LAUGH AT ME—Sonny, Atco 6369
15	—	LIAR, LIAR—Castaways, Soma 1433
16	21	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
17	17	I GOT YOU BABE—Sonny & Cher, Atco 6359
18	12	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
19	16	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
20	20	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove, Diamond 188
21	34	MOHAIR SAM—Charlie Rich, Smash 1993
22	11	HELP—Beatles, Capitol 5476
23	13	ACTION—Freddie Cannon, Warner Bros. 5645
24	18	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
25	19	UNCHAINED MELODY—Righteous Brothers, Philips 129
26	27	I'M YOURS—Elvis Presley, RCA Victor 8657
27	22	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
28	28	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
29	29	NOW NICE IT IS—Billy Stewart, Chess 1941
30	30	RIDE AWAY—Roy Orbison, MGM 13386
31	31	HEART FULL OF SOUL—Yardbirds, Epic 9823
32	32	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
33	33	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
34	34	WITH THESE HANDS—Tom Jones, Parrot 9787
35	35	RESPECT—Otis Redding, Volt 128
36	—	FOLLOW YOUR HEART—Manhattans, Carnival 512
37	23	HOUSTON—Dean Martin, Reprise 0393
38		

CLEVELAND

TW	LW	SONG	ARTIST
1	3	YESTERDAY	Beatles, Capitol 5498
2	5	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104
3	9	YOU'RE THE ONE	Vogues, Co & Ce 229
4	2	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
5	18	TREAT HER RIGHT	Roy Head, Back Beat 546
6	6	LIAR, LIAR	Castaways, Soma 1433
7	10	BABY DON'T GO	Sonny & Cher, Reprise 0392
8	4	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
9	1	HANG ON SLOOPY	McCoys, Bang 506
10	12	LET'S MOVE AND GROOVE (Together)	Johnny Nash, Joda 102
11	23	RESCUE ME	Fontella Bass, Checker 1120
12	13	DAWN OF CORRECTION	Spokesmen, Decca 31884
13	29	EVERYBODY LOVES A CLOWN	Gary Lewis & the Playboys, Liberty 55818
14	19	GOT TO FIND A WAY	Harold Burridge, M-Pac 7225
15	16	I LIVE FOR THE SUN	Sunrays, Tower 148
16	20	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016
17	7	LAUGH AT ME	Sonny, Atco 6369
18	8	YOU WERE ON MY MIND	We Five, A&M 770
19	15	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703
20	14	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103
21	24	I'M SO THANKFUL	Ikettes, Modern 1011
22	-	I'M YOURS	Elvis Presley, RCA Victor 8657
23	-	KEEP ON DANCING	Gentrys, MGM 13379
24	17	IT AIN'T ME BABE	Turtles, White Whale 222
25	32	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
26	-	AIN'T THAT PECULIAR	Marvin Gaye, Tamla 54122
27	34	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385
28	28	HOW NICE IT IS	Billy Stewart, Chess 1941
29	-	LET IT ALL OUT	O'Jays, Imperial 66131
30	-	FOLLOW YOUR HEART	Manhattans, Carnival 512
31	31	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773
32	-	THINK	Jimmy McCracklin, Imperial 66129
33	36	CLEO'S BACK	Jr. Walker & the All Stars, Soul 35013
34	21	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
35	22	TOSSING AND TURNING	Ivy League, Cameo 377
36	11	UNCHAINED MELODY	Righteous Brothers, Phillies 129
37	33	THE 3RD MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775
38	35	WITH THESE HANDS	Tom Jones, Parrot 9787
39	37	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188
40	26	HELP	Beatles, Capitol 5476

DETROIT

TW	LW	SONG	ARTIST
1	5	YESTERDAY	Beatles, Capitol 5498
2	2	YOU'RE THE ONE	Vogues, Co & Ce 229
3	3	A LOVER'S CONCERTO	Toys, DynoVoice 209
4	1	TREAT HER RIGHT	Roy Head, Back Beat 546
5	7	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
6	6	IF YOU'VE GOT A HEART	Bobby Goldsboro, United Artists 908
7	9	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385
8	13	TAKE ME IN YOUR ARMS	Kim Weston, Gordy 7046
9	18	KEEP ON DANCING	Gentrys, MGM 13379
10	10	SOME ENCHANTED EVENING	Jay & the Americans, United Artists 919
11	12	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016
12	-	AIN'T THAT PECULIAR	Marvin Gaye, Tamla 54122
13	20	I'M YOURS	Elvis Presley, RCA Victor 8657
14	31	IL SILENZIO	Nini Rosso, Columbia 43363
15	14	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104
16	40	I FEEL STRANGE	Wonderettes, Ruby 5065
17	19	THE 3RD MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775
18	27	RESPECT	Otis Redding, Volt 128
19	-	RESCUE ME	Fontella Bass, Checker 1120
20	21	DAWN OF CORRECTION	Spokesmen, Decca 31884
21	-	STEPPIN' OUT	Paul Revere & the Raiders, Columbia 43375
22	-	LOOKING WITH MY EYES	Dionne Warwick, Scepter 12111
23	37	EVERYBODY LOVES A CLOWN	Gary Lewis & the Playboys, Liberty 55818
24	29	RUN, BABY RUN	Newbeats, Hickory 1332
25	26	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188
26	-	I'M SO THANKFUL	Ikettes, Modern 1011
27	35	CLEO'S BACK	Jr. Walker & the All Stars, Soul 35013
28	28	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773
29	30	BABY DON'T GO	Sonny & Cher, Reprise 0392
30	4	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
31	32	JUST YOU	Sonny & Cher, Atco 6345
32	33	A TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775
33	25	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703
34	34	ARE YOU A BOY OR ARE YOU A GIRL	Barbarians, Laurie 3308
35	36	JUST A LITTLE BIT BETTER	Herman's Hermits, MGM 13398
36	38	MY TOWN, MY GUY AND ME	Lesley Gore, Mercury 72475
37	8	UNCHAINED MELODY	Righteous Brothers, Phillies 129
38	11	LIAR, LIAR	Castaways, Soma 1433
39	16	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
40	-	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774

LOS ANGELES

TW	LW	SONG	ARTIST
1	1	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506
2	2	LIAR, LIAR	Castaways, Soma 1433
3	4	TREAT HER RIGHT	Roy Head, Back Beat 546
4	10	YESTERDAY	Beatles, Capitol 5498
5	5	A LOVER'S CONCERTO	Toys, DynoVoice 209
6	3	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
7	7	MOHAIR SAM	Charlie Rich, Smash 1993
8	9	HANG ON SLOOPY	McCoys, Bang 506
9	6	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
10	8	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
11	11	HELP	Beatles, Capitol 5476
12	18	RESCUE ME	Fontella Bass, Checker 1120
13	15	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016
14	14	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103
15	16	UNIVERSAL SOLDIER	Donovan, Hickory 1338
16	13	HEART FULL OF SOUL	Yardbirds, Epic 9823
17	17	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2289
18	23	EVERYBODY LOVES A CLOWN	Gary Lewis & the Playboys, Liberty 55818
19	20	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
20	21	FOR YOUR LOVE	Sam & Bill, Joda 100
21	-	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774
22	24	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773
23	12	BABY I'M YOURS	Barbara Lewis, Atlantic 2283
24	-	KEEP ON DANCING	Gentrys, MGM 13379
25	26	DAWN OF CORRECTION	Spokesmen, Decca 31884
26	25	TRACKS OF MY TEARS	Miracles, Tamla 54118
27	27	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703
28	31	RESPECT	Otis Redding, Volt 128
29	29	YOU'VE BEEN IN LOVE TOO LONG	Martha & the Vandellas, Gordy 7045
30	-	YOU'RE THE ONE	Vogues, Co & Ce 229
31	19	TAKE ME FOR A LITTLE WHILE	Evie Sands, Blue Cat 118
32	28	ROSES AND RAINBOWS	Danny Hutton, HBR 447
33	-	I KNEW YOU WHEN	Billy Joe Royal, Columbia 43390
34	33	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385
35	32	UNCHAINED MELODY	Righteous Brothers, Phillies 129
36	-	I LIVE FOR THE SUN	Sunrays, Tower 148
37	34	LAUGH AT ME	Sonny, Atco 6369
38	30	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346
39	35	YOU WERE ON MY MIND	We Five, A&M 770
40	-	WAY OF LOVE	Kathy Kirby, Parrot 9775

MIAMI

TW	LW	SONG	ARTIST
1	2	YESTERDAY	Beatles, Capitol 5498
2	1	HANG ON SLOOPY	McCoys, Bang 506
3	10	TREAT HER RIGHT	Roy Head, Back Beat 546
4	4	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774
5	3	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
6	5	HELP	Beatles, Capitol 5476
7	7	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
8	8	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773
9	9	JUST A LITTLE BIT BETTER	Herman's Hermits, MGM 13398
10	14	ARE YOU A BOY OR ARE YOU A GIRL	Barbarians, Laurie 3308
11	11	DAWN OF CORRECTION	Spokesmen, Decca 31884
12	12	BABY DON'T GO	Sonny & Cher, Reprise 0392
13	13	ROAD RUNNER	Gants, Liberty 55829
14	20	LIAR, LIAR	Castaways, Soma 1433
15	-	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
16	6	CATCH US IF YOU CAN	Dave Clark Five, Epic 9830
17	24	1-2-3	Len Barry, Decca 31827
18	18	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506
19	16	SOME ENCHANTED EVENING	Jay & the Americans, United Artists 919
20	21	KANSAS CITY STAR	Roger Miller, Smash 1998
21	17	YOU WERE ON MY MIND	We Five, A&M 770
22	22	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999
23	-	GET OFF OF MY CLOUD	Rolling Stones, London 9792
24	32	KEEP ON DANCING	Gentrys, MGM 13379
25	-	RESPECT	Otis Redding, Volt 128
26	33	EVERYBODY LOVES A CLOWN	Gary Lewis & the Playboys, Liberty 55818
27	15	HEART FULL OF SOUL	Yardbirds, Epic 9823
28	28	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103
29	19	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385
30	27	I GOT YOU BABE	Sonny & Cher, Atco 6359
31	31	CLEO'S BACK	Jr. Walker & the All Stars, Soul 35013
32	23	UNCHAINED MELODY	Righteous Brothers, Phillies 129
33	35	LAUGH AT ME	Sonny, Atco 6369
34	36	MOHAIR SAM	Charlie Rich, Smash 1993
35	25	ACTION	Freddy Cannon, Warner Bros. 5645
36	36	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346
37	38	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376
38	29	IT AIN'T ME BABE	Turtles, White Whale 222
39	30	HOUSTON	Dean Martin, Reprise 0393
40	34	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113

ST. LOUIS

TW	LW	SONG	ARTIST
1	3	TREAT HER RIGHT	Roy Head, Back Beat 546
2	1	HANG ON SLOOPY	McCoys, Bang 506
3	2	YOU WERE ON MY MIND	We Five, A&M 770
4	11	YESTERDAY	Beatles, Capitol 5498
5	12	RESCUE ME	Fontella Bass, Checker 1120
6	6	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
7	7	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506
8	5	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103
9	9	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016
10	25	LET'S MOVE AND GROOVE (Together)	Johnny Nash, Joda 102
11	4	HELP	Beatles, Capitol 5476
12	14	BABY DON'T GO	Sonny & Cher, Reprise 0392
13	19	I'M YOURS	Elvis Presley, RCA Victor 8657
14	8	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
15	15	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999
16	26	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703
17	16	I GOT YOU BABE	Sonny & Cher, Atco 6359
18	13	CALIFORNIA GIRLS	Beach Boys, Capitol 5464
19	10	ACTION	Freddy Cannon, Warner Bros. 5645
20	21	DAWN OF CORRECTION	Spokesmen, Decca 31884
21	20	UNCHAINED MELODY	Righteous Brothers, Phillies 129
22	18	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113
23	17	YOU'RE GONNA MAKE ME CRY	O. V. Wright, Back Beat 548
24	27	ACT NATURALLY	Beatles, Capitol 5498
25	29	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
26	-	THINK	Jimmy McCracklin, Imperial 13379
27	40	KEEP ON DANCING	Gentrys, MGM 13379
28	22	IT AIN'T ME BABE	Turtles, White Whale 222
29	-	LIAR, LIAR	Castaways, Soma 1433
30	-	CLEO'S BACK	Jr. Walker & the All Stars, Soul 35013
31	31	SINCE I LOST MY BABY	Temptations, Gordy 7043
32	30	SNAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 35013
33	33	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
34	35	THE 3RD MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775
35	24	TRACKS OF MY TEARS	Miracles, Tamla 54118
36	-	HERE COME THE TEARS	Gene Chandler, Constellation 164
37	23	HOUSTON	Dean Martin, Reprise 0393
38	28	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2289
39	32	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346
40	-	YOU NEVER MISS YOUR WATER	Luther Ingram, Decca 31794

SAN FRANCISCO

TW	LW	SONG	ARTIST
1	2	YESTERDAY	Beatles, Capitol 5498
2	6	LOVER'S CONCERTO	Toys, DynoVoice 209
3	1	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
4	7	TREAT HER RIGHT	Roy Head, Back Beat 546
5	11	KEEP ON DANCING	Gentrys, MGM 13379
6	22	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774
7	5	LIAR, LIAR	Castaways, Soma 1433
8	4	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
9	10	MOHAIR SAM	Charlie Rich, Smash 1993
10	8	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506
11	9	HELP	Beatles, Capitol 5476
12	3	MY GIRL SLOOPY	Little Caesar & the Consuls, Mala 512
13	13	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
14	18	HEART FULL OF SOUL	Yardbirds, Epic 9823
15	15	I STILL LOVE YOU	Vejteables, Autumn 15
16	16	I LIVE FOR THE SUN	Sunrays, Tower 148
17	31	POSITIVELY 4TH STREET	Bob Dylan, Columbia 43389
18	-	GET OFF OF MY CLOUD	Rolling Stones, London 9792
19	25	THERE BUT FOR FORTUNE	Joan Baez, Vanguard, 35031
20	23	JUST A LITTLE BIT BETTER	Herman's Hermits, MGM 13398
21	-	UNIVERSAL SOLDIER	Glen Campbell, Capitol 5504
22	-	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775
23	30	HOUSTON	Dean Martin, Reprise 0392
24	28	LITTLE MISS SAD	Five Empees, Freeport 1001
25	26	RIDE AWAY	Roy Orbison, MGM 13386
26	34	NOT THE LOVIN' KIND	Dino, Desi & Billy, Reprise 0401
27	12	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773
28	17	ACTION	Freddy Cannon, Warner Bros. 5645
29	14	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346
30	21	FOR YOUR LOVE	Sam & Bill, Joda 100
31	19	LAUGH AT ME	Sonny, Atco 6369
32	33	STEPPIN' OUT	Paul Revere & the Raiders, Columbia 43375
33	27	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
34	24	LET'S MOVE AND GROOVE (Together)	Johnny Nash, Joda 102
35	36	I'M YOURS	Elvis Presley, RCA Victor 8657
36	-	EVERYBODY LOVES A CLOWN	Gary Lewis & the Playboys, Liberty 55818
37	39	ROSES AND RAINBOWS	Danny Hutton, HBR 447
38	20	I GOT YOU BABE	Sonny & Cher, Atco 6359
39	-	1-2-3	Len Barry, Decca 31827
40	40	SNAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 35013

SEATTLE

TW	LW	SONG	ARTIST
1	3	YESTERDAY	Beatles, Capitol 5498
2	1	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009
3	9	MOHAIR SAM	Charlie Rich, Smash 1993
4	2	LIAR, LIAR	Castaways, Soma 1433
5	5	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833
6	4	MY GIRL SLOOPY	Little Caesar & the Consuls, Mala 512
7	7	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201
8	21	HANG ON SLOOPY	McCoys, Bang 506
9	8	HELP	Beatles, Capitol 5476
10	28	JUST A LITTLE BIT BETTER	Herman's Hermits, MGM 13398
11	11	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382
12	12	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774
13	17	BABY DON'T GO	Sonny & Cher, Reprise 0392
14	20	UNIVERSAL SOLDIER	Glen Campbell, Capitol 5504
15	15	TREAT HER RIGHT	Roy Head, Back Beat 546
16	16	I'M YOURS	Elvis Presley, RCA Victor 865

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 191—Last Week, 165

*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

CHER—WHERE DO YOU GO (Five-West-Cotillion, BMI)—In answer to the title, the top of the chart. Rhythmic folk composition by Sonny can't miss being a smash for Cher. Tremendous vocal performance backed by driving beat. Flip: "See See Blues" (Five-West, BMI). **Imperial 66136**

***CHAD & JEREMY—I HAVE DREAMED** (Williamson, ASCAP)—By far one of their finest ballad entries to date. The Rodgers-Hammerstein tune is beautifully revived with this smooth vocal with strong dance beat backing. Flip: "Should I" (Chad & Jeremy & Noma, BMI). **Columbia 43414**

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

TOM JONES—LONELY JOE (Byron, —) —Currently riding high on the chart via "With These Hands" on the London label, the blues shouter has a rocking swinger in this Tower entry which will top his "Little Lonely One" hit. Flip: "I Was a Fool" (Ivy, —). **Tower 176**

DEREK MARTIN—YOUR DADDY WANTS HIS BABY BACK (South Mountain, BMI)—Having with his initial "You Better Go," Derek has even more potential in this well written Bobby Weinstein-Teddy Randazzo ballad. Soulful wailing vocal performance has appeal for both the r&b and pop markets. Flip: "I Won't Cry Anymore" (United, ASCAP). **Roulette 4647**

KINKS—SEE MY FRIENDS (American Metropolitan Enterprises, BMI)—Hot on the heels of their "Who'll Be the Next in Line" comes this exciting and intriguing slow rhythm number that will fast spiral up the chart. Flip: "Never Met a Girl Like You Before" (American Metropolitan Enterprises, BMI). **Reprise 0409**

ROCKIN' RAMRODS—DON'T FOOL WITH FU MANCHU (Van Cleef-Seven Arts, BMI)—Inspired by the forthcoming film "The Face of Fu Manchu," this Frank Slay production with offbeat lyric and hard driving dance beat has the earmarks of a smash. Strong group sound. Flip: "Tears Melt the Stones" (Claridge, ASCAP). **Claridge 301**

THEM—MYSTIC EYES (Bernice, BMI)—With a hard driving Bo Diddley beat and a far out lyric, this group has a hot winner here. Harmonica featured is a standout. Powerful discotheque appeal. Flip: "If You and I Could Be as Two" (Bernice, BMI). **Parrot 9796**

***MIMI & RICHARD FARINA — PACK UP YOUR SORROWS** (Ryerson, BMI)—In the vein of the Baez and Dylan hits, this rhythm folk material is treated to an exciting pop hit sound which should go all the way. Top duet blend on well written lyric. Flip: "Joy 'Round My Brain" (Witmark, ASCAP). **Vanguard 35032**

LAN WHITCOMB — FIZZ (Burdette, BMI) — With three vocal hits to his credit, the off-beat performer switches to the piano and harmonica for a smash hit dance beat sound. Flip: "18 Whitcomb Street" (Burdette, BMI). **Tower 170**

THE HARRY SIMONE CHORALE AND ORCH.—HALLELUJAH (ASCAP)—Marking their debut on the Kapp label, the fine musical organization offers an inspiring, exciting entry. Featuring voices and big orchestra, it is a left fielder with tremendous potential. Flip: "The Little Drummer Boy" (ASCAP). **Kapp 711**

***FRANK SINATRA—PLS ONLY MISS HER WHEN I THINK OF HER** (Harms, ASCAP)—If anyone can put this beautiful Cahn-Van Heusen ballad in the hit category, this Sinatra entry will do it. From the forthcoming B'way musical "Skyscraper," this reading is class and commercialism combined. Standout lush arrangement by Torrie Zito. Flip: "Ev'rybody Has the Right to Be Wrong!" (Harms, ASCAP). **Reprise 0410**

***FARON TAYLOR—I DON'T KNOW YOU ANYMORE** (East-West, ASCAP)—Intriguing and fresh stylist makes an impressive debut on Columbia. With a tender and rich lyric feel, she sings straight from the heart. Strong Geld-Udell ballad should prove a tasty, commercial hit. Great programmer. Flip: "Little Boy" (Emanuel, ASCAP). **Columbia 43419**

***BILLY J. KRAMER & THE DAKOTAS—TWILIGHT TIME** (Chappell, ASCAP)—The Three Suns theme gets a fresh pop, easy rock treatment from Kramer which is loaded with juke box appeal and sales potential. Well done winner! Flip: "Irresistible You" (Lloyd & Logan-Adaris, BMI). **Imperial 66135**

BOYS BLUE—TAKE A HEART (Gallico, BMI)—Hard driving rocker that should hit fast with a tremendous impact. Interesting sounds and arrangement builds into a wild discotheque frenzy! Flip: "You Got What I Want" (Gallico, BMI). **ABC-Paramount 10658**

***PEGGY LEE—FREE SPIRITS** (—) —Back in her exciting, easy-go rhythm style, Miss Lee has a hit sound in this bluesy, soft rocker. Chart bound in short order. Flip: "Everybody Has the Right to Be Wrong" (—). **Capitol 5521**

CHART Spotlights—Predicted to reach the HOT 100 Chart

ROYALETTES—I Want to Meet Him (South Mountain, BMI)—MGM 13405
LORDS—She Belongs to Me (Witmark, ASCAP). VALIANT 725
VENTURES—Gemini (Ste-Jac, BMI). DOLTON 311
BOBBY SHERMAN—Goody Galum-Shus (Picturetone, BMI). PARKWAY 967
BUDDY GRECO—Time's a Wastin' While You're Gone (Pacesetter, BMI). EPIC 9834
SONNY & CHER—The Letter (Venice, BMI). VAULT 916
RICHIE KAYE—Here Comes Uncle Sam (Greenleaf, BMI). ABC-PARAMOUNT 10728
WILLIE HUTCH—The Duck (Trousdale, BMI). DUNHILL 4012
CAL TJADER—Dowie (Prestige, BMI). FANTASY 605
NICOLE QUASEE—Watch What Happens (South Mountain & Jonware, BMI). DCP 1141
RICHIE BARRETT—I-Will-Love-You (Palmina-Zig Zag, BMI). SWAN 4228
TED CASSIDY (LURCH)—The Lurch (Beechwood, BMI). CAPITOL 5503
DAVE BRUBECK—Bag O' Heat (Derry, BMI). COLUMBIA 43409
GEORGE HAMILTON—Loneliness (Damian, ASCAP). ABC-PARAMOUNT 10734

NEW HOLLYWOOD ARGYLES—Alley Oop '66 (Kavelin-Maverick, BMI). KAMMY 105
SORROWS—Take a Heart (Gallico, BMI). WARNER BROS. 5662
GENE McDANIELS—Hang On (Four Star, BMI). LIBERTY 55834
GOLDEN GATE STRINGS—16 Candles (January, BMI). EPIC 9853
JACK BEDIANT AND THE CHESSMEN—Drummer Boy (Englewood, BMI). PALOMAR 2212
AL CAIOLA & HIS ORK—Theme From "The Trials of O'Brien" (Ramona, ASCAP). UNITED ARTISTS 932
BRANCH DOUGLAS—Fare Thee Well (Pamco-Jonathan Glenn, BMI). ABC-PARAMOUNT 10733
RICKIE PAGE—I'm His Girl (Gallico, BMI). EPIC 9841
CONTESSAS—This Is Where I Came In (Jobete, BMI). E. GEORGE CLEMENTS PRODUCTIONS 1
JERRY NAYLOR—City Lights (Sidewalk, BMI). TOWER 162
MISS CATHY BRASHER—Sh. . . Listen (Conte-Mothball-Ricco, BMI). CHATTANOOCHEE 690
JADES—You're So Right For Me (Chardon, BMI). MGM 13399

COUNTRY SPOTLIGHTS

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

STONEWALL JACKSON—IF THIS HOUSE COULD TALK (Moss-Rose, BMI)—**POOR RED GEORGIA DIRT** (Cedarwood, BMI)—Well written rhythmic ballad from the pen of Hugh X. Lewis, serves as a powerful hit contender for Jackson. Flip has equal possibilities with another great vocal performance. **Columbia 43411**

WILLIS BROTHERS — PINBALL ANONYMOUS (New Keys-Starday, BMI)—Fast hit sounds in this clever, catchy rhythm novelty. Boys are in top form with this humorous Hall material. Flip: "When I Come Driving Thru" (Starday, BMI). **Starday 730**

JEAN SHEPARD—AIN'T YOU ASHAMED (Cash, BMI)—Johnny Cash and June Carter combine writing talents with this outstanding country ballad which is given a powerful Shepard vocal that should climb the chart rapidly. Flip: "It's a Man" (Fisher, ASCAP). **Capitol 5508**

GEORGE HAMILTON IV—WRITE ME A PICTURE (Harbot, SESAC)—**TWIST OF THE WRIST** (Tree, BMI)—With "Walkin' the Floor Over You" slipping down the chart, the winning Hamilton sound has another smash hit entry in this catchy rhythm number. Well written Bill Anderson ballad has same hit potential via this smooth Hamilton vocal. **RCA Victor 8690**

LESTER FLATT & EARL SCRUGGS—MEMPHIS (Arc, BMI)—The Chuck Berry classic gets a great country vocal going over by Flatt & Scruggs that can't miss! Has much pop appeal as well. Flip: "Foggy Mountain Breakdown" (Instrumental) (Peer Int'l, BMI). **Columbia 43412**

FREDDIE HART — HANK WILLIAMS' GUITAR (Laredo, BMI)—In the traditional nostalgic country vein this has the possibilities of a No. 1 contender. Well written and performed it is a fine tribute to the late Williams. Flip: "I Created a Monster." (Ralston, BMI). **Kapp 694**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

ROY CLARK—So Much to Remember (Devere, ASCAP). CAPITOL 5512
LARRY STEELE—I Ain't Crying Mister (Stringtown, BMI). K-ARK 659
GENE KENNEDY—Never Say Goodbye (Acuff-Rose, BMI). HICKORY 1336
JERRY LEE LEWIS—Green Green Grass of Home (Tree, BMI). SMASH 2006
DOTTIE WEST—I Fall to Pieces (Pamper, BMI). STARDAY 7043
PAMELA MILLER—Little Miss Nobody (Bettye Jean, BMI). TOWER 160

R&B SPOTLIGHTS

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

CHUCK JACKSON & MAXINE BROWN—I NEED YOU (Hill & Range, BMI)—The Ivory Joe Hunter classic gets a powerful revival here and this successful team should spiral it up the chart! Pop appeal very strong. Flip: "Cause We're In Love" (Chuck & Berry-Flomar, BMI). **Wand 198**

BILL JOHNSON—YOU GOT SOUL (And, BMI)—Pulsating, well written rhythm blues rocks behind an exciting, wailing vocal. Hit sound throughout this Johnny Nas production. Powerful dance beat. Flip: "It Ain't Never Gonna Die" (And, BMI). **Jocida 301**

LULA REED—WALK ON BY ME (Tangerine, BMI)—Hot debut of an exciting stylist that can't miss. Driving rhythm backs her meaningful vocal reading loaded with dynamic, gospel excitement. Flip: "The Kind of Baby" (Tangerine, BMI). **Tangerine 952**

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

OTIS CLAY—Tired of Falling In (And Out of) Love (Vapac, BMI). ONE-DERFUL 3139
THE KITTENS—Lookie, Lookie (Flo-Mar, Baby Monica, BMI). ABC-PARAMOUNT 10730
FREDDY SCOTT—Same Ole Beat (Sherlyn, BMI). MARLIN 16002
NORMAN JOHNSON—Valley of Love (Jarb, BMI). INSTANT 3272
SATANS FOUR—I Can't Find the Girl on My Mind (Bright Tunes, BMI). B. T. PUPPY 515

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ON  RECORDS

Billboard TOP 40

EASY LISTENING

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

THIS WEEK	1 st Wk. Ago	2 nd Wk. Ago	3 rd Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	2	3	7	I'M YOURS	Elvis Presley, RCA Victor 8687	7
2	1	1	1	YOU WERE ON MY MIND	We Five, AAM 770	15
3	4	4	5	WITH THESE HANDS	Tom Jones, Parrot 9787	7
4	3	2	3	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188	7
5	5	8	10	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376	7
6	9	12	20	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775	5
7	7	9	12	3rd MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775	6
8	13	17	28	KANSAS CITY STAR	Roger Miller, Smash 1998	4
9	20	23	24	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	5
10	6	7	8	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 689	9
11	14	15	15	ROUNDAABOUT	Connie Francis, MGM 13389	7
12	10	11	18	WHEN SOMEBODY LOVES YOU	Frank Sinatra, Reprise 0398	7
13	17	18	22	MILLIONS OF ROSES	Steve Lawrence, Columbia 43362	8
14	8	5	6	MOONLIGHT AND ROSES	Vic Dana, Dolton 309	10
15	24	30	—	JUST YESTERDAY	Jack Jones, Kapp 699	3
16	35	—	—	THERE BUT FOR FORTUNE	Joan Baez, Vanguard 35031	2
17	25	29	40	SECRETLY	Lettermen, Capitol 5499	4
18	21	25	34	MY LOVE FORGIVE ME	Ray Charles Singers, Command 4073	4
19	23	28	36	COME BACK TO ME MY LOVE	Robert Goulet, Columbia 43394	4
20	31	36	—	EARLY MORNING RAIN	Peter, Paul & Mary, Warner Bros. 5659	3
21	30	32	—	HE TOUCHED ME	Barbra Streisand, Columbia 43403	3
22	29	31	—	FORGIVE ME	Al Martino, Capitol 5506	3
23	16	14	9	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	17
24	11	6	4	SUMMER NIGHTS	Marianne Faithfull, London 8790	7
25	32	40	—	DON'T THROW THE ROSES AWAY	John Gary, RCA Victor 8677	3
26	36	—	—	CHAPEL IN THE MOONLIGHT	Bachelors, London 9793	2
27	39	—	—	RUSTY BELLS	Brenda Lee, Decca 31849	2
28	22	19	19	SIMPLE GIMPEL	Horst Jankowski, Mercury 72465	9
29	34	38	—	THERE ARE NO RULES	Bobbi Martin, Coral 62466	3
30	12	13	14	THE GIRL FROM PEYTON PLACE	Dickey Lee, TCF-Hall 111	6
31	26	26	29	HAPPINESS IS	Ray Conniff & the Singers, Columbia 43352	5
32	40	—	—	SIDE BY SIDE	Jane Morgan, Epic 9847	2
33	—	—	—	CINCINNATI KID	Ray Charles, ABC-Paramount, 10720	1
34	—	—	—	SINNER MAN	Trini Lopez, Reprise 0405	1
35	—	—	—	AUTUMN LEAVES 1965	Roger Williams, Kapp 707	1
36	—	—	—	DEEP IN YOUR HEART	Jerry Vale, Columbia 43413	1
37	—	—	—	REMEMBER WHEN	Wayne Newton, Capitol 5514	1
38	27	27	30	WANDERLUST	Nat King Cole, Capitol 5486	5
39	28	22	23	WAY OF LOVE	Kathy Kirby, Parrot 9775	7
40	—	—	—	FEELIN' FRUGGY	Al Hirt, RCA Victor 8684	1

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Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like YESTERDAY, HANG ON SLOOPY, TREAT HER RIGHT.

Table with columns: 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66. Includes songs like LIKE A ROLLING STONE, POSITIVELY 4TH STREET, HEARTACHES BY THE NUMBER.

Table with columns: 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Includes songs like I MISS YOU SO, BUT YOU'RE MINE, TWO DIFFERENT WORLDS.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs and publishers/licenses, including Act Naturally (Blue Book, BMI), Action (Screen Gems-Columbia, BMI), Agent 00-Soul (Mylo, BMI).

Table listing songs and publishers/licenses, including I Miss You So (Leds, ASCAP), I Want to (Do Everything for You) (Tree, BMI), If You've Got a Heart (Unart, BMI).

BUBBLING UNDER THE HOT 100

Table listing songs and publishers/licenses, including 101. I FOUND A GIRL (Jan & Don, Liberty 55833), 102. HERE COME THE TEARS (Gene Chandler, Constellation 164).

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Spokesmen Leading Two Lives for Decca

NEW YORK — John Madara and Dave White, two-thirds of the Spokesmen, who are riding high on the charts with "Dawn of Correction," are wearing two hats in their deal with Decca Records. (The other member of the Spokesmen is Ray Gilmore, a radio personality at WIBG, Philadelphia.)

Not only are Madara and White recording artists for Decca but they have also signed on as disk producers. In addition to producing their own "Dawn of Correction" date for which they decided to sing themselves when a vocal group couldn't be found, Madara and White are producing Decca disks with other artists.

Foremost among their production ventures is Len Barry's "1-2-3." The record is in its fourth week on the "Hot 100" chart and climbing fast. "Dawn of Correction," also in its fourth week, is now 39th and moving up at a steady pace.

Madara and White already have produced their first Spokesmen album due for release this week, and a premiere LP for Len Barry. The Spokesmen album will include six of their own songs.

Also being readied for release is a rhythm and blues record

by a new vocalist, Bunny Sigler. The disk is expected to be released by Decca before the end of the month.

As record producers and writers, the Spokesmen keep on top of current trends by carefully researching the disk scene. They talk to teen-agers, they attend record hops, they listen to all the new releases and they read the trade papers. The boys, the oldest is 27, operate out of a Philadelphia office and they maintain a publishing firm, Double Diamond (BMI).

They believe that the lyric is much more important today than ever before and that the teen-agers are asking for more than just a beat. However, they feel that even though the protest songs may not last, the message songs will continue.

Their plans as writers now include composing for movies and TV as well as for the pop song market.

As performers, they're leaving for the Coast Oct. 8 to do a "Shindig" TV show and make the rounds of the Coast-based shows promoting "Dawn of Correction."

The group is represented by the William Morris Agency. Henry Colt is their personal manager.

Teresa Brewer Brews Up Top Performance

NEW YORK—With all the verve and vitality of a teen-ager, the vivacious Teresa Brewer put on a sparkling performance at the Latin Quarter before a packed house Thursday night (23).

Backed by the Terry Tones, talented male vocal quartet, Miss Brewer delighted with a medley of her million-sellers and a Dixie-Blues set featuring "South Rampart Street Parade" and "Way Down Yonder in New Orleans." The pretty Philips recording star brought a touch of nostalgia to the stage as she segued to such hits of the fifties as "Music, Music, Music," "Let Me Go, Lover" and "Ricochet." Another outstanding number given a wailing blues vocal treatment was the pop standard "Mean to Me," written by Roy Turk and Fred Ahlert.

Also featured on the bill was impressionist Will Jordan, known for his Ed Sullivan imitation. Using mostly fresh material, the comedian started slowly, but soon captured the audience with takeoffs on Groucho Marx, Jack Benny and Alfred Hitchcock.

The fast-paced show was further enhanced by the "Paris by Night" revue, spotlighting the Latin Quarter Dancers.

HERB WOOD

PEOPLE AND PLACES

Goddard Lieberman, president of Columbia Records, was presented with the annual technical award by the Institute of High Fidelity last week for his "outstanding contributions to the recording, music and high fidelity fields."... Marilyn Maye, new RCA Victor artist, is at the Living Room for the next two weeks. . . . Gale Garnett has been set for her first tour of Australia and New Zealand. . . . The Soul Brothers, regulars at Trude Heller's Greenwich Village Club, will appear with the Supremes at Philharmonic Hall Oct. 15. . . . Joda Records artists, Sam and Bill, will appear at Philadelphia's Postal Card Lounge Oct. 8-9. . . . Singer Johnny Nash will be at Harlem's Apollo Theater until Oct. 7. . . . The Righteous Brothers are now in production of a one-hour color television show, "Something Special." Syndicated by Four Star for Jackie Barnett Productions, the show will headline the New Christy Minstrels with the Righteous Brothers appearing as special guest stars. The boys are also set for Andy Williams' TV show Oct. 25. . . . Clara Ward and the Ward Singers, currently at the Copa Lounge, will tour England during January.

Ulpio Minucci will compose the score for the ABC-TV documentary "Washington, D. C." scheduled to be aired on Thanksgiving Day. . . . Jazz disk jockey Alan Grant of WABC-FM is hosting the Monday night jam sessions at Max Gordon's Village Vanguard. . . . The Serendipity Singers will tour Russia in July as part of the Government's Cultural Exchange Program. . . . Xavier Cugat and Charo, now in Spain filming Cugat's TV tour of Madrid for December telecasting here, return to New York Oct. 16 and head for the Coast to tape a shot for the Dean Martin TV show which will be aired in November. . . . Eddie Hazzell, singer-guitarist, has signed a personal management deal with Larry Della Carte. . . . Eddie Rameau, DynoVoice artist, is on the Coast to tape his second appearance for ABC-TV's "Shindig," which will be aired Oct. 21. He'll perform his disk click "Concrete and Clay."

Johnny Tillotson leaves for the West Coast Oct. 19 for a 10-day promotion tour for his MGM disk "Heartaches by the Number." He will appear on six TV shows there. . . . Buddy Nevins, son of Bert Nevins, former publicist, is writing a "For Boys Only" column for Teen Life magazine. . . . Jerry Vale has been set for a two-week date at Chicago's Palmer House starting Feb. 2. . . . Mary Wells will play one-nighters at Western Michigan University Oct 15 and the University of Florida Oct. 16. . . . Tamla-Motown artists Smokey Robinson and the Miracles, the Marvelettes and the Contours will appear at Chicago's Regal Theater from Oct. 8 through the 14th. . . . Arranger-conductor Garry Sherman has just completed a series of radio commercials for Coca-Cola. . . . The Elephants, a new rock 'n' roll group, have signed with Alan Lorber Productions for records and will be featured on General International Records, a subsidiary of Bell Records. . . . The Eddy McGinnis-Gege Renza band, Columbia recording group, is now featured at Westchester's Loch Lege Country Club in Yorktown Heights. . . . Jan Peerce has been set for the opening concert of the Orchestre National Francaise Oct. 12 at Theatre des Champs Elysees in Paris.

MIKE GROSS

Brazilian Act a Winner

NEW YORK — An audience comprised entirely of tradesters is hard to win over but Sergio Mendes and Brazil '65, a bright Brazilian group of five boys and a girl, did it hands down at a special showcasing last Tuesday (28) at the Village Vanguard.

The preview was co-sponsored by Atlantic Records, which just released the group's latest LP, and Max Gordon, owner of the Vanguard, where the group began a two-week run later that same evening. The selected guest list included disk jockeys, press and sundry other insiders.

The group did a set that lasted about 30 minutes but it was in charge right from the start. The tempo is brisk and infectious as they parlay instrumentals and vocals on a repertoire that relies heavily on a jazzy bossa nova beat.

Whether the songs be of the Brazilian folk or carnival genre

or even out of British pop like "Hard Day's Night," it is all clean and precise, gay and rhythmic. Sergio Mendes leads the way with his deft piano playing and the others take his cues in stride. Their display of youthful vitality and their obvious joy in playing and singing are attributes that should carry them far.

MIKE GROSS

Epstein Gives Everly Bros. Beatles Touch

LONDON — Brian Epstein gave a Beatles-type welcome to the Everly Brothers four days before the start of their British tour with Cilla Black and Billy J. Kramer. He even took newspaper space to advertise the arrival of their plan in the hope of attracting crowds to London airport.

But the arrival of the duo was only one of Epstein's surprises to boost the tour. He tied in Britain's largest pirate station, Radio London, to give airwave coverage every single day—and all gratis. The agent-manager admits to picking up many of the ideas on his frequent visits to America.

After consultations between Epstein and Radio London program controller Ben Tony one

(Continued on page 48)

Signings

Lou Monte, who has been with Reprise Records for the past few years, has returned to the RCA Victor label. He originally signed with Victor in 1953 and remained there until 1960.

The Three of Us, a new folk-rock group out of Dayton, O., has been signed to Kapp Records. Initial single couples "I've Been Lonesome Too" and "Little Toy Soldier."

Saverio Saridis, policeman-turned-vocalist, has been signed

(Continued on page 48)

MITCHELL TRIO LP A 'STIRRER'

NEW YORK — The Mitchell Trio's new Mercury album, "That's the Way It's Gonna Be," is stirring up protest from diverse corners. Elizabeth Taylor fans have written the group protesting the inclusion of "What Kind of Life Is That," and followers of George Lincoln Rockwell's American Nazi Party are complaining about the "I Was Not a Nazi Polka."

The protests notwithstanding, the Mitchell Trio is scheduled for a concert at Carnegie Hall on Oct. 9.

Claus Ogerman Is Hitting The Target on Six Fronts

NEW YORK — Claus Ogerman is developing into the total music man. He's currently occupied as a composer, publisher, arranger, conductor, record producer and artist.

As a composer Ogerman is clicking with "Just Yesterday," Jack Jones' new single on Kapp. The Ogerman publishing firms, Helios Music and Glamorous Music, have placed 12 singles on their tunes in recent weeks. Included among them is "You've Been Talking 'Bout Me Baby,"

which is in Ramsey Lewis' LP "The In Crowd" on Argo Records.

On the international scene, Ogerman is the producer for such artists as Caterina Valente (British Decca). She is set for a session in October, just prior to her appearance at the Americana in New York. He also handles production for Freddy Quinn on Polydor. Quinn's latest single, the German version of Hedy West's "500 Miles," is being sub-published by Ogerman's music firm in Germany.

Ogerman currently is handling the composing, arranging and conducting chores on a new album for Verve featuring the Bill Evans Trio and a symphony orchestra. He also arranged and conducted Frankie Randall's new RCA Victor single, "Tell Her."

RCA Victor recently released a single, "Watusi Trumpets," with Ogerman and his own orchestra, and has scheduled an album of the same title for release this month.

Turners Back to Sue

NEW YORK—Ike and Tina Turner are returning to Sue Records after an absence of more than a year. They've recently had disks out on the Modern label. Meantime, Sue Records has set three LP releases for its fall program. The albums feature Baby Washington, Jimmy McGriff and Don Gardner and Dee Dee Ford.



VAN MCCOY, seated, songwriter who is now doubling as vocalist, signs contract with Columbia Records, as label's vice-president, William P. Gallagher, right, and the singer's manager, Dave Kapralik, look on.

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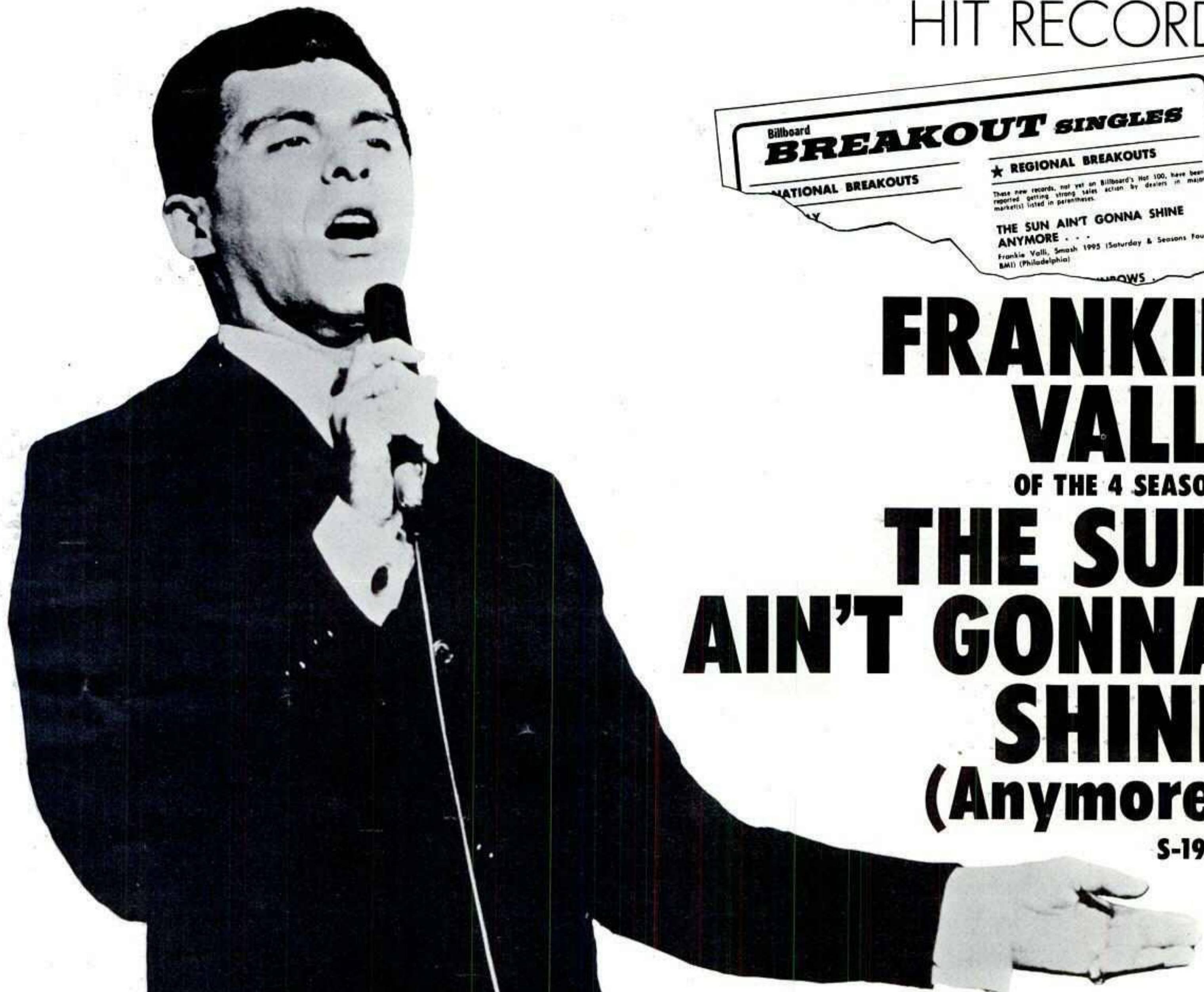
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Smash promotion man in Philadelphia



Jazz Fest Oct. 13-17 in Prague

PRAGUE—The second International Jazz Festival will be held here Oct. 13 to 17. This year's festival promises to be on an even bigger scale than the first. There will be seven concerts, all held in the 2,500-seat Lucerna concert hall. Besides all orchestras and smaller groups of Czechoslovakian origin, a number of foreign jazz groups and artists have been invited and orders for tickets and hotel accommodations are flowing in from all over the world. Many jazz critics will attend and producer of the famous Belgian Comblain La Tour jazz festival, former American GI Joe Napoli, will be present again with an eye on inviting new talents for his 1966 festival.

Here is the full program: 1st concert on Oct. 13: Neva City Stompers, USSR; Jancsy

Korossy, pianist and his Trio, Rumania; the Swingle Singers, France; Gustav Brom and his band; Helena Bleherova and Second Concert Oct. 14: Modern Jazz Quartet, U.S.; Flavio Ambrosetti Quintet, Switzerland; Study group for traditional jazz and Combo Pavel Polansky with Zuska Lonska, Czechoslovakia.

Third concert on Oct. 14: Kurt Edelhagen's orchestra, West Germany; Hot Club of the Rotterdam, Holland; SH Quartette and Junior Trio with Vlasta Pruchova, Czechoslovakia.

Fourth concert on Oct. 16 afternoon: Don Cherry Quintet, U.S.; Jean-Marie Troifontain with Tany Golan singing, Belgium; Jerzy Milian on Vibes, Poland; Modern Jazz Sextet, I. Pavlik with O. Hermeliová and D. Grun singing, Czechoslovak-

ia; and Ferdinand Havlik Ensemble Czechoslovakia.

Fifth concert on Oct. 16: Gershwin, Milhaud and modern Jazz Combo, USSR; Ted Curson, U.S.; singer Martha Szirmai and her ensemble, Hungary; the Ljubljana Jazz Group, Yugoslavia; and the Jazz Orchestra of the Czechoslovakian Radio with Karel Krautgartner conducting.

Two concerts will be held Oct. 15, the first presenting Jazz Ballet groups from Czechoslovakia and Poland, and a symphonic concert with jazz soloists, conducted by F. Belfin, presenting compositions by Gershwin, Milhaud and modern Czechoslovakian composers.

After every concert there will be jam sessions at the Lucerna nightclub; the festival will close with a jazz gala ball on the night of Oct. 17.

MUSIC CAPITALS OF THE WORLD

BRUSSELS

"Early Bird Satellite" by Andre Brasseur is a big record here. It is already No. 1 in the Flemish charts . . . Palette has recorded new LP's by Teddy Mertens and Roger Eggermont . . . The Cousins from Argentina will probably make a new tour in this country in February. In a few days they will record a new single . . . "La Playa" by Belgian Los Mayas is No. 7 in Japan . . . "Hawaii Beach Party" by the Waikikis, and "The Kyriakos LP" has just been released in the U. S. and England . . . Palette is introducing a new artist, Anne-Line. She just recorded the first LP in Yiddish: "Yiddish Love Songs." This is a unique LP . . . Disques Artone Fonoplaten has another hit record, "I Can't Help Myself"

by The Four Tops (Tamla-Motown) . . . Marvin Gaye, who's popularity is growing every day here, has a new Tamla-



Motown record: "Pretty Little Baby"/"Now That You've Won Me." . . . On the Epic Label Artone released two new singles: Billy Butler & the Chanters ("I Can't Work No Longer"/"Tomorrow Is Another Day") and Bobby Vinton ("Lonely Girl," theme from the film, "Harlow"). . . . Patty Duke bows here with her U. S. hit, "Don't Just Stand There," on the United Artists label. . . . "Cara Mia" by Jay & the Americans (U.A.) is one of the most played records on radio here. . . . Bo Diddley who's still selling "Hey Good Lookin'" (Chess Int.), has another one out in Belgium: "Road Runner"/"She's Alright," for r&b enthusiasts.

Polydor reports: Sam the Sham, who is still in the charts with "Wooly Bully," has "Ju Ju Hand" out in Belgium (MGM) . . . Together with the original version of "Il Silenzio" the Heinz Schachtner version is doing well . . . Among the new releases Roy Black's "Du Bist Nicht Allein" is the most important . . . The John Larry hit, "Dans Wat Dichter Bij Mij" is still selling well. . . . Rob Martin's newest single "Eens Ging Een Meisje"/"Mijn Hart Doet Boem Voor Jou Alleen" is on sale now. To be released very soon are (for \$2.50) LP's by Budd Holly, Bill Haley, Carmen Cavaliero, Helmut Zacharias, Glenn Miller orchestra and Brenda Lee. JAN TORFS

COLOGNE

Deutsche Vogue has opened a big promotional campaign for Lawrence Welk and others who sell more than 100 best selling albums for Dot Records. The two Welk LP's are his early hits of 1964, featuring "Hello, Dolly!" and "The Girl from Barbados" and "Calcutta!" Deutsche Vogue has a number of other new releases, including Petula Clark's "Come On, My Boy," Roger Williams' "Summerwind" and

(Continued on page 30)

Vogue to Open Studio; Sales Up 28%

Unit Will Cost \$200,000; Have 'The Latest'

PARIS — In a special pre-conference interview with Billboard, Vogue's President Director General Leon Cabat revealed plans to open the company's own recording studio in the rue d'Hauteville, Paris, next month.

The studio, costing \$200,000, contains the latest in recording equipment and was designed and equipped in the light of knowledge gained from visits to leading recording studios in the States.

Vogue's recordings had been made at the Europa Sonor studios and the Studio Davoust in Paris, and the Pye studios in London.

Referring to the striking commercial success enjoyed this year by Vogue, Cabat said there was increasing evidence that the language barrier which formerly limited the sales of foreign disks in France was rapidly disappearing.

He quoted "Shame and Scandal in the Family" which has been a huge hit in France. "The success of this song," said Cabat, "depends entirely on people understanding the lyrics. And it is clear that a growing proportion of young people do understand these days."

Sell in Villages

"At one time American and English records once sold only in big towns. But now we find that hit records in the English language are selling all over France — even in the smallest villages."

The whole field of pop music, he said, was being internalized — with Greek records in the English and American hit parades, English and American records in the French top 20, etc. "We have even found that there is now a demand from America for Petula Clark singing 'Downtown' in French," said Cabat.

Vogue is well equipped to exploit this increasing internationalization. The group of four Vogue companies — in France, Belgium, Switzerland



BACK IN APRIL, Freddie and the Dreamers hit No. 1 on the Billboard Hot 100 with "I'm Telling Her Now." The award caught up with Freddie recently at the EMI recording studios in London. Here is Freddie Garry, right, sharing honors with recording manager John Burgess and engineer Norman Smith.

Nor-Disc High on Cutting Local Versions of Int'l Hits

OSLO — Norwegian translations of current international hits could be a hit in Norway, provided they were properly done with a professional backing, according to Totto Johannessen, manager of the pop and jazz departments of Nor-Disc.

During the years it has been almost impossible to succeed here with local versions of foreign hits, contrary to England, Germany, Denmark and Sweden, he said.

Johannessen is issuing a series of local renditions of current international hits in a full-scale drive. Rolf Just Nilsen will record "What's New Pussy-

cat?" and "Supercalifragilistic-expialidocius" in Norwegian; Nora Brockstedt will do "Feed the Birds" also from "Mary Poppins"; Ivar Medaas has done John D. Loudermilk's "The Wife"; Jan Hoiland has recorded "Red Roses for a Blue Lady"; Jorunn Hoiland will do "Too Many Rivers"; Arve Opsahl did "Pass Me By" from the film "Father Goose," and Laila Dalseth will record "Concrete and Clay"—all will be sung in Norwegian.

When Norwegian disk firms previously have translated foreign tunes, it has usually been old and forgotten hits. But Johannessen has picked up the international hits when they were still hot.

Other disk firms have issued current foreign hits: Jan Hortun on the Troll label has cut local versions of the Bobby Bare hits "Shame on Me" and "Detroit City," and Kirsti Sparboe did a very good rendition of "You've Lost That Lovin' Feelin'," on the Triola label.

and Germany—Negram in Holland, Pye in Britain and Gurtler in Italy have worked well together over the past two years.

Big Interchange

There was a big interchange of disks. The music publishing activities of the company were

(Continued on page 32)

Indie Concern Is Registering Its Best Year

PARIS—Despite summer-long murmurs of a slump in the French disk industry, Vogue, France's oldest independent record company, is having its best-ever year.

Turnover is up by 28 per cent compared with last year and business for August was up by a remarkable 75 per cent compared with August 1964.

This news was announced at the 1965 Vogue Conference held in the Chateau de Piscop (Seine-et-Oise) and attended by representatives from Germany, Switzerland, Belgium and Holland.

Also present at the conference, presided over by Leon Cabat, President Director General of the S.A. Vogue Productions Internationales phonographiques, were Lucien Morisse, head of A-Z disks, which are distributed by Vogue, and

(Continued on page 32)

SHOWN IN LONDON

Liberty's Movie Registers Powerfully With EMI Brass

LONDON — Liberty's recent 10th anniversary has fired enthusiasm here with its affiliate, EMI. A strong contributing factor to this was Liberty's sales film which enjoyed a successful showing here before EMI executives.

The movie helped to convey to the London viewers the drive and enthusiasm which Liberty's executives are putting behind their new product line-up. The film, a highlight of Liberty's 10th anniversary celebration, was written, directed and produced by Norman Winter, Liberty's publicity director.

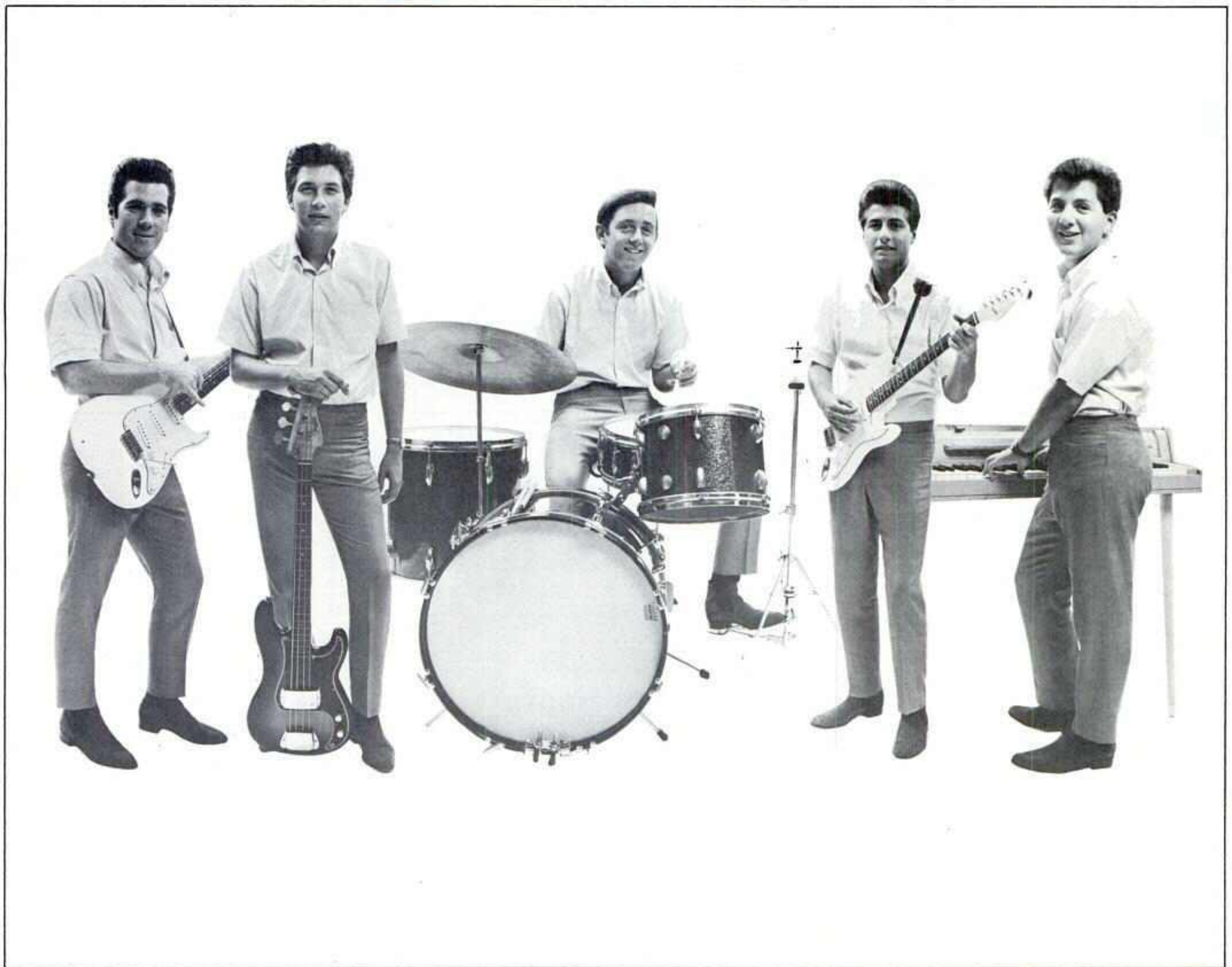
Ron Kass, Liberty's newly appointed director of overseas operations, is currently arranging

a special showing of the film to U. K. dealers. Kass will soon open offices here for Metric Music, Liberty's publishing wing.

Kass told Billboard that Liberty will be stepping up its search for disk talent, as well as new copyrights for the publishing firm and study possible company acquisitions.

Mike Slowman continues as Liberty's U. K. representative and liaison officer between EMI and Liberty, artist promotion, etc. Liberty artist Gary Lewis (son of movie actor Jerry Lewis) was in London Sept. 15 for p.a.'s prior to visiting EMI affiliate Electrola in Cologne for recording in Germany. Vic Dana is following shortly with a visit to London.

THE SUNRAYS



I LIVE FOR THE SUN

Climbing the charts around the world . . . No. 6 in Australia . . . Moving up in the trades here. Top air play all across the country. Top sales, too! Rise and shine with this exciting new group.



Teichiku Lists 16% Sales Advance

TOKYO—At the convention held in Osaka Sept. 9 and 10, Teichiku Records, Decca's affiliate, revealed that the firm registered sales of \$4,800,000, exceeding its yearly quota by 16 per cent from Aug. 21, 1964 to Aug. 20, 1965.

Besides the excellent sales achieved by Japanese recordings, tremendous sales of Sam Taylor, Carmen Cavallaro and Brenda Lee's platters (singles and albums embodying numerous Japanese selections) account for the 21 per cent of the total international records sold. These artists played a decisive role in bringing about the biggest business in the

firm's history. The rate of returns was 17.3 per cent. The ratio of Japanese disks against international records sold was 60 to 40 per cent, showing that international records sold far better than originally estimated.

The firm's quota for the following year is 1,850 million Yen or \$5,140,000.

Expands Facilities

In preparation for the expected influx of year-end orders, Teichiku is expanding its plant facilities in Nara City for the installation of 10 Fabel presses bought from Belgium. These automatic presses will step up the monthly production of singles

to 550,00 and LP's to 170,000. At present the plant does not have the capacity of manufacturing more than 400,000 disks of all types in a month. The most modern recording and cutting machines will also be installed in the new studios.

Furthermore, the label has recently established a subsidiary named Teichiky Enterprises Co. to operate the Teichiku Building, to be completed this month. Offices to rent, recording studios for hire and a school for budding singers in the building will be put under the control of the subsidiary, as well as copyright problems and talent management.



SIR JOSEPH LOCKWOOD and G. M. Oord hosting the Dutch dealers to lunch at Flanagan's Restaurant in Baker Street.

Toshiba Meeting Sales Target

TOKYO — Toshiba Records (EMI) achieved 92 per cent of the sales target of 2,500 million Yen (\$6,944,000) for the first six months of fiscal 1965 (March 21 to Sept. 20). This indicates a gain of 7 per cent over the same period last year.

International popular records account for 60 per cent, classicals 12 per cent and Japanese recordings 28 per cent of the gross sales. Most astounding were the sales of the Beatles and the Ventures which account for 40 per cent of the total sales or 70 per cent of the total in-

ternational record sales. The Ventures gave 52 performances at 38 spots during the month-and-a-half tour. Those live performances helped promote the sales of their disks to a great extent, timing with the electric guitar boom in Japan.

Classicals Sell Well

Popular classical numbers such as "L'Arlesienne," "Carmen" and others which are not so abundant in Toshiba's repertoire scored outstandingly good sales this season, as well as the stereozed recordings of the late Furtwangler and a series of 15 albums issued in commemoration of Toshiba's 10th anniversary. Each of these albums sold from 5,000 to 8,000. However, Japa-

nese pop records failed to make any significant sales when compared with the preceding period.

Returns were 13 per cent; deliveries were made only against confirmatory orders avoiding voluntary shipments of unordered records; all bad accounts were written off. These facts helped immeasurably in the firm's healthy financial condition.

The quota for the latter half of fiscal 1965 is the same with that of the past period. As a method of the year-end promotion, the label is now preparing to have the Beatles and the Ventures tape some selections Japanese version.

Three Labels to Issue McGuire Albums in U. K.

LONDON—Three albums by Barry McGuire — whose single "Eve of Destruction" has given RCA Victor one of its biggest British hits this year—are being issued in Britain on different labels this month. McGuire is due in London Oct. 10 with P. F. Sloan, who wrote "Eve of Destruction." Dunhill Records President Jay Laska and producer Lou Adler.

RCA Victor issues "Barry McGuire Featuring Eve of Destruction"—his first LP for Dunhill—this week. It includes two Bob Dylan compositions published here by Blossom Music. *(Continued on page 32)*

EMI Host to Dutch Dealers

LONDON — Two groups of dealers and their wives flew to London from Holland to spend a day with EMI. A reception followed by a typically English lunch was hosted by EMI Chairman Sir Joseph Lockwood and EMI Records Managing Director Len Wood.

The event celebrated the fifth anniversary of a Dealer Convention and "Golden 50" Club formed in 1960 by EMI's Dutch licensees, N. V. Verkoop-Maatschappij Bovem, headed by Gerry Oord.

The dealers were also taken to see the film, "Mary Poppins," and afterward were entertained at a cocktail party hosted by Disney Productions.

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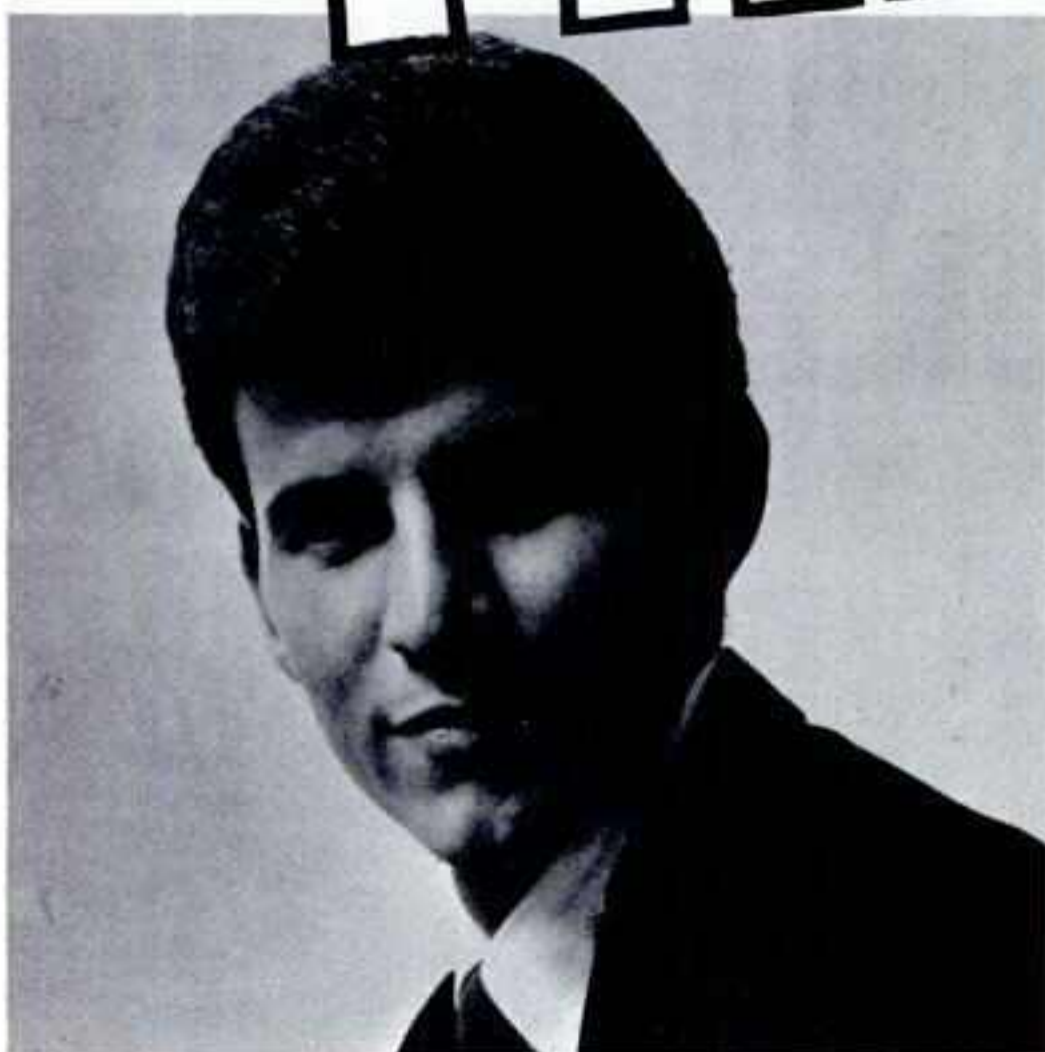
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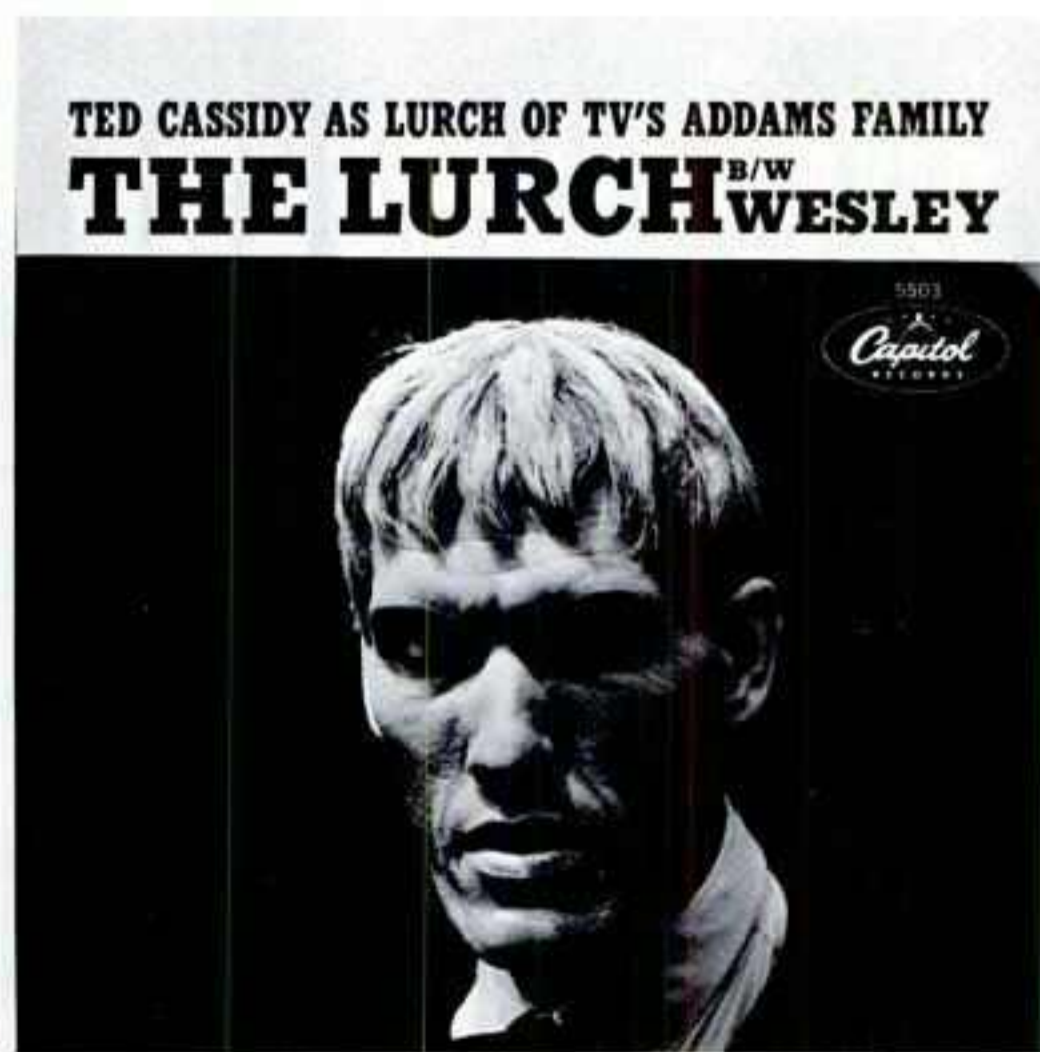
LA ORGANIZACIÓN MÁS GRANDE DEL MUNDO DEDICADA A LA GRABACIÓN DEL SONIDO / SANTIAGO, CHILE and in 45 other countries

THIS IS THE WEEK THAT IS!



Bobby Rydell's new pop single heads for the top!

WHEN I SEE THAT GIRL OF MINE
b/w It Takes Two
5513



Ted Cassidy introduces the fantastic Lurch!

THE LURCH
b/w Wesley
5503



And Nancy Wilson sings the lead song from the new musical "Skyscraper"!

I'LL ONLY MISS HIM WHEN I THINK OF HIM
b/w Afterthoughts
5515

MUSIC CAPITALS OF THE WORLD

• Continued from page 26

Abendwind." . . . Ariola has **Francoise Hardy's** "Frag" den just released the first stereo LP of **Frank Valdor** on the German market, "High Life Music." Ariola is promoting what it calls the "Valdor sound." Finally, Ariola is introducing in Germany the Swedish beat group the "Hep Stars" and their hit, "Farmer John." . . . **Wanda Jackson** is due in Germany early this month to record in German and to make personal appearances. Her first German title, "Santo Domingo," is a best-seller. Another visitor will be **Vic Dana**, whose "Red Roses for a Blue Lady" is selling big here . . . Current dance craze in West Germany is the Sirtaki, from the film **Alexis Zorbas**. Electrola has just released two German titles, "Piraeus-Sirtaki" and "Sirtaki-Time."

CBS Schallplatten has signed singing star **Bernd Spier** to a contract to produce exclusively for CBS. The contract is for two years and Spier will bring out his first production before the year's end. Spier's own numbers will be produced by veteran CBS producer **Gerd Schmidt** . . . CBS is promoting folk singer **Bob Dylan** on the German market on the theory that Dylan's music is akin to the German Heimatsmusik or folk music . . . Gerig-Musikverlage is again at the top of the German best-selling publisher list. In the year ending June 30, Gerig placed 17 titles among the 10 top tunes for that period. Gerig's current hit is "John Brown's Baby." (Polydor) with **Martin Lauer**.

OMER ANDERSON

LONDON

A merger between two British agencies pools the talents of the **Bachelors, Twinkle, Them, the Rockin' Berries, the Sorrows** and many others into one organization. The merger is between Philip and Dorothy Solomon's agency and Capable Management headed by **Maurice King** and **Barry Clayman**, but the Solomon's major publishing interests are not involved. . . . Film producers **Harry Saltzman** and **Cubby Broccoli** are negotiating with his manager, songwriter **Gordon Mills**, for **Tom Jones** to sing **John Barry's** title song over the

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credits of the new **James Bond** film "Thunderball," due out the end of this year; Jones' next tour of the U. S. planned for all of November—is likely to be called off to allow him to spend more time in Britain. . . . Britain's second biggest pirate radio station, **Radio Caroline**, has taken over a smaller one, **Radio City**, and with three ships broadcasting from different positions claims now to be able to reach all parts of the country.

Nancy Wilson had to cancel an appearance on Granada-TV's "Scene at 6:30" when the musicians union insisted on her using British instrumentalists and she refused. The appearance would have meant one more for her ac-

companying trio than its exchange with a British group allowed. . . . Balladeer **Matt Monro's** next single is to be the **Lennon-McCartney** single, "Yesterday," a hit single for the group in the U. S. but issued in Britain only on a **Beatles LP**. . . . **Mark Forster** has quit his job as general manager of leading impresario **Larry Parnes' LMP** Entertainments after eight years to set up his own management and independent record production firm. . . . Due in from Stockholm last week for talks at EMI was **SGA** a&r chief **Ivan Nordstrum**. . . . Sales near the half-million mark took "Tears" by comedian **Ken Dodd** to the No. 1 spot and proved something of a personal triumph for published **Bill Phillips**. . . . Certain compositions by **Donovan** will be published by a new company set up by the folk star's joint managers **Geoff Stevens** and **Peter Eden**, **Pied Piper Music**. **Donovan** is contracted as songwriter to **Southern Music**, which handles the great majority of his work. . . . By the end of the year Britain's giant news agent and book chain, **W. H. Smith's** will have record departments in more than 90 of its shops. . . . **CBS** has released three singles of songs from the new British musical, "Passion Flower Hotel"; "The Syndicate," by the **John Barry Orchestra**; "How Much of the Dream Comes True," by **Barbra Streisand**, and "I Love My Love," by **Jeremy Clyde**.

CHRIS HUTCHINS

MEXICO

Capitol recorded the first LP with arrangements for big band of the new Cuban rhythm, **Mozambique**, played by the orchestra of **Leo Acosta**, outstanding Mexican drummer, who was loaned to that company by **Polydor**. . . . **Perez Prado** launches for **Orfeon** a new rhythm: "Latin Go-Go," performed by his orchestra and a rock group with many electric guitars. . . . The same company

is doing well with **Renata**, a 17-year-old go-go dancer and singer, and a new rock group from the north, the **Hitters**. . . . At the same time that sales are still strong with his current hit, "Sombras," **Javier Solis** (CBS) has already come up with another: "Payasos." . . . After having been for many years an **Odeon** artist, Chilean singer **Lucho Gatica**, a resident of Mexico, recorded for the last two years for **Musart**. This month he went back to **EMI**, and will record in Mexico and the U. S. for **Capitol**.

Raul Bejarano, sales manager of **Columbia/CBS** from 1950 to 1958 and again since 1963, has been appointed commercial manager. . . . **David Crump**, who for 14 years worked for **RCA Victor Mexicana** in different capacities, resigned and became a divisional director of **General Foods of Mexico**. . . . **Luis Martinez Serrano**, **Pham** manager, and **Rogelio Azcarraga**, president of **Orfeon** and the new associate of **Pham** and **Emmi** publishing houses (the Mexican companies of **Peer**), will spend October in Europe and will visit all the **Peer** affiliates. . . . A nine-man delegation from Mexico attended the **Congress of the Latin American Federation of Record Producers** (Buenos Aires, Oct. 4-6). . . . **Guillermo Acosta**, artistic director of **Musart**, in Spain. He will record in Madrid with **Angelica Maria** and **Los Yorsis**, and negotiate for his company a new Spanish distributor after **Musart's** contract with **Odeon** expires. . . . **Heinz Klinckwort**, president of **Peerless**, is making a long business trip in Latin America. **OTTO MAYER-SERRA**

MILAN

Durium Records renewed its contract with **Disques Vogue** for distribution of **Durium's** labels in French territory. **Krikor Mintangian** and **Mrs. Elisabeth Mintangian**, **Durium's** president and international department manager,

respectively, and **Leon Cabat**, **Vogue's** president, who was in Milan, completes the agreement. **Durium** also signed a contract with **Prestige Records** for distribution of the American catalog in Italy, according to **Giampiero Scussel**, **Durium's** international a&r. **Dischi Bluebell** will release and distribute **Somerset** catalog in Italy, said **Tony Casetta**, firm's owner and general manager. First bunch of releases will include 45 mono and 45 stereo albums, all classical music. . . . **CGD Internazionale** is marketing a new record by **Les Surfs**, "Chap Tap" b/w "Quando Tu Verrai," under the **Festival** label. . . . **Bruno Pozzo** and **Sandro Colombini** of **Clan Records** have decided they will start their European tour (1). They will fly to London, Stockholm, Hamburg, Amsterdam, Brussels, Paris, Madrid and Barcelona to assume complete distribution coverage throughout Europe for **Clan** catalog. . . . **Carosello Records** has just issued a single, "Can-Canini," from "Mary Poppins," performed by **Piero Giorgetti**. **Michele Ascidenti** and **Robertino**, also **Carosello Records**, will participate in the **Zurich Festival** with "Quando vedonte" and "Ho fatto cent o con il cuore." . . . **Adriano Celentano** has just recorded "Ringo," previously a hit in the States by **Lorne Green**, and presented it on his TV show "Adriano Clan No. 2."

GERMANO RUSCITTO

MUNICH

Munich deejay **Werner Goetze** broadcast a one-hour platter show on **Red Nichols**. Munich's new deejay team, **Lotti and Jimmy**, produced two record shows with music—one by **Cole Porter**, the other by **Jerome Kern**, featuring records by **Ella Fitzgerald**, **Frank Sinatra**, **Bing Crosby**, the **Andrews Sisters**, **Hermann Prey**, **Zarah Leander**, **Shirley MacLaine**, **Joan Sommers**, **Ann Miller**, **Franck Cordell**, **Stephane Grappelly**, (Continued on page 32)

A TREMENDOUS FOLK-ROCK BALLAD, WITH A STIRRING MESSAGE . . .

"THE HILL OF HENRI-CHAPELLE"

b/w

"Back To The Mines" #117

Recorded and Composed by—

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(The co-writer of: "16 Reasons" and "A Song for Young Love")

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THE VEJTABLES

Top 10 at KYA and KEWB, on the list at WLS, WMCA, WWDC, WKBW, CKLW, WDRC, WKDA, KELP, and many others.



AUTUMN #18
IF I'VE BEEN DREAMING
THE OTHER TIKIS

Top 30 on the West Coast and immediate sales wherever played.



AUTUMN #19
DANCE WITH ME
THE MOJO MEN

A 24 hour smash in San Francisco, a pick at WMCA, New York, and WLS, Chicago.



AUTUMN #20
DON'T TALK TO STRANGERS
THE BEAU BRUMMELS

70,000 sold in the first week—Gavin pick, and a pick in top markets around the country.

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MUSIC CAPITALS OF THE WORLD

• Continued from page 30

Mario Lanza, the **Monte Carlo Light Symphony**, conducted by **Erwin Halletz**, and the **Hollywood Bowl Light Symphony**, conducted by **Carmen Dragon**. . . . The first German TV Network will air a Saturday special of 90 minutes featuring music by **George Gershwin**. . . . **Count Basie** and his orchestra played at the 4,000-seater Congress Hall. . . . **Karl Heinz Busse's** Munich International label rushed the 20th-Fox soundtrack album, "The Magnificent Men in Their Flying Machines" for the Munich opening of the movie, premed for Europe at the International Traffic Exhibition.

JIMMY JUNGERMANN

OSLO

Norwegian trumpet player **Finn Eriksen** has received a silver disk for the 25,000 copies' sales of his Philips record "Lapland," a domestic version of the American tune "Gloryland." . . . Another receiver of the Norwegian silver disk was American orchestra leader **Billy Vaughn**, in Oslo this week for talks with **Arne Bendiksen**, representing the Dot label in Norway. Vaughn got the prize for "Sail Along Silvery Moon." . . . The Norwegian LP, "Scandinavian Letkis Jenka," recorded on the Troll label by the Argentine Santa Anita orchestra in Norway, has been issued on the RCA Victor label on the South American continent. . . . Another independent record company was formed in Norway. Leader is **Kare Kornelussen**, who has been recorded for the Iversen & Frogh disk firm since 1933. Label's name is Ak-sent; it will specialize in accordion and folk dance records. A-S Nera, RCA's representative here, will distribute the label.

Arne Bendiksen has obtained the representation for all songstress **Millie Small's** records in Scandinavia. In the rest of the world Miss Small will still be on the Fontana label. Bendiksen is also her local manager for Scandinavia. He will visit here with her for four months next summer. Other artists he will present in Norway include **Beau Brummel** and the **Noblemen**, **Dusty Springfield**, **Eden Kane** and possibly the **Rolling Stones**, reveals impresario **Barry Matheson** of the Bendiksen firm. . . . The **Modern Jazz Quartet** gave two successful concerts here. The concerts were also recorded by the Norwegian State Radio System for later airing.

ESPEN ERIKSEN

ROME

Musical works were a dominant part of the Premio Italia 1965 at this year's event in Florence. One-fourth of the 44 entries were musical shows. . . . **Carletto Loffredo**, bass of the Roman New Orleans Jazz Band, has put together a new jazz group which will be featured with **Marcello Mastroianni** in the forthcoming musical comedy based on the life of **Rudolf Valentino**. . . . **Ricordi International** is a new label which will introduce American and British vocalists who have had no Italian outlet up to now. First unit signed is **The Yardbirds**. . . . **Rita Pavone**, currently filming "An American Daughter" in which she is co-starred with **Toto**, is also taping a complete one-hour TV show. . . . "Sound Track" is the title of a new TV musical program which will feature music from the film.

Gino Paoli, as first reported here, has left RCA. He has been signed by CGD, with **Umberto Bindi**, another RCA artist. When both came to RCA from Ricordi they ruled the roost. The new signings appear to be part of CGD's new plan to concentrate on Italian rather than foreign artists. Of the many American, French and British labels repre-

sented by **Giuseppe Giannini** and CGD International, it is likely that only Warner Brothers-Reprise, MGM and Festival will return when contracts run out at the end of 1965. . . . **Earl Hines** was heard in a RAI-TV Special which he taped in Rome during the summer. . . . Southern Music recovered \$3,000 in a lawsuit against Documento Film. The suit charges that four of their numbers were used in the soundtrack without payment. . . . **Bobby Solo** will do an Italian version of the songs from "The Sons of Katie Elder" for Ricordi which is also releasing the original CBS soundtrack. . . . **Mina** is turning film actress in a new production by **Carmine Gallone**. She will play three roles.

SAM'L STEINMAN

STOCKHOLM

Lars Fernlof, 22-year-old trumpeter from Vasteras, Sweden, who has become a hot name in California where he studied music, is now working on the music to three pictures in Sweden. Before he returns to the U. S., he will make an LP for both markets. . . . American jazz pianist and writer **George Russel** led his big band in

EDITION Leading
Publishing
ODEON House

Stockholm P.O. Box 27053

a concert in Stockholm. The band consisted of nine Swedish top musicians plus Americans **Donald Byrd** and **Dexter Gordon**. . . . Other jazz musicians from U. S. now visiting Stockholm: **Stuff Smith** and **Don Cherry**. . . . Philips says that Sweden is second in Europe in selling **Joan Baez** records. Great Britain is first.

"Adventures in Jazz and Folklore" is the name of a new LP. Swedish radio and TV producer **Olle Helander** made a program with jazz musicians **Bengt Arne Wallin**, **Bengt Hallberg**, **Georg Riedel** and **Jan Johansson**. They played Swedish folksongs. The program won first prize in a contest in Paris. . . . The manager for Philips Sweden Record Co., **Bo Lofberg**, will be replaced by **Eddie Landqvist**, now manager for the record company's distributing company.

BJOU FREMER

TOKYO

Nippon Columbia released the first four albums of Mainstream and Vee Jay in September, but is also marketing the additional labels of Festival (France), Italdisc (Italy), Turicaphon (Switzerland), Melodia (Soviet Russia), Muza (Poland), Clan Centano (Italy), Bam (France) and Symphony Tone (Austria). This brings to 15 the number of labels pressed by Nippon Columbia. . . . **Kiyozumi Shiroti**, managing director of King Records, affiliate of London and Telefunken, left for a 40-day market survey in Europe and the U. S. via the North Pole. His itinerary includes England, France, West Germany, Italy, Sweden, Holland and U. S. A. He is expected back Nov. 7. . . . The best selling albums from Aug. 16 through Sept. 15 are "The Ventures in Japan" (Toshiba); "Sound of Music," soundtrack (Victor); "Knock Me Out," The Ventures (Toshiba); "Pearly Shell," **Billie Vaughn** (Victor); "Brenda Lee Golden Hits" (Teichiku); "Caravan," The Ventures (Toshiba). The Ventures are evidently dominating the market after their visit to Japan. . . . The **Deutsche Bachsolisten**, headed by oboe player **Helmut Winschermann**, will be in Japan for a series of concerts starting in Tokyo Oct. 19. . . .

Hungarian-born conductor **Carl Melles** arrived from Germany at the invitation of the Yomiuri Symphony Orchestra. The maestro will give two concerts directing the orchestra before he leaves Oct. 12 or 13. **JUNZO FUKUNISHI**

TORONTO

Sparton Records has announced that it will represent Mira Productions, Inc., in Canada. New product from Mira, the new company formed by **Randall Wood**, former president of Vee Jay Records, will be released by Sparton as soon as possible. . . . First Canadian talent to appear on **Jack LaForge's** Regina label in the U. S. is a Toronto-based group, **Just Us**, with their "I Don't Love You" and "I Can Tell" on the Quality label here. . . . **Les Feux Follets**, the Montreal-based national folk ensemble, has been signed to make four appearances on "The Ed Sullivan Show," with the first, tentatively, on Nov. 7. It will give a boost to Les Feux Follets' album, due within a couple of weeks on Victor's



Canada-International label. With a tour of 35 U. S. cities also set for the troupe of 65 singers, dancers and musicians, hopes are high for U. S. release of the LP. . . . **Gordon Lightfoot** has been signed for the prestigious U. S. TV show, "The Bell Telephone Hour," for December. His new U.A. single, **Bob Dylan's** "Just Like Tom Thumb's Blues," is getting off the ground nicely across the country. . . . Columbia Records has appointed **Bill Eaton** Toronto branch manager, succeeding **Richard Zurba**, who has resigned after 10 years with the company to move to Winnipeg, where he plans to open a retail record outlet. Eaton joined Columbia in 1957 and had covered every area in Ontario as a sales representative.

Chad Allan and the **Expressions**, the **Guess Whos**, were in New York again last week for recording sessions at the Scepter Studio. Quality reports that their new LP is "selling like a single," and the single for which it's named, "Hey Ho, What You Do to Me" is high on the charts across the country. . . . Latest young Canadian talent to appear on RCA Victor's Canada-International label is **Lynda Layne**, 16, with "I Don't Want to Go" and "I'm Your Pussycat." The disk is due for lots of promotion via TV, with Lynda guesting on the CTV network's "A Go-Go '66" and "Musical Showcase," and CBC-TV's "Music Hop," plus the local "Hi Time" on CFTO-TV Toronto and "Mickie a Go-Go" on CHCH-TV, Hamilton. She'll also be on the bill when **Freddy Cannon** appears in Kitchener (16). . . . **The Liverpool Set**, whose "Must I Tell You" is doing well for Columbia, is the latest Canadian group considered popular enough to cut radio commercials for Coca-Cola's series featuring well-known disk artists. . . . Germany and Trinidad make it six foreign countries to have released RCA Victor's single "Kathy Keep Playing" by Canadian **Stu Phillips**. . . . Word filters through to Columbia here that the **Maritimes** group signed by Columbia in the U. S., the **Great Scots**, are going strong in appearances in California as a result of their outings on the "Shindig" TV. . . . Quality Records is now sending promotional copies of all its Canadian talent releases to over 100 key deejays in the U. S. (selected from Billboard's Radio Response Ratings Handbook). . . . **Peter, Paul and Mary** appear at the Place des Artes in Montreal

Vogue Registers Its Best Year

• Continued from page 26

M. Cacheux, president of the **Compagnie General du Disque**.

History of Firm Told

Cabat opened the conference with a resume of the history of the company. When it was founded in 1948, the company confined itself entirely to jazz. Vogue invited **Sidney Bechet** to France and he was the first artist to achieve a million-selling record in France with "Les Oignons."

Vogue was also the first company to introduce an American catalog into France and now effects the distribution of Warner-Reprise, Dot, Kapp, Roulette, Red Bird, Scepter, Electra, Jay Gee and Autumn labels.

Vogue, said Cabat, recorded notable success with such artists as **Colette Renard**, **Mario Marini** and the immensely popular accordionist **Aimable**, now selling well in the States and who is due to appear in New York Oct. 19.

Petula Clark and **Francoise Hardy** have been among the top international sellers on the label and the 10-year-old tie-up with **Pye Records** in Britain had enabled Vogue to introduce into France such big successes as **Sounds Orchestral**, the **Kinks**, **Sandy Shaw** and **Donovan**.

U. S. Artists Help

There had also been a big boost to the sales of disks by American artists, due to recent appearance in France of **Trini Lopez**, **Dionne Warwick**, **Frank Sinatra**, **Sammy Davis**, the **Everly Brothers**, and **Peter, Paul and Mary**, who had a tremendously successful booking at the **Olympia Theater** in Paris.

In addition, said Cabat,

Vogue Paris Studio to Cost 200G

• Continued from page 26

also developing rapidly. Vogue, the first French disk company to form its own music publishing affiliate, now had four publishing companies in France — **Carrousel**, **Vogue International**, **Alpha** and **Editions Gerard Calvi**. There were also Vogue International companies in Holland and Belgium, and **Editions Belmont** in Switzerland and Germany.

Cabat said he saw no prospect of a big singles market in France. "We have tried on two occasions to launch singles in France but the result in each case was a fiasco. Record stores prefer EP's and so does the public. And from the record company's point of view they are more viable because there are, so to speak, three 'B' sides to every 'A' side with EP's."

He thought that EP's, already the rule in France, Belgium, Switzerland, Spain and Portugal, might well replace singles in other countries.

Cabat said he thought the next trend would be towards ballads with a beat, as exemplified by artists like **Bernard Laferaud** and **Herve Vilard**. "People are tired of idiotic lyrics. One of the reasons why Fran-

Vogue also distributed in France the A-Z label (**Danyel Gerard**, **Romuald**, **Guy Mardel** and **Christophe**), the **Compagnie General du Disque** labels (**Pacific**, **Belter** and **Orphee**), the **Monte Carlo** label, and the **Number One** label.

The big hits of the year so far had been "Aline," by **Christophe**, "Une Fois Au Moins" (**Bernard Laferaud**), "Shame and Scandal in the Family" (**Shawn Elliott**), "Pourvu Que Ca Dure" (**Sandie Shaw**), "Set Me Free" (**The Kinks**), "Il Silenzio" (**Nini Rosso**) and "Cast Your Fate to the Wind" (**Sounds Orchestral**).

It was reported that the daily Vogue program over **Radio Monte Carlo** and the **Radio des Valleees** during the summer had been a great success in promoting record sales, but it was stressed that the basic reason for the spectacular progress made by the company this year was the tremendously rich and varied catalog available. For instance, Vogue was probably the leading company in the field of recorded accordion music with such artists as **Aimable**—who has achieved enormous international sales—and **Jacy Noguez**, **Armand Lassagne**, **Baldi** and **Primo Corchia**.

The delegates heard excerpts from future releases by **Francoise Hardy**, **Sandy Shaw**, **Colette Renard**, **Bernard Laferaud**, **Michel Paje**, and others.

In the evening, delegates watched the Warner-Reprise film of the new releases for the fall, punctuated with interviews with **Frank Sinatra**, the **Everly Brothers**, **Count Basie**, **Duke Ellington** and **Sammy Davis**.

coise Hardy continues to be so popular is that her lyrics are good."

Value of TV

Cabat emphasized the value of TV in promoting record sales and said that Vogue has plans to bring a number of international artists to France in the near future for concerts and TV appearances — among them, **Sandie Shaw**, **Donovan**, **Dionne Warwick**, the **Kinks** and the **Cops** and **Robbers**.

He added that **Sandie Shaw's** "Pourvu Que Ca Dure" had sold 150,000 copies in France and that she was shortly to record eight more songs in French.

"The great strength of Vogue lies in its rich catalog," said Cabat. "The 'Mode' series now includes 500 albums and this series is a strong and consistent seller at only \$3.25 an album. We have recently obtained permission from Warner-Reprise and Kapp to issue some of their material on this cut-price label."

"We also sell a tremendous number of disks of old classics on **Nonesuch** in the States at \$2.50. These are the 'bread and butter' of our business."

McGuire Albums

• Continued from page 28

Tracks waxed by **McGuire** prior to his **Dunhill** contract for **Davon Records** have been acquired for U. K. release by **Jeff Kruger** for his **Ember** label and **Isabella Wallach** for her **Delyse** company.

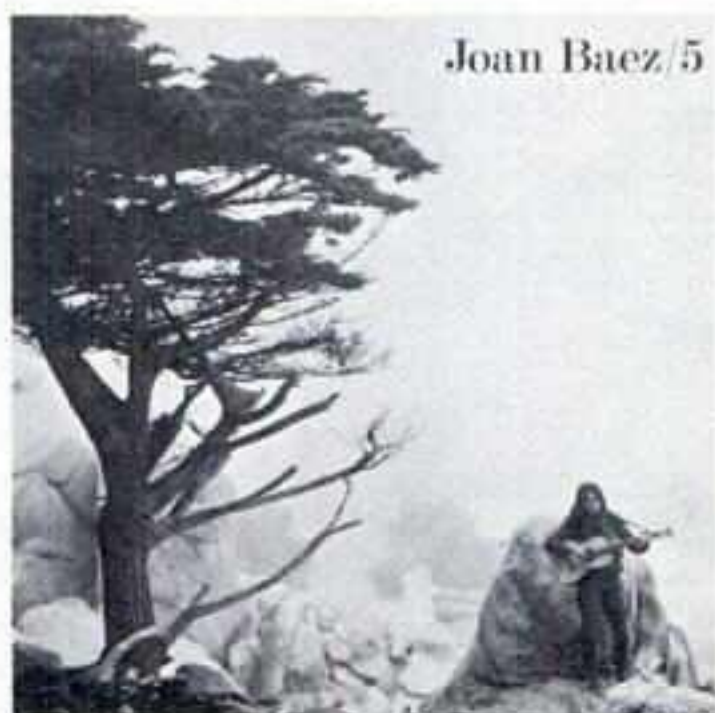
The **Delyse** album is called "Barry McGuire Here and Now With Barry Kane." The **Ember** LP is as yet untitled.

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ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	VENECIA SIN TI	Charles Aznavour (Barclay); *Juan Ramon (RCA); Claudia (Odeon); Ely Neri (Fermata) —Fermata
2	2	HE COMPRENDIDO QUE TE AMO	Luigi Tenoco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon); *Lucio Milena (Disc Jockey)—Fermata
3	3	EN CASA DE IRENE	Nico Fidenco (RCA); Afro Ventura (Fermata); *Bobby Cuatro (Music Hall)—Fermata
4	7	HELP!	Beatles (Odeon)—Fermata
5	4	MUNECA DE CERA	*Juan Ramon (RCA); France Gall (Philips); *Las Ardillas (Odeon); Leo Dan (CBS)—Korn
6	5	WOOLY BULLY	Sam the Sham (Philips); *Johnny Allon (Microfon); Los Increibles (CBS)
7	8	NO QUISIERA QUERERTE	*Horacio Guarany (Philips); *Roberto Yanes (CBS); *Ramona Galarza (Odeon); *Los Fronterizos (Philips)—Lagos
8	6	MISTER TAMBOURINE MAN	The Byrds (CBS)—Neumann
9	9	COMMENCEMOS A QUERERNOS	John Foster (Fermata); Robert Goulet (CBS); Dalida (Barclay); *Cinco Latinos (Music Hall); *Claudio (Odeon)—Fermata
10	—	LA POLLERA AMARILLA	Enrique Tullio Leon (Odeon); Sonia Lopez (CBS); Sonora Niko Estrada (Odeon)—Korn

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	IL SILENCIO	Nini Rosso (Durium)—Alberts
2	5	I LIVE FOR THE SUN	Sunrays (Capitol)—Alberts
3	1	HELP!	Beatles (Parlophone)
4	—	LIKE A ROLLING STONE	Bob Dylan (CBS)—Allans
5	3	WALK IN THE BLACK FOREST	Horst Jankowski (Philips)
6	—	DOWN IN THE BOON DOCKS	Billy Joe Royal (CBS)
7	14	HOME OF THE BRAVE	Jody Miller (Capitol)
8	—	LOVIN' TOUCH	*Jimmy Crocket & the Shanes (Festival)
9	—	SAN FRANCISCO BAY BLUES	Peter Paul & Mary (CBS)—Essex
10	7	WEDDING RING	*The Easybeats (Parlophone)—Alberts

AUSTRIA

This Week	Last Week	Title	Artist
1	1	ALEXIS SORBAS	20th Fox-Soundtrack—Hochmuth
2	3	SATISFACTION	The Rolling Stones (Decca)—Aberbach
3	2	WOOLY BULLY	Sam the Sham & The Pharaohs (MGM)—Hofmeister
4	7	DU WEISST NICHTS VON DEINEM GLEUCK	Sandie Shaw (Vogue)
5	9	CADILLAC	Renegades (Ariola)
6	10	FRAEULEIN WUNDERBAR	Peter Alexander (Polydor)—Wien Melodie
7	—	FRAUEN UND ROSEN	Sacha Distel (Polydor)—Gerig
8	8	MR. TAMBOURINE MAN	The Byrds (CBS)—Budde
9	5	MIT 17 HAT MAN NOCH TRAEUME	Peggy March (RCA)—Weinberger
10	6	IL SILENCIO	Nini Rosso (Durium)—Heibling

BRAZIL

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MA VIE	Alain Barriere (RCA); *Agnaldo Rayol (Copacabana)—RCA
2	1	IO CHE NON VIVO	Pino Donaggio (Odeon)—Fermata
3	3	PAU DE ARA	*Ary Toledo (Fermata)—Marconi
4	9	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliot (Roulette-Chantecler); *The Bells (RGE)—Fermata

This Week	Last Week	Title	Artist
5	6	ZORBA THE GREEK	Dalida (Barclay-RGE); *Poly (Continental); Claus Ogerman (RCA)—Todamerica
6	7	EMOCAO	*The Vips (Continental)—Fermata
7	8	ROCK AND ROLL MUSIC	The Beatles (Odeon)—Fermata
8	10	QUE C'EST TRISTE VENISE	Charles Aznavour (Barclay-RGE)—Fermata
9	4	NAO QUERO VER VOCE TRISTE	*Roberto Carlos (CBS)—Vitale
10	—	PROFESSOR APAIXONADO	*Nilton Cesar (Continental)—Vitale

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	5	TEARS	*Ken Dodd (Columbia)—Keith Prowse
2	1	SATISFACTION	*Rolling Stones (Decca)—Mirage Music
3	3	MAKE IT EASY ON YOURSELF	Walker Brothers (Philips)—Famous Chappell
4	6	LOOK THROUGH ANY WINDOW	*Hollies (Parlophone)—Feldman
5	2	I GOT YOU BABE	Sonny and Cher (Atlantic)—Aberbach
6	4	LIKE A ROLLING STONE	Bob Dylan (CBS)—Blossom Music
7	22	IF YOU GOTTA GO, GO NOW	*Manfred Mann (HMV)—Blossom Music
8	13	EVE OF DESTRUCTION	Barry McGuire (RCA)—Dick James Music
9	7	A WALK IN THE BLACK FOREST	Horst Jankowski (Mercury)—Flamingo Music
10	17	IL SILENZIO	Nini Rosso (Durium)—Peter Maurice/Biem
11	9	ZORBA'S DANCE	Marcello Minerbi (Durium)—Biem
12	10	LAUGH AT ME	Sonny (Atlantic)—17 Savile Row
13	14	THAT'S THE WAY	*Honeycombs (Pye)—Lynn Music
14	18	HANG ON SLOOPY	McCoys (Immediate)—Campbell-Connelly
15	21	JUST A LITTLE BIT BETTER	*Herman's Hermits (Columbia)—T. M. Music
16	12	UNIVERSAL SOLDIER (EP)	*Donovan (Pye)—Southern/Pied Piper Music
17	8	HELP!	Beatles (Parlophone)—Northern Songs Ltd.
18	25	ALMOST THERE	Andy Williams (CBS)—Cinephonic
19	11	ALL I REALLY WANT TO DO	Cher (Liberty)—Blossom Music
20	19	BABY DON'T GO	Sonny and Cher (Reprise)—Kassner Music
21	24	WHATCHA GONNA DO ABOUT IT	*Small Faces (Decca)—Fanfare Music
22	26	IT'S ALL OVER NOW BABY BLUE	Joan Baez (Fontana)—Blossom Music
23	29	RUN TO MY LOVIN' ARMS	*Billy Fury (Decca)—Screen Gems Columbia
24	—	SOME OF YOUR LOVIN'	*Dusty Springfield (Philips)—Screen Gems Columbia
25	20	UNCHAINED MELODY	Righteous Brothers (London)—Frank Music
26	15	WHAT'S NEW PUSSYCAT?	*Tom Jones (Decca)—United Artists
27	25	PARADISE	*Frank Ifield (Columbia)—Keith Prowse Music
28	16	ALL I REALLY WANT TO DO	Byrds (CBS)—Blossom Music
29	—	PAPA'S GOT A BRAND NEW BAG	James Brown (London)—Lois Music
30	—	THAT MEANS A LOT	P. J. Proby (Liberty)—Northern Songs Ltd.

CANADA

This Week	Last Week	Title	Artist
1	1	EVE OF DESTRUCTION	Barry McGuire (RCA Victor)
2	6	YESTERDAY/ACT NATURALLY	Beatles (Capitol)
3	2	CATCH US IF YOU CAN	Dave Clark Five (Capitol)
4	3	HELP!	Beatles (Capitol)
5	5	LIKE A ROLLING STONE	Bob Dylan (Columbia)
6	—	I'M YOURS	Elvis Presley, (RCA Victor)
7	10	RIDE AWAY	Roy Orbison (MGM)

This Week	Last Week	Title	Artist
8	8	YOU'VE GOT YOUR TROUBLES	Fortunes (Press)
9	9	ONLY SIXTEEN	Terry Black (Arc)
10	—	BABY DON'T GO	Sonny & Cher (Reprise)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	1	ONLY SIXTEEN	Terry Black (Arc)
2	2	HEY HO, WHAT YOU DO TO ME	Chad Allan & The Expressions (Quality)
3	3	MUST I TELL YOU	Liverpool Set (Columbia)
4	5	MOVE TO CALIFORNIA	Staccatos (Capitol)
5	—	GIVE ME LOVIN'	Great Scots (Epic)

EIRE

This Week	Last Week	Title	Artist
1	1	HUCKLEBUCK SHOES	Brendan Bowyer and Royal (HMV)—Etude Music
2	3	MY OWN PECULIAR WAY	Joe Dolan and Drifters (Pye)—Acuff-Rose
3	7	I GOT YOU BABE	Sonny and Cher (Atlantic)—Aberbach
4	5	SATISFACTION	Rolling Stones (Decca)—Mirage
5	2	HELP!	Beatles (Parlophone)—Northern Songs Ltd.
6	4	I NEED YOU	Declan Ryan and Regal (Decca)
7	6	ZORBA'S DANCE	Marcello Minerbi (Durium)—BIEM
8	8	A WALK IN THE BLACK FOREST	Horst Jankowski (Mercury)—Flamingo
9	9	ALL I REALLY WANT TO DO	Byrds (CBS)—Blossom
10	—	HUCKLEBUCK	Brendan Bowyer and Royal (HMV)—Leeds

FRANCE

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

FRENCH (WALLOON)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ALINE	Christophe (A Z)
2	2	CAPRI, C'EST FINI	Herve Vilard (Mercury)—Peter Plum Publications
3	3	MES MAINS SUR TES HANCHES	Adamo (HMV)—Ardmore & Beechwood
4	4	IL SILENZIO	Nini Rosso (Durium)
5	5	WOOLY BULLY	Sam the Sham (MGM)—Belindamusic
6	6	SATISFACTION	Rolling Stones (Decca)
7	—	EARLY BIRD	*Andre Brasseur and his Multisound Organ (Palette)—World
8	8	HELP!	Beatles (Parlophone)—Agence Musicale Internationale
9	10	CIEL-SOLEIL-MER	Francois Deguelt
10	7	QUAND UN BATEAU PASSE	Claude Francois (Fontana)—Belindamusic

WEST GERMANY

This Week	Last Week	Title	Artist
1	2	HELP!	Beatles (Odeon)—Budde
2	3	SATISFACTION	Rolling Stones (Decca)—Aberbach
3	4	WOOLY BULLY	Sam the Sham & The Pharaohs (MGM)—Aberbach
4	1	IL SILENZIO	Nini Rosso (Hansa)—Intro
5	5	MR. TAMBOURINE MAN	The Byrds (CBS)—Budde
6	7	DU BIST NICHT ALLEIN	Roy Black (Polydor)—Seith

This Week	Last Week	Title	Artist
7	6	MIT 17 HAT MAN NOCH TRAEUME	Peggy March (RCA)—Gerig
8	—	ZORBA LE GREG	Soundtrack (20th-Fox-International)—Gerig
9	10	FRAG DEN ABENDWIND	Francoise Hardy (Vogue)—Montana
10	9	3000 MEILEN VON ZU HAUS	Freddy (Polydor)—Ebony-Schaeffers

HOLLAND

This Week	Last Week	Title	Artist
1	2	SATISFACTION	Rolling Stones (Decca)—Basart Essex
2	1	HELP!	Beatles (Parlophone)—Basart-Leeds
3	3	YOU'VE GOT YOUR TROUBLES	Fortunes (Decca)—Basart-Mills
4	4	IL SILENZIO	Nini Rosso (Sprint); Heinz Schachtner (Polydor)—Portengen
5	6	I GOT YOU BABE	Sonny & Cher (Atlantic)—Belinda
6	5	SOPHISTIE	Johnny Lion (Philips)—Portengen
7	9	LIKE A ROLLING STONE	Bob Dylan (CBS)—Basart
8	10	DANSE DE ZORBA	Duo Acropolis (Omega); Trio Hellenique (CNR); Mikis Theodorakis (Barclay)—Melodia
9	7	WOOLY BULLY	Sam the Sham & Pharaohs (MGM)—Belinda
10	8	THIS STRANGE EFFECT	Dave Berry (Decca)—Altona

HONG KONG

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

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SI FA SERA	*Gianni Morandi (RCA)
2	2	IL MONDO	*Jimmy Fontana (RCA)
3	3	CIAO CIAO	Petula Clark (Vogue)
4	8	ZORBA'S DANCE	Mikis Theodorakis (20th Century)
5	6	I TUOI OCCHI VERDI	*Franco Tozzi (Fonit)
6	4	TI SENTI SOLA STASERA	*Michele (RCA)
7	10	SONO UN SIMPATICO	*Adriano Celentano (Clan)
8	9	LA NOTTE	*Adamo (Pathe)
9	12	IL SILENZIO	*Nini Rosso (Sprint)
10	5	E VOI BALLATE	*Adriano Celentano (Clan)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	AISHITE AISHITE AISHICHATTANOYO	*Mahina Stars & Tashiro Miyoko (Victor)—JASRAC
2	3	CARAVAN	The Ventures (Liberty)
3	1	ONNA GOKORO NO UTA	*Bob Satake (King)—JASRAC
4	4	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
5	5	ANOKO TO BOKU	*Hashi Yukio (Victor)—JASRAC
6	7	CRYING IN A STORM	*Amy Jackson (Columbia)—JASRAC
7	6	NATSU NO HI NO OMOIDE	*Hino Teruko (Polydor)—JASRAC
8	9	SLAUGHTER ON 10TH AVENUE	The Ventures (Liberty)—Chappell (Folster)
9	—	LA PLAYA	Georges Jouvin (Odeon)—Toshiba
10	—	DON'T LET ME BE MISUNDERSTOOD	The Animals (Odeon)

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SILVER THREADS AND GOLDEN NEEDLES	*Crescendos (Philips)
2	2	HELP!	Beatles (Parlophone)
3	5	IT'S ALL OVER	*Naomi and the Boys (Philips)
4	4	EASY QUESTION	Elvis Presley (RCA)
5	7	I MUST BE SEEING THINGS	Gene Pitney (CBS)
6	6	SATISFACTION	Rolling Stones (Decca)
7	—	TELL ME WHAT YOU SEE	Beatles (Parlophone)
8	—	ANGEL	Cliff Richard (Columbia)
9	3	I'M ALIVE	Hollies (Parlophone)
10	9	LITTLE RED ROOSTER	Rolling Stones (Decca)

MEXICO

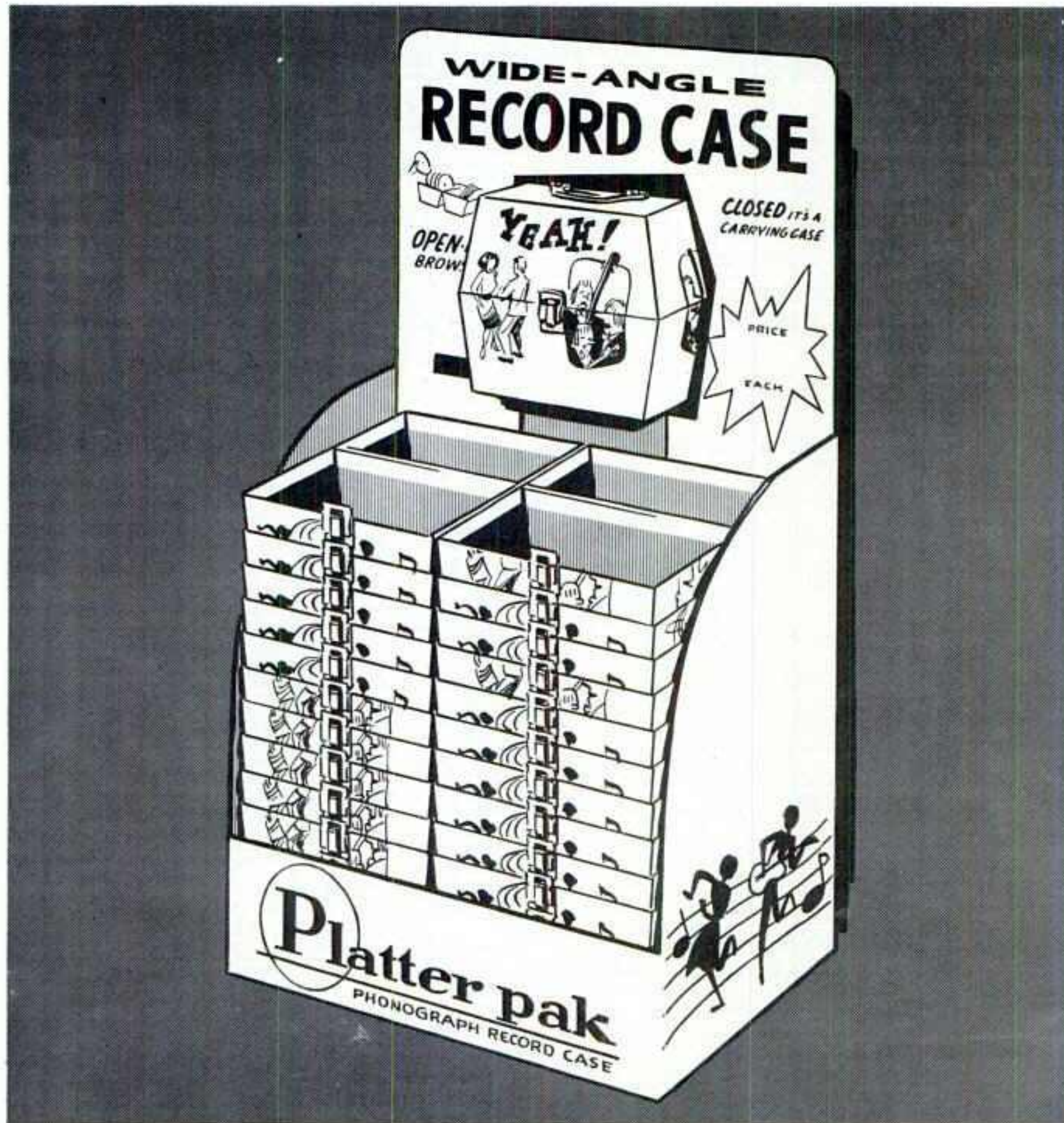
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM); *The Rocking Devils (Orfeon)—Grever
2	2	SOMBRAS	*Javier Solis (CBS)—Sadaic
3	5	CAST YOUR FATE TO THE WIND	Sound Orchestral (Pye)—Pending
4	—	PAYASOS	*Javier Solis (CBS)—Pending
5	4	COSECHA DE MUJERES	*Mike Laure (Musart)—Brambila
6	—	TRIUNFAMOS	*Los Panchos (CBS)—Pending
7	6	SIGAMOS PECANDO	*Los 3 Diamantes, *Hnos. Carrion (Orfeon)—Emmi
8	3	WHIPPED CREAM	Herb Alpert's Tijuana Brass (Tizoc)—Pending
9	9	(I CAN'T GET NO) SATISFACTION	The Rolling Stones (London)—Pending
10	7	LECCION DE BESOS	(Letkiss)—*Julian Bert (Orfeon)—Meximusic

NEW ZEALAND

This Week	Last Week	Title	Artist
1	7	WHAT'S NEW PUSSYCAT?	Tom Jones
2	1	HELP!	Beatles

Dealers and Distributors... This is the hot one!

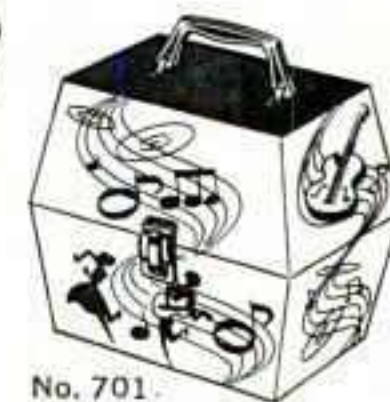


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TOP LP's

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like HELP, LOOK AT US, THE IN CROWD, THE SOUND OF MUSIC, OUT OF OUR HEADS, BRINGING IT ALL BACK HOME, MARY POPPINS, MORE HITS BY THE SUPREMES, HERMAN'S HERMITS ON TOUR, SUMMER DAYS (And Summer Nights), MY NAME IS BARBRA, WHIPPED CREAM & OTHER DELIGHTS, MY FAIR LADY, THE HIT SOUNDS OF THE LETTERMEN, ELVIS FOR EVERYONE!, WHAT'S NEW PUSSYCAT?, HAVING A WILD WEEKEND, BEATLES VI, DEAR HEART, JUST ONE IN MY LIFE, SEPTEMBER OF MY YEARS, MARIANNE FAITHFULL, THE BEACH BOYS TODAY!, THE NEARNESS OF YOU, I'M THE ONE WHO LOVES YOU, HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN, THE VENTURES ON STAGE, HIGHWAY 61 REVISITED, FIDDLER ON THE ROOF, TONY BENNETT'S GREATEST HITS, VOL. III, A SONG WILL RISE, MR. TAMBOURINE MAN, THE ROLLING STONES, NOW!, SINATRA '65, ZORBA THE GREEK, GOLDFINGER, THE GENIUS OF JANKOWSKI!, THE MAGIC MUSIC OF FAR AWAY PLACES, PEOPLE, SUMMER SOUNDS, THE 3rd TIME AROUND, RAMBLIN' ROSE, THE PINK PANTHER, THE RETURN OF ROGER MILLER, BLUE MIDNIGHT, CHIM CHIM CHERE, THE RHYTHM AND BLUES ALBUM, BEATLES '65, JUDY GARLAND & LIZA MINNELLI "LIVE" AT THE LONDON PALLADIUM, GENTLE IS MY LOVE.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like THREE O'CLOCK IN THE MORNING, WHERE DID OUR LOVE GO, MORE AMOR, CATCH THE WIND, LOUIE LOUIE, WHY IS THERE AIR?, THE BEACH BOYS CONCERT, ALL I REALLY WANT TO DO, YOU DON'T HAVE TO BE JEWISH, KINDA KINKS, GIRL HAPPY, TODAY—MY WAY, TRUE LOVE WAYS, THEM, A SESSION WITH GARY LEWIS AND THE PLAYBOYS, INTRODUCING HERMAN'S HERMITS, THE BEST OF AL HIRT, THE KING FAMILY SHOW, L-O-V-E, AL HIRT LIVE AT CARNEGIE HALL, JOAN BAEZ/5, MEANWHILE BACK AT THE WHISKEY A GO GO, HUSH, HUSH, SWEET CHARLOTTE, PAPA'S GOT A BRAND NEW BAG, BEFORE AND AFTER, YOU'VE LOST THAT LOVIN' FEELIN', ONLY THE BEST, JOHNNY'S GREATEST HITS, THE VENTURES A GO-GO, LOVE AFFAIR, GETZ/GILBERTO, ANOTHER SIDE OF BOB DYLAN, THE LOVE ALBUM, CAST YOUR FATE TO THE WIND, LOOKING THROUGH THE EYES OF LOVE, TOO MANY RIVERS, THIS IS NEW!, ORGAN GRINDER SWING, LA BAMBA, THERE IS ONLY ONE ROY ORBISON, SONGS FOR THE JET SET, MUSIC FROM MARY POPPINS, THE SOUND OF MUSIC, MY FAIR LADY, ETC., HELLO, DOLLY!, DOWNTOWN, LOOKING BACK, HOLD ME, THRILL ME, KISS ME, THE LATIN SOUND OF HENRY MANCINI, THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM, PLAY GUITAR WITH THE VENTURES.

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like THERE'S LOVE & THERE'S LOVE & THERE'S LOVE, ANIMAL TRACKS, THE GOLDEN HITS OF LESLEY GORE, EVE OF DESTRUCTION, UNFORGETTABLE, MY FAIR LADY, HELLO, DOLLY!, THE JAMES BROWN SHOW, THE FOUR TOPS, MARIE, PETER, PAUL AND MARY, SUMMER WIND, THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD, YELLOW ROLL-ROYCE, TOM JONES—WHAT'S NEW PUSSYCAT?, DOWN IN THE BOONDOCKS, MY CHERIE, THE GREAT RACE, FOR YOUR LOVE, COUNTRY & WESTERN MEETS RHYTHM & BLUES, I'M A FOOL, GETZ AU GO GO, KINKS-SIZE, THE MONSTER, SKITCH TONIGHT, A WORLD OF OUR OWN, THE IMPRESSIONS—ONE BY ONE, BABY THE RAIN MUST FALL, DON'T JUST STAND THERE, JOHNNY RIVERS ROCKS THE FOLK, JAN & DEAN GOLDEN HITS, VOL. 2, WOOLY BULLY, GERRY AND THE PACEMAKERS GREATEST HITS, THE MANTOVANI SOUND, THE ROLLING STONES 12 X 5, MOON OVER NAPLES, THE SOUND OF MUSIC, MAGNIFICENT MOVIE THEMES, MAJOR'S GREATEST HITS, EARLY MORNING RAIN, ANGEL EYES, BEAT & SOUL, THE KING FAMILY ALBUM, BABY I'M YOURS, JUDY COLLINS' FIFTH ALBUM, DRUMS A GO-GO, YES, I'M READY, THE EARLY BEATLES, ONE KISS FOR OLD TIMES' SAKE, THE SHADOW OF YOUR SMILE, SHENANDOAH.

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Barbra touch!*

'HE TOUCHED ME' 4-43403

FROM THE NEW MUSICAL "DRAT! THE CAT!"

*The new
Barbra Streisand
smash single on*
**COLUMBIA
RECORDS** 



ALBUM REVIEWS (continued)



SOUNDTRACK SPOTLIGHT

A RAGE TO LIVE

Ferrante & Teicher, United Artists UAL 4130 (M); UAS 5130 (S)

Ferrante & Teicher have written an outstanding theme, lush, melodic and beautifully orchestrated. Nelson Riddle wrote the rest of the score and that, too, is top drawer. The writers double as artists on the soundtrack, and it all adds up to one of the best soundtracks of the year. The film, based on John O'Hara's best seller, is due to open soon.



CLASSICAL SPOTLIGHT

MUSIC FROM THE COURT OF FREDERICK THE GREAT

Pilar Lorengar/Berlin Philharmonic Orch. (Von Benda), Angel 36272 (M); S36272 (S)

Hans Von Benda and the orchestra offer vivid, colorful images of music from the Court of Frederick the Great, recapturing accurately time and place. Miss Lorengar's soprano in the Graun work is absolutely flawless. Individual performances by Zoller on flute, Wolfgang Meyer, and the others rate high praise. Stereo quality unrestrained and true.



SOUNDTRACK SPOTLIGHT

BUNNY LAKE IS MISSING

Original Soundtrack. RCA Victor LOC 1115 (M); LSO 1115 (S)

Paul Glass has written a memorable score. The theme melody is offbeat, haunting and hard to forget. The British group, the Zombies, add three of its own compositions and sings them in approved Liverpool fashion.



JAZZ SPOTLIGHT

SUMMERTIME

Walter Bishop Jr. Group. Cotillion CLP 236 (M)

Running tastefully through ballads and uptunes with some funky and bossa nova thrown in, Bishop's group (piano, bass and drums) will appeal to jazz and pop audiences alike. It's a universal sort of jazz compiled into a superb album. The music swings with decided style and delicacy. Material by the masters: Porter, Mercer, Ellington, Rodgers, Van Heusen, Gershwin.



CLASSICAL SPOTLIGHT

BRITTEN: CANTATA MISERICORDIUM SINFONIA DA REQUIEM

Pears, Fischer-Dieskau/London Symphony Orchestra & Chorus/New Philharmonia Orch. (Britten). London 5937 (M); OS 25937 (S)

Two beautiful moving works enriched by delicate blending of soloists, chorus and orchestra. Pears and Fischer-Dieskau are in top form, giving their roles immensity and dimension. Ansermet works hard and diligently, and achieves some extraordinary effects with chorus and orchestra. Britten's conducting is sensitive, forceful.



COMEDY SPOTLIGHT

IT'S TOUGH TO BE WHITE

John Barbour. World-Pacific 1834 (S)

It would be easy to dismiss John Barbour as a white Dick Gregory. But it wouldn't be accurate. Barbour does have some apt and witty comments on the civil rights struggle, but he also has pithy appraisals on such diverse subjects as cigaret advertising and Tony Perkins. He's adult, sharp and biting.



LOW PRICE GOSPEL

SPOTLIGHT

ALL DAY SING AND DINNER ON THE GROUND

Statesmen Quartet with Hovie Lister. RCA Victor CAL 916 (M); CAS 916 (S)

This package is a buy at the price. As the title indicates, the material is freshly recorded, and this is borne out by the wonderful sound. All buyers of gospel music know the strength of this group. These performances will bear out their reputation. Included are "We'll Soon Be Done With Troubles and Trials" and "I'll Live in Glory."



CLASSICAL SPOTLIGHT

TCHAIKOVSKY: SECOND SYMPHONY

Vienna Philharmonic Orch. (Maazel). London CM 9427 (M); CS 6427 (S)

Maazel's direct, unpretentious approach makes this oft-recorded work more vigorous and more powerful than some of the predecessors. He utilizes the orchestra's resources to its fullest while keeping his interpretation foremost and pointed. One of the conductor's best recent recordings.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

SUMMER WIND

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

SKITCH . . . TONIGHT

Skitch Henderson, Columbia CL 2367 (M); CS 9167 (S)

★ NEW ACTION LP's

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

THE WANDERING MINSTRELS . . .

New Christy Minstrels, Columbia CL 2384 (M); CS 9184 (S)

THERE GOES MY HEART . . .

Jerry Vale, Columbia CL 2387 (M); CS 9187 (S)

THE SANDPIPER . . .

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

YOU WERE ON MY MIND . . .

We Five, A&M LP 111 (M); SU 4111 (S)

OTIS BLUE/OTIS REDDING SINGS SOUL . . .

Volt LP 412 (M); SD 412 (S)

GOING PLACES . . .

Herb Alpert & His Tijuana Brass, A&M LP 112 (M); SP 4112 (S)

THE SWEETHEART TREE . . .

Johnny Mathis, Mercury MG 21041 (M); SR 61041 (S)

SHOUT! . . .

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

MOM ALWAYS LIKED YOU BEST! . . .

Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)

IT AIN'T ME BABE . . .

Surfaries, Decca DL 4683 (M); DL 74683 (S)

SUMMER WIND . . .

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

I WANT CANDY . . .

Strangeloves, Bang BLP 211 (M); (No Stereo)

MY TOWN, MY GUY & ME . . .

Lesley Gore, Mercury MG 21042 (M); SR 61042 (S)

IT AIN'T ME BABE . . .

Turtles, White Whale W 111 (M); (No Stereo)

PASTEL BLUES . . .

Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (S)

IT'S A RIOT . . .

Iula Humps, Riot Q 50826 (M); (No Stereo)

THE SEARCHERS NO. 4 . . .

Kapp KL 1449 (M); KS 3449 (S)

GETTING ROMANTIC . . .

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

THINK YOUNG . . .

Camarata & His Orch., Coliseum D 41001 (M); DS 51001 (S)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

INTRODUCING AN ELECTRIFYING NEW STAR

Rheta Hughes with Tennyson Stephens. Columbia CL 2385 (M); CS 9185 (S)

Rheta Hughes, in her first album, displays an impressive blues and jazz style, a first-rate voice and a flair for proper phrasing. She's great on a pop number like "Taste of Honey," and sultry on the blues-oriented "I Want a Little Sugar in My Bowl."



LOW PRICE CLASSICAL

SPECIAL MERIT

J. S. BACH: THE SIX BRANDENBERG CONCERTOS (2-12" LP's)

Various Artists/Chamber Orch. of the Vienna State Opera (Prohaska). Vanguard Everyman VRS 171/2 (M)

This album represents an outstanding value. Bach's "Brandenburg Concertos" are ably and imaginatively performed by the Chamber Orchestra of the Vienna State Opera. The musicianship is excellent. Liner notes are informative; packaging is attractive.



LOW PRICE CLASSICAL

SPECIAL MERIT

BERLIOZ: SYMPHONIE FANTASTIQUE

Vienna State Opera Orch. (Golschmann). Vanguard Everyman SRV-170 (M); SRV-170SD (S)

The rich musicality of this Berlioz symphony is given a vivid reading here. Under Vladimir Golschmann's baton, the orchestra creates a melodic impression that rivets the listener. It's a top-drawer item for the budget buyer.



JAZZ SPECIAL MERIT

SAMBOU SAMBOU

Joao Donato. Pacific Jazz 90 (M)

Twelve selections of pop-jazz-bossa-nova in the easy-listening vein. Medium to up-tempo, the music has presence and subtle insistence. Light and melodic Brazilian compositions.



COMEDY SPECIAL MERIT

DON ADAMS MEETS THE ROVING REPORTER

Crescendo GNP 91 (M)

Don Adams' witty and perceptive interviews are reminiscent of Bob and Ray on their old local radio days. The exaggerations aren't outrageous; the truth is just stretched a bit. Takeoffs on the Kingston (Finkston) Trio and Vaughn Meader are particularly well done. The movie star bit is a little gem.



DRAMA SPECIAL MERIT

INCIDENT AT VICHY (2-12" LP's)

Repertory Company of Lincoln Center, directed by Harold Clurman. Mercury OCS 2 6211 (S)

Arthur Miller's probings into the meanings of guilt and responsibility comes across as a ponderous disk dissertation with value limited to students of the theatre. The company, headed by David Wayne, Hal Holbrook and Joseph Wiseman, is excellent. Mercury has boxed the two LP's in a handsome package with an accompanying booklet.



FOUR-STAR ALBUMS

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

POPULAR

FRANKIE CARLE PLAYS THE GREAT PIANO HITS
RCA Victor LPM 3425 (M); LSP 3425 (S)

AFFAIRS OF THE HEART
Alex Hasslev. RCA Victor LPM 3434 (M); LSP 3434 (S)

HAWAII BEACH PARTY
Walkills. Kapp KL 1437 (M)

PIANO DIMENSIONS
Johnny Guarneri. Dot DLP 3647 (M); DLP 25647 (S)

GEORGE WRIGHT PLAYS RICHARD RODGERS AT THE WURLITZER PIPE ORGAN
Dot DLP 25656 (S); DLP 3656 (M)

THE TOP TEN BARBERSHOP QUARTETS OF 1965
Various Artists. Decca DL 4650 (M); DL 74650 (S)

THEY SAY
Bill Walters. Fountain F 200 (M)

EL MARCO POLO PRESENTA JOE LOCO SU PIANO Y RITMO
Porter. P. 2591 (M)

LOW PRICE POPULAR

MEXICAN SHUFFLE
Living Brass. Martin. RCA Camden CAL-907 (M); CAS-907 (S)

"THREE O'CLOCK IN THE MORNING" AND OTHER LOVE SONGS
Living Strings Plus Trumpet. RCA Camden CAL 915 (M); CAS 915 (S)

LOW PRICE COUNTRY

MY KIND OF COUNTRY MUSIC
Hank Locklin. RCA Camden CAL 912 (M); CAS 912(e) (S)

CLASSICAL

THE VIOLINIST
Aaron Rosand. Vox PL 12.850 (M); STPL 512.850 (S)

(Continued on page 42)

ALBUM REVIEW POLICY

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

NEW!*

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WITH THE
HIT SINGLE
**The
3rd Man
Theme**
A&M 775



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A&M LP 110
WITH THE
HIT SINGLE

Taste of Honey

A&M 775

*

A&M's "BIGGEST LITTLE CATALOG" STRIKES AGAIN



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Dodie West
IN THE DEEP OF NIGHT

CHECKER 1114

Fontella Bass

RESCUE ME

CHECKER 1120

Billy Stewart

HOW NICE IT IS

CHESS 1941

Ernie Terrell

DEAR ABBY

ARGO 5511

Jackie Beavers

SLING SHOT

CHECKER 1119

CHESS
RECORDS

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

BUT YOU'RE MINE
Sonny & Cher, Atco 6381

GET OFF OF MY CLOUD
Rolling Stones, London 9792

★ 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.

THINK . . .
Jimmy McCracklin, Imperial 66129 (Metric, BMI)
(New York, Detroit, Miami)

HONKY TONK '65 . . .
Lonny Mack, Fraternity 951 (W&K-Islip, BMI)
(Atlanta, San Francisco)

ROSES AND RAINBOWS . . .
Danny Hutton, HBR 447 (Anihanbar, BMI) (Chicago)

THE SPIDER SONG . . .
Kids Next Door, 4 Corners 129 (Ashland, BMI)
(Philadelphia)

ONLY A FOOL BREAKS HIS OWN HEART . . .
Arthur Prysock, Old Town 1185 (Unart, BMI) (Miami)

THE DRIFTER
Ray Pollard, United Artists 916 (Grand Canyon, BMI)
(New York)

AUTUMN LEAVES 1965 . . .
Roger Williams, Kapp 707 (Morely, ASCAP) (Philadelphia)

UNIVERSAL SOLDIER . . .
Roemans, ABC-Paramount 10723 (Woodmere, BMI)
(Atlanta)

ONE HAS MY NAME . . .
Barry Young, Dot 16756 (Peer Int'l, BMI) (Philadelphia)

FOR YOUR LOVE . . .
Righteous Brothers, Moonglow 243 (Beechwood, BMI)
(Miami)

(I'VE GOT A FEELING) YOU'RE GONNA BE SORRY
Billy Butler, Okeh 7227 (Curton, BMI) (Miami)

● **ALBUM REVIEWS**

• Continued from page 40

BACH: DAS WHOLTEMPERIESTE KLAVIER, I, TEIL.
Ralph Kirkpatrick. Deutsche Grammophon SLPM 138 844/45 (S)

SCARLATTI: STABAT MATER; PURCELL: MUSIC FOR THE FUNERAL OF QUEEN MARY; BACH: CANTATA NO. 118
Amor Artis Chorale Somary. Decca DL 10114 (M); DL 710114 (S)

BRAHMS: QUINTET IN B MINOR FOR CLARINET & STRINGS; REGER: CLARINET QUINTET IN A MAJOR—SCHERZO
Gervase de Peyer/Melos Ensemble. Angel 36280 (M); S36280 (S)

MOZART: COMPLETE DANCES & MARCHES, VOLUME TWO
Vienna Mozart Ensemble (Boskovsky). London CM 9413 (M); CS 6413 (S)

HAYDN: STREICHQUARTETTE G-DUR OP. 77, 1; F-DUR OP. 77,2
Amadeus Quartett. Deutsche Grammophon SLPM 138 980 (S)

MUSIC FOR TWO PIANOS
Bracha Eden and Alexander Tamir. London CM 9434 (M); CS 6434 (S)

VIVALDI/COUPERIN/STRAWINSKY
Pierre Fournier. Deutsche Grammophon 138 986 SLPM (S)

MEYERHOFF: VIOLIN CONCERTO IN E MINOR; BRUCH: VIOLIN CONCERTO IN G MINOR
Ion Volcou/London Symphony Orch. (De Burgos). London CM 9450 (M); CS 6450 (S)

THE RENAISSANCE BAND
New York Pro Musica (Greenberg). Decca DL 9424 (M); DL 79424 (S)

LOW PRICE CLASSICAL

MOZART: CONCERTO NO. 20/CONCERTO NO. 23
Monique De La Bruchollerie/Camerata Academia of the Salzburg Mozarteum (Paumgartner). Nonesuch H-1072 (M); H-71072 (S)

NIELSEN: SYMPHONY NO. 4
The Halle Orch. (Barbirolli). Vanguard Everyman SRV-179 (M); SRV-179SD (S)

ENCORES FOR ORCHESTRA
Pro Arte Orch. (Mackerras). Vanguard Everyman SRV-178 (M); SRV-178SD (S)

TCHAIKOWSKY: THE NUTCRACKER BALLET
Utah Symphony Orch./Chorus of the University of Utah (Abravanel). Vanguard Everyman SRV-168/9 (M); SRV-168/9SD (S)

LITURGICAL MUSIC FROM THE RUSSIAN CATHEDRAL
Various Artists. Nonesuch H 71073 (S); H 1073 (M)

MOZART: THE FOUR HORN CONCERTI
Albert Linder/Vienna State Opera Orch. (Swarowsky). Vanguard Everyman SRV-173 (M); SRV-173SD (S)

ORCHESTRAL MASTERWORKS OF J. S. BACH
Various Artists/Chamber Orch. of the Vienna State Opera (Prohaska). Vanguard Everyman SRV-165 (M)

MOZART: EINE KLEINE NACHTMUSIK/SYMPHONY NO. 40 IN G MINOR
Vienna State Opera Orch. (Prohaska). Vanguard Everyman SRV-162 (M)

JAZZ

VINCE GUARALDI AT GRACE CATHEDRAL
Fantasy 3367 (M)

PORTRAIT OF GENIUS
Ravi Shankar. World Pacific 1432 (M)

THIS IS THE SOUND OF VIC COOK
Vic Cook Trio. Adventure AR-181 (M)

GOSPEL

WHERE HE LEADS ME
Solomon King. RCA Victor LPM 3430 (M); LSP 3430 (S)

LOW PRICE CHILDREN'S

CYRANO
Limelight Players. Peter Pan 8041 (M)

SPOKEN WORD

TWO SERMONS BY KENNETH L. CHAFIN
Word W-6118-LP (M)

NEW ALBUM RELEASES

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

ANGEL

BRUCKNER: SYMPHONY NO. 8 IN C MINOR
—Vienna Philharmonic Orch. (Schuricht); SB 3656, B 3656

HANDEL: MESSIAH — Philharmonia Orch. (Klemperer); SCL 3657, CL 3657

MOZART: VIOLIN CONCERTOS NO. 4 & 5
—Philharmonia Orch. (Milstein); S 36007, 36007

VARIOUS COMPOSERS—Early German Opera
From the Goosemarket—Berlin Philharmonic Orch. (Bruckner-Ruggenberg); S 36273, 36273

KINGS COLLEGE CHOIR (Wilcocks)—The Nativity to Candlemas; S 36275, 36275

CAPITOL

ART BUCHWALD—Sex and the College Boy; T 22055

BING CROSBY—The Great Country Hits; ST 2346, T 2346

TV's Wonderful KING SISTERS; TT 2397

ETAO ETAO ETAOI ETAO ETAOIN NIIII

THE LETTERMEN—You'll Never Walk Alone; ST 2213, T 2213

CANNONBALL ADDERLEY Live!; ST 2399, T 2399

BONNIE OWENS—Don't Take Advantage of Me; ST 2403, T 2403

LOU RAWLS & STRINGS; ST 2401, T 2401

KEN CURTIS—Gunsmoke's Festus; ST 2418, T 2418

The Friendly Voice of TEX RITTER; ST 2402, T 2402

WYNN STEWART—The Songs of Wynn Stewart; ST 2332, T 2332

Christmas with BUCK OWENS & HIS BUCKAROO'S; ST 2396, T 2396

PEGGY LEE—Happy Holiday; ST 2390, T 2390

INTERNATIONAL

THE LITTLE SINGERS OF TOKYO AT LINCOLN CENTER
London International TW 91378 (M); SW 99378 (S)

IRELAND, MOTHER IRELAND
Our Lady's Choral Society. London Argo RG 434 (M)

AN EVENING OF FLAMENCO MUSIC
Romerros. Mercury MG 50434 (M); SR 90434 (S)



THREE-STAR ALBUMS

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

POPULAR

GRETA KELLER
London 5926 (M)

DANCING AT ITS BEST
Various Artists. Hanf HFLP 805 (M)

CLASSICAL

LUTE SONGS
Julian Bream/Peter Pears. London 5896 (M); OS 25896 (S)

MEDIAVAL AND RENAISSANCE MUSIC FOR THE IRISH AND MEDIAVAL HARPS VIELE/RECORDERS/TAMBOURIN
Various Artists. Turnabout TV 4019 (M) TV 34019S (S)

JAZZ

EXPLOSIONS
Bob James Trio. Esp-Disk' 1009 (M)

NEW YORK ART QUARTET
Esp-Disk' 1004 (M)

CAPITOL OF THE WORLD

ST. PAUL'S CHILDREN'S CHOIR—A Chinese Christmas; ST 10396, T 10396

THE LITTLE DUBLIN SINGERS—Christmas in Ireland; ST 10412, T 10412

COLUMBIA

LEFTY FRIZZELL—The Sad Side of Love; CS 9186, CL 2386

IVES: SYMPHONY NO. 4—American Symphony Orch. (Stokowski); MS 6775, ML 6175

KINDERCHER DES VOLKSCHERES OFFENBACH
—Still Night; CS 9200, CL 2400

MOZART: THE FOUR HORN CONCERTO—Philadelphia Orch. (Ormandy); MS 6785, ML 6185

EARL WRIGHTSON—Faith of Our Fathers; CS 9190, CL 2390

CUMBERLAND

COUNTRY CATUPS—Corn Suckin' Time; SRC 69532, MGC 29532

DAVE DUDLEY Presents the Roadrunners; SRC 69528, MGC 28528

The Fabulous OAK RIDGE QUARTET in Concert; SRC 69526, MGC 29526

TOMMY JACKSON & PETE WADE—Twin Fiddles Play Country's Greatest Waltzes; SRC 69530, MGC 29530

(Continued on page 48)

LONELINESS
c/w SO SMALL



GEORGE HAMILTON'S great new single smash from his first album, **"BY GEORGE"** (ABC 535/ also in stereo)



ABC 10734

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RECORDS

Key German Firms Expand Repertories

By OMER ANDERSON

FRANKFURT — All major German disk companies are now expanding their classical repertoires in response to rising LP classical sales. Latest sales figures show classical music is now a major market force.

CBS Schallplatten, the CBS German subsidiary, is pressing expansion of its classical repertory with a new series of LP offerings, "European Artists of World Renown."

Thirteen artists are presented

in the series, priced at 25 Deutschemarks (\$6.25) per LP and has a uniform format designed for a home record library.

Artists consist of Alexander Brailowsky, the Budapest String Quartet, Robert Casadesu; Zino Francescatti, Philippe Entremont, Vladimir Horowitz, David Oistrach, Eugene Ormandy, Rudolf Serkin, Isaac Stern, Igor Stravinsky, Bruno Walter and Mieczyslaw Horszowski.

Ariola-Eurodisc has six new
(Continued on page 48)

Uniqueness Trend in LP's Cited by Everest's Solomon

HOLLYWOOD—The trend in classical music is toward the unique, different album, says Everest Records President Bernie Solomon. This category includes multi-record packages such as the Tchaikovsky seven symphonies (\$9.95) on a new Everest subsidiary, Summit Records. The Summit logo will carry multiple packages exclusively, Solomon explained, including works by conductors Eugene Goossens, Dean Dixon and Malcomb Sargent with the London and Vienna Symphonies.

"Initially, Everest began doing war horses with full orchestras," Solomon explained, "but now there is a general trend toward unique specialty."

Everest has just completed cutting the Beethoven middle quartets with the Fine Arts Quartet and is in the process of recording the early Beethoven quartets. By the end of the year Solomon expects to have an 11-record package for release in February-March. The Beethoven late quartets were recorded and released last year.

Everest is also coming out with the only complete Bach "Well-Tempered Clavier" in a six-record set featuring Malcomb Hamilton. Solomon claims box packages are not that expensive to create, that a small company cannot work in this idiom.

The market for classical product is expanding through a greater awareness by young people, the executive said. Avant-gardist John Gage and his electronic music will be the subject of an Everest LP this fall. Titled "Variations IV," the package was recorded in a Los Angeles art gallery.

The classical market is stronger now than it was three years ago, with the May Co. as one example, now handling Everest product. "Discount stores, like Fedco, which didn't carry our product two years ago and the racks are all carrying classical albums," Solomon stated.

"We're very optimistic; it looks like this will be a good classical fall."

Berkshire Quartet Will Open Series

NEW YORK—Concert-Party, a concert series inaugurated last year at the Bowman Room of the Hotel Biltmore here, will begin its second season on Oct. 12 with the Berkshire Quartet. The series also will include European artists Jean-Pierre Rampal and Robert Veyron-Lacroix from France, Nov. 5; Juan Serrano, flamenco guitarist from Spain, Dec. 1, and on Jan. 27, Die Kammermusiker (the chamber-players) of Zurich will celebrate Mozart's 210th birthday.

Other concerts will include the New York Jazz Sextet Feb. 25; American pianist Abbey Simon March 25, and the Eastman Brass Quintet on April 22. The last concert in the series will be on May 20. The artists are to be announced. The series is presented by Ann Summers and Edgar S. Feldman.

CHARRY LANDS CLEVE. POST

CLEVELAND — Michael Charry has taken over the new title of conducting assistant of the Cleveland Orchestra. Charry has been an apprentice conductor to George Szell under a grant from the Julas Foundation since the fall of 1961, serving as a member of the Orchestra's keyboard section, conducting a portion of the Children's Concerts and as assistant conductor of the Cleveland Summer Orchestra. He is also conductor of the Canton Symphony Orchestra.

Pro-Musica Wins Claim

NEW YORK—The American Arbitration Association has handed down an award of more than \$6,000 in favor of New York Pro Musica against Esoteric Records. In addition, it has ordered that the contract between Pro Musica and Esoteric be rescinded. The award was made by J. Fred Coats.

Pro Musica claimed that it failed to receive proper accounting and royalty statements. Also, that some of the recordings, which were made in the period 1953-1954, have been re-issued as stereophonic records, which, in the opinion of Pro Musica, is a clear violation of the Federal Trade Commission's rules of practice.

New York Pro Musica currently records exclusively for Decca Records.

BMI Offers \$17,950 In SCA Competition

NEW YORK — The 14th annual Student Composers Awards competition sponsored by Broadcast Music, Inc., will have a \$17,950 kitty available for distribution this year.

The SCA competition gives prizes to encourage the creation of concerts music by student composers (under 26) and to aid them in financing their musical educations. The prizes range from \$250 to \$2,000 and are awarded at the discretion of the judges. The awards were established in 1951 and, to date, 95 students, ranging in age from eight to 25, have received SCA prizes from BMI.

The 1965 competition closes Feb. 15, 1966. Official rules and entry blanks are available from Oliver Daniel at BMI's offices in New York.

City Celebrates Gui's 80th Year

FLORENCE — Director Vittorio Gui was honored when he directed the Comunale Symphony, which he founded in 1928, in three major concerts as part of a citywide commemoration of his 80th birthday.

Proving he had lost none of his old skill, Gui conducted the Verdi Requiem Mass, four Brahms compositions and Beethoven's 8th and 9th symphonies within an eight-day period. Soloists for the Mass were Angela Vercelli, soprano, Oralia
(Continued on page 48)

BEST SELLING CLASSICAL LP'S

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

This Week

1. **AN HISTORIC RETURN-HOROWITZ AT CARNEGIE HALL:** Columbia (2-12") M2S-728 (S), M2L-328 (M).
2. **WAGNER—Götterdämmerung;** Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), 4604 (M).
3. **BEETHOVEN—Symphonies (9) (Complete);** Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
4. **BRUCKNER—Symphony No. 6;** New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
5. **RACHMANINOFF—Concerto No. 2 in C for Piano;** Richter, Warsaw Phil. (Wislocki): D.G.G. 138076 (S), 18596 (M).
6. **PIANO MUSIC OF ALKAN;** Lewenthal: RCA Victor LSC 2815 (S), LM 2815 (M).
7. **NIELSEN—Symphony No. 4;** Halle Orch. (Barbirolli): Vanguard-Everyman Classic SRV-179 SD (S), SRV-179 (M).
8. **HOROWITZ PLAYS SCARLATTI:** Columbia MS 6658 (S), ML 6058 (M).
9. **PUCCINI—Tosca;** Callas, Bergonzi; Ercolani, Trama, Paris Conserv. Orch.; The Nat'l Op. Cho. (Prete): Angel (3-12") S 3655 (S), 3655 (M).
10. **TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano and Orch.;** Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
11. **PRESENTING MARILYN HORNE:** London OS 25910 (S), 5910 (M).
12. **NIELSEN—Symphony No. 3;** Royal Danish Phil. (Bernstein): Columbia MS-6769 (S), ML-6169 (M).
13. **BACH—Well-Tempered Clavier;** Gould: Columbia MS 6538 (S), ML 5938 (M).
14. **THE ARTISTRY OF ARTURO BENEDETTI MICHEL-ANGELI:** London CS 6446 (S), CM 9446 (M).
15. **CHOPIN—Waltzes;** Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
16. **RAVEL—Bolero;** London Festival Orch. (Black): London 21003 (S).
17. **ROSSINI—Stabat Mater;** Arroyo, Wolff, Del Bianco, Diaz, N.Y. Phil., Camerata Singers (Schippers): Columbia MS 6742 (S), 6142 (M).
18. **MOZART—Concerti (4) for Horn;** Brain, Phil. Orch. (Karajan): Angel 35092 (M).
19. **TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano and Orch.;** Richter, Vienna Sym. (Karajan): D.G.G. 138822 (S), 18822 (M).
20. **MOZART—Dances (25) and Marches (9);** Vienna Mozart Ens. (Boskovsky): London 6412 (S), 9412 (M).

Gedda Is Made a Singer To Royal Court of Sweden

NEW YORK—Nicolai Gedda, tenor co-starred in Angel Records' "Carmen" with Maria Callas and featured in the label's forthcoming "Messiah," has been made Singer to the Royal Court of Sweden by King Gustav VI. He thus joins distinguished company that in recent years has included such internationally known artists as the late Jussi Bjoerling and Set Svanholm.

Currently in New York where he opened at the Metropolitan last week, Gedda now possesses a title considered by monarchists and music-lovers alike to be even more elevated than the German-Austrian title of Chamber Singer or the Danish Royal Chamber Singer since designations of this kind are extremely rare, and seldom bestowed, in Sweden. The Swedish Court titles in music, of Court Singer and Court Conductor, are awarded personally by the King,

who makes his appointments at the suggestion of the country's leading musical institutions on the basis of exceptional artistic merit.

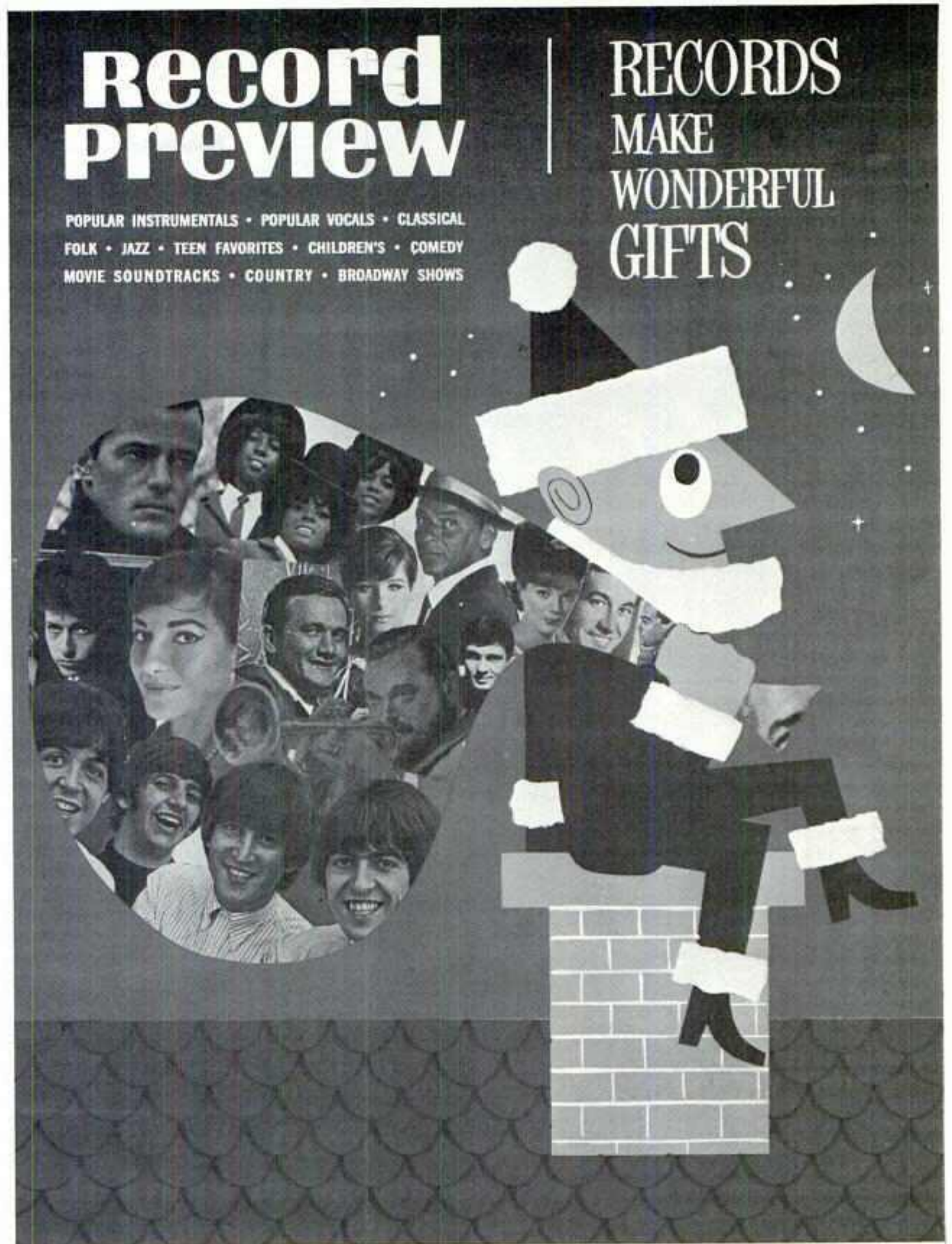
It is not generally known when the Court Singer title came into use, though it was probably held initially by Christopher Karsten, a leading member of the then-newly-founded Royal Theater of Sweden in the 1770's, during the reign of Gustav III. In the 1830's, with few between, there was to be another Royal Court Singer whose name is well remembered today. She was Jenny Lind, who received the title at the age of 20 and went on to become a chamber Singer of Prussia as well.

Swedish Court Singers have also been particularly scarce since the turn of the century, so that even at this point in the mid-sixties, Gedda remains only one of a bare dozen men so honored.



PETER SERKIN, 17-year-old son of Rudolf Serkin, at New York's Webster Hall making his premiere solo recording for RCA Victor of Bach's "Goldberg Variations."

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Hamza Unit Sets Records At 5 Stands

NASHVILLE—A high-powered country music package show promoted by Abe Hamza, of Rochester, N. Y., broke all attendance records in five of six cities it played during a six-day span Sept. 21-26.

The show featured Kitty Wells, Ernest Tubb, Johnny Wright, Carl and Pearl Butler, Bill Phillips and Ruby Wright.

The show broke records at London, Ont., with a crowd of 6,500; Kitchener, Ont., 4,500; Buffalo, 6,000; Boston, 4,000, and Rochester, 12,000 (two shows).

The only city played in which the attendance record was not broken was at Montreal, where 5,500 turned out. Reason was it



WILLIE NELSON'S latest RCA Victor single (47-8682), "I Just Can't Let You Say Good-bye," could well be Willie's best-ever effort. The record is sure to be a strong chart contender. Willie is booked by the Hal Smith Artists Bureau by Haze Jones. (Advertisement)

was the same day (23) of a big show and party given for Hank Snow on the 25th anniversary of his signing with RCA Victor. Some 6,300 turned out for the Snow show.

CMA Elections Set For Oct. 21 Meeting

Continued from page 3

said CMA Executive Director Jo Walker.

However, anyone carrying proxies at election time may vote them if they have registered them with Long prior to the election, Mrs. Walker said.

Of the 16 regular two-year term directors, eight have another year to serve. They are: Chet Atkins, artist; Hap Peebles, promoter; Joe Allison, composer; Bill Mack, KCUL-Radio; Wesley Rose, Acuff-Rose Publications, Inc.; Jerry Glaser, WENO-Radio; Owen Bradley, Decca Records, and Bob Austin, Record World.

The eight out-going directors: Johnny Bond, artist; Hal Smith, Hal Smith Artists Productions; Roy Drusky, artist-composer; Bob Jennings, WLAC-Radio; Roy Horton, Southern Music Publishing Co.; George Crump, WCMS-Radio; Jack

Loetz, Columbia Records, and Paul Ackerman, Billboard.

The six out-going directors-at-large:

Frances Preston, BMI, chairman; Bill Denny, Cedarwood Publishing Co.; Harold Hitt, Columbia Recording Studio; Juanita Jones, ASCAP; W. E. Moeller, Moeller Talent, Inc.; Ken Nelson, Capitol Records.

Some nominations for directors have already been made and their names will appear on the ballot. However, nominations may be made from the floor, Mrs. Walker said. Voting will be by secret ballot.

Following election of new directors, the directors will meet to elect new CMA officers. Incumbent officers are:

Tex Ritter, artist, president; five vice-presidents: Connie B. Gay, broadcasting; Jack Stapp, Tree Publishing, Inc.; W. H. Moon, BMI Canada; Hal Cook, Billboard; Jack Burgess, RCA Victor, and the following: Hubert Long, Moss Rose Publications, secretary; Bud Brown, Acuff-Rose Publications, Inc., assistant secretary; Dick Schofield, KFOX-Radio, treasurer; Bill Williams, WSM-Radio, assistant treasurer.

In addition to the election, Tex Ritter will give the president's annual report and other general business will be conducted, Mrs. Walker said.

Wilburns in 15 Markets

NASHVILLE—The Wilburn Brothers syndicated TV show, sponsored by American Snuff Co. and featuring Loretta Lynn, Harold Morrison and Don Helms, has just been bought by 15 new markets to bring the total to 36. The additions:

Fort Smith, Ark.; Pensacola, Fla.; Ada, Okla.; Charleston, S. C.; Greenville, S. C.; Tulsa, Okla.; Waco, Tex.; Lexington, Ky.; Evansville, Ind.; Richmond, Va.; Amarillo, Tex.; Austin, Tex.; Lubbock, Tex.; Wichita Falls, Tex., and Huntington, W. Va.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/9/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	9	26	31	IF IT PLEASES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	8
2	2	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	12	27	18	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	14
3	1	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	11	28	34	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	6
4	4	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	14	29	35	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	4
5	5	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	7	30	37	SUN GLASSES Skateer Davis, RCA Victor 8642 (Acuff-Rose, BMI)	5
6	5	GREEN GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	11	31	47	STOP THE WORLD (And Let Me Off) Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	3
7	8	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	9	32	44	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Victor, BMI)	3
8	10	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	11	33	43	FLOWERS ON THE WALL Stratler Brothers, Columbia 43315 (Southwind, BMI)	3
9	9	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	16	34	26	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	23
10	11	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	11	35	48	BIG TENNESSEE Tex Williams, Boone 1032 (Richwell, BMI)	2
11	12	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	10	36	—	LIFE'S GONE & SLIPPED AWAY Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	1
12	13	THE SONS OF KATIE ELDER Johnny Cash, Columbia 43342 (Famous, ASCAP)	6	37	16	ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI)	12
13	7	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	20	38	38	HONKY TONKIN' AGAIN Buddy Cagel, Mercury 72452 (Freeway & Black Jack, BMI)	3
14	17	WHO DO I THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	9	39	39	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	4
15	25	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	5	40	—	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, RCA Victor 8679 (Central Songs, BMI)	1
16	15	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	16	41	46	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	3
17	21	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	7	42	42	I'M-GONNA BREAK EVERY HEART I CAN Merle Haggard, Capitol 5460 (Owen, BMI)	4
18	14	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	20	43	41	NUMBER ONE-HEEL Bonnie Owens, Capitol 5459 (Bluebook, BMI)	4
19	22	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	9	44	32	OUT WHERE THE OCEAN MEETS THE SKY Hugh X. Lewis, Kapp 673 (Cedarwood, BMI)	6
20	24	CRYSTAL CHANDELIER Carl Belew, RCA Victor-8633 (Harbot, SESAC)	10	45	50	HURRY, MR. PETERS Justine Tubb & Lorene Mann, RCA Victor 8659 (Screen Gems-Columbia, BMI)	2
21	20	WINE Mel Tillis, Ric 158 (Cedarwood, BMI)	15	46	29	I'M THE MAN Jim Kandy, K-Ark 647 (Saturday, BMI)	6
22	23	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	9	47	—	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	1
23	36	KANSAS CITY STAR Roger Miller, Smash 1998 (Tree, BMI)	2	48	49	JUST TO SATISFY YOU Bobby Bare, RCA Victor 8654 (Irving & Parody, BMI)	2
24	27	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	4	49	—	WATCH WHERE YOU'RE GOING Don Gibson, RCA Victor 8678 (Acuff-Rose, BMI)	1
25	19	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	16	50	—	WHAT'S MONEY George Jones, United Artists 901 (Glad, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	8	11	14	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	3
2	1	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	12	12	18	DEL REEVES SINGS GIRL ON THE BILLBOARD United Artists UAL 3441 (M); UAS 6441 (S)	3
3	2	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (S)	7	13	15	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	3
4	4	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	24	14	5	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	31
5	6	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	10	15	19	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	2
6	7	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	9	16	—	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	1
7	10	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	11	17	—	IT'S COUNTRY TIME AGAIN George Jones & Gene Pitney, Musicor MM 2065 (M); MS 3065 (S)	1
8	8	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	4	18	—	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	1
9	9	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	17	19	—	NEW COUNTRY HITS George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060 (S)	1
10	20	THE FIRST THING EV'RY MORNING Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)	2	20	—	MR. & MRS. USED TO BE Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	1

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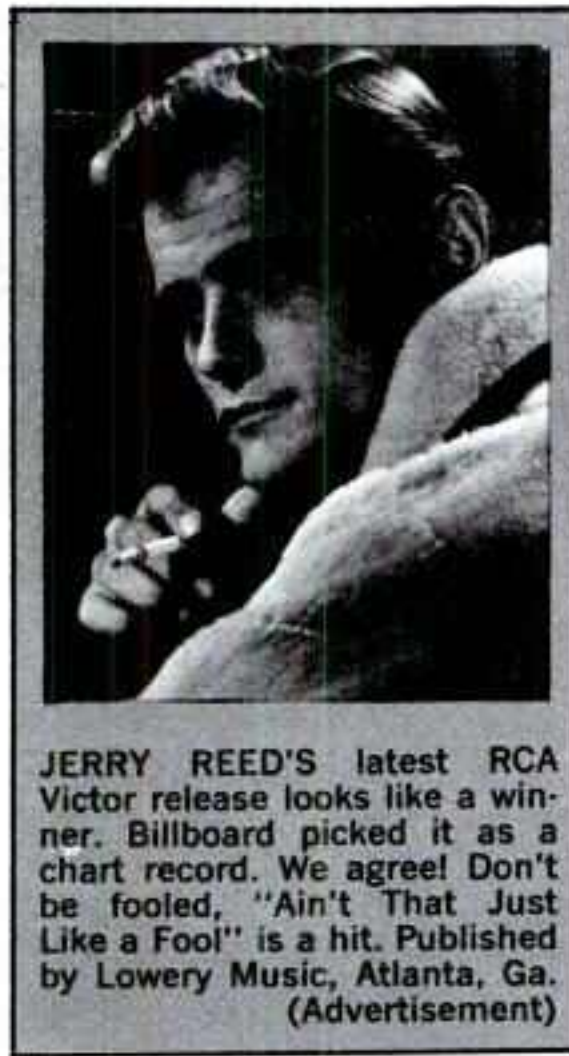
Tillis Resumes, Sets a Record

NASHVILLE — Mel Tillis, who was released from the hospital three weeks ago after removal of a throat tumor, played the Joyland Club, St. Petersburg, Fla., last week and broke all attendance records.

The club holds 800, and 819 were squeezed in. About 300 were turned away.

Smith Talent Set

NASHVILLE—Bobby Bare, Christy Allen, Billy Walker and Martha Carson were signed last week for the Carl Smith "Country Music Hall," Canadian TV show, Moeller Talent, Inc., announces. The artists will tape two shows with Smith Oct. 18-19 in Toronto for later airing.



JERRY REED'S latest RCA Victor release looks like a winner. Billboard picked it as a chart record. We agree! Don't be fooled. "Ain't That Just Like a Fool" is a hit. Published by Lowery Music, Atlanta, Ga. (Advertisement)

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. 10, 1960

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

COUNTRY SINGLES— 10 Years Ago Oct. 8, 1955

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

NASHVILLE SCENE

By ELTON WHISENHUNT

NEW TREND—Truck driving songs have become a popular new addition to the lore of country music. In recent times they have become big, much as Jimmie Rodgers made train songs big more than three decades ago. Witness the current popularity, for example, of "Truck Drivin' Son-of-a-Gun" by Dave Dudley. It has climbed fast on the chart, an album of the same title is also on the chart. There have been other popular truck songs. In the future, look for truck songs to have a place in the tradition and heritage of country music.

TOUR TOPICS—Jimmy Newman has been touring in Canada. . . . Bobby Bare is on a swing through Ohio, Michigan and Texas. . . . George Kent is in Colorado Springs, Colo., for a week,

and will be in Cheyenne, Wyo., for four weeks beginning Oct. 25. . . . Linda Manning is plugging her new one, "You're Loving Me to Death," in appearances in South Dakota and Alabama. . . . The Wilburn Brothers, who believe their current "It's Another World" is their biggest in some time, broke all records recently at the Lebanon (Va.) Fair.

Candidate for most unique title this week: "Six Days a Week and Twice on Sunday," by Bobby Lewis, on United Artists. . . . Pete Fountain and Boots Randolph and their groups will play a concert in Nashville Nov. 9. Promoter is X. Cosse. . . . Composer John D. Loudermilk spent good part of the summer on the campus of the University of North Carolina (his alma mater) to get feel of the new folk-pop craze, and ended up writing 33 such songs. He has already had some grabbed up for recording by Sonny and Cher, Tom Jones, Sue Thompson and others. . . . Minnie Pearl, Cary Middlecoff and Mason Rudolph have taped promotional spots for the Country Music Association Golf Tournament Oct. 17 in Nashville.

TOWN AND COUNTRY — Country meets pop: Country star Bill Anderson's song "Still" will be in the next album of pop singer Bing Crosby. . . . Mercury's a.&r. (Continued on page 48)

CMA Adds 16 New Members

NASHVILLE — Sixteen new members of the Country Music Association were announced last week, including artists Del Reeves and Dottie West and Columbia Records Vice-President William P. Gallagher of New York.

CMA Executive Director Jo Walker listed these other new members:

Neil Wilburn, president Bragg Records, Nashville; Jim Moore, WXRA, Alexandria, Va.; Mike Eshman, Capitol Records, Chapel Hill, N. C.; Charles M. Fox, manager-booker, Trenton, N. J.; J. D. Cole, composer, Greenwood, Ind.; Frank Ragsdale, WGBA, Columbus, Ga.

Donald Doughty, Eugene Sal Forlenza, Joseph Lyons, all of Columbia Records, New York; Alan Torbet, radio official, New York; Paul Robinson, RCA Victor, New York, and Bill West, artist-musician, Nashville.

Grammer TV-er In 25 Markets

NASHVILLE—"The Billy Grammer Show," a half-hour syndicated TV show, bowed last week in 25 markets, featuring Alec Houston and Elmer, ventriloquist act; the Homesteaders, and singer Barbara Allen.

Format is broad. Grammer, a country star, also sings gospel music and pop standards. Filming is at Knoxville, because the Nashville stations are booked so far ahead with other syndicated show filming, Grammer said.

Nugget's Logan Records Dollar

NASHVILLE — Nugget Records a&r director Jack Logan recorded new artist Norville Dollar last week and hailed him as a "tremendous talent with a terrific delivery who will make it big."

The sides were "My Star Stopped Shining Today" and "Everybody's Gotta Be Somewhere," both originals. Dollar is a new TV personality in St. Louis, where he has a country music show on KPLR-TV.

Pounds Leases Groom Master

DALLAS — Dewey Groom, owner of Longhorn Records, last week leased the master of his record "One-Man Band" with artist Phil Baugh, to Harold Pounds of Sparton Records in Canada.

Pounds will release and promote the instrumental in Canada. Pounds had previously leased from Groom Baugh's single, "Country Guitar," for Canadian release.

Arc Sound Forms Own Talent Agcy.

TORONTO — Arc Sound, Ltd., has announced the formation of a separate company, Canint Talent Agency, for the management and promotion of country music recording artists on the Arc label. The agency is headed by Ron Albert, who is also active in Arc's record promotion and who has many years' experience in the country music field.

Among the first artists to be handled by the new agency are singer Jimmy James, fiddler Ned Landry, Artie and the Mustangs, June and George Pasher and Bert Cuff, a Canadian now residing in Memphis. Cuff's first Arc single, "Seven Days a Week" and "Island of Newfoundland," is reported off to a strong start.

Arc has recorded considerable Canadian country talent and is currently planning to expand its activities in the international country music market. With this aim in mind, Arc President Phil Anderson and key men Ralph Harding and Ben Wetherby will be in Nashville for the country music festival there Oct. 21-23.

Turner on Chart

NASHVILLE—Grant Turner, announcer for WSM's "Grand Ole Opry," recorded a single last week for Chart Records. Otto Stephens, label president, and Bradley L. Williamson, vice-president, said the disk would be rushed for release during the Country Music Festival Oct. 21-23.

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COMING NEXT WEEK . . .

RECORD RETAILING TODAY

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NEW ALBUM RELEASES

• Continued from page 42

RAINBOW RANCH GANG—We're Movin' On; SRC 69531, MGC 29531
SUNSHINE BOYS—Greatest Gospel Quartet Favorites; SRC 69527, MGC 29527
SWINGBILLIES—Swingin' Country Greats; SRC 69529, MGC 29529.

DESTO

VARIOUS ARTISTS—Judas Maccabaeus, Vienna State Opera Orch. & Chorus; DST 6452 /3/4, D 452/3/4

DISQUE D'OR

DIANAHN CARROLL—"A": You're Adorable; LP 141

GOLDEN

MOREY AMSTERDAM—Uncle Morey's Mixed Up Stories for Smart Kids; LP 164
PAUL TRIPP—Snow White and the Seven Dwarfs; LP 165

KAPP

GREENWOOD COUNTRY SINGERS—The Ballad of Cat Ballou; KL 1448

LIBERTY

THE CHIPMUNKS A Go-Go; LST 7424, LRP 3424

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LONDON

JOAN SUTHERLAND—Joy of Christmas; OS 25943, 5943
MANTOVANI Christmas Carols; PS 142, LL 913
MANTOVANI & HIS ORCH.—Christmas Greetings; PS 338, LL 3338
ERIC ROGERS CHORALE & ORCH.—The Glory of Christmas; SP 44027
Christmas with RONNIE ALDRICH; SP 44051, LL 3383

PRESTIGE

JOHNNY "HAMMOND" SMITH—The Stinger; 7408

RCA VICTOR

BOSTON POPS (FIEDLER)—Highlights from an Evening at the Pops; LSC 2827, LM 2827
BENNY GOODMAN—B.G. The Small Groups; LPV 521
VARIOUS ARTISTS—Authentic Cowboys and Their Western Folksongs; LPV 522
THE BUFFALO BILLS—Shut the Door; LSP 3401, LPM 3401
ORIGINAL MUSIC FROM THE MAN FROM U.N.C.L.E.; LSP 3475, LPM 3475
GLENN YARBROUGH—It's Gonna Be Fine; LSP 3472, LPM 3472
DON GIBSON—Too Much Hurt; LSP 3470, LPM 3470
ORIGINAL MUSIC FROM "SECRET AGENT" & "THE SAINT"—Secret Agent Meets the Saint; LSP 3467, LPM 3467
CLAUS OGERMAN & HIS ORCH.—Watusi Trumpets; LSP 3455, LPM 3455
KATE SMITH—How Great Thou Art; LSP 3445, LPM 3445
CONNIE SMITH—Cut 'N' Country; LSP 3444, LPM 3444
GEORGE BEVERLY SHEA WITH THE ANITA KERR SINGERS—Southland Favorites; LSP 3440, LPM 3440
THE BLACKWOOD BROTHERS QUARTET; LSP 3439, LPM 3439
SYLVIE VARTAN—Gift Wrapped From Paris; LSP 3438, LPM 3438
DEREK & RAY—The Two Piano Sound of Two Different Worlds; LSP 3426, LPM 3426

REMO

EL TRIO DE ORO; LPR 1515
PUPI AND HIS CHARANGA; LPR 1514

REPRISE

SONNY & CHER & FRIENDS—Baby Don't Go; RS 6177, R 6177

UNITED ARTISTS

ORIGINAL MOTION PICTURE SCORE—Billie; UAS 5131, UAL 4131

VISTA

VARIOUS ARTISTS—Walt Disney Presents Tinpannagra; BV 3330

WARNER BROS.

PETULA CLARK—The World's Greatest Singer; WS 1608, W 1608

WHITE WHALE

TURTLES—It Ain't Me Babe; WW 111

Key German Firms

• Continued from page 44

classical offerings. Heinrich Hollreiser directs a complete recording of "Cavalleria Rusticana," in observance of the 20th anniversary of the death of Pietro Mascagni, with Rudolf Schock, Hildegard Hillebrecht and Eberhard Waechter.

Enrico Mainardi interprets Bach; Robert Stolz conducts Johann Strauss, complete "Vienna Blood"; Erica Koeth sings from Mozart Operas, and David Oistrach plays two works from Aram Khatchaturian.

Electrola has a new recording of "Rosca" with Maria Callas in its series "Welt der Oper." Other new Electrola releases are Verdi's "The Troubadour" with Thomas Schippers and the choir and orchestra of the Rome Opera, and Mozart's "Marriage of Figaro," directed by Franz Busch.

Electro is also paying tribute to German composer Carl Orff, 70 years old. Electrola has designed 1965 "Carl Orff Year" and is releasing a series of recordings of Orff's works.

NASHVILLE SCENE

• Continued from page 47

chief, **Shelby Singleton**, got excited about a tune penned by teen-ager **Donna Terry Weiss**, of Memphis, titled "I Want You." Shelby flew to Nashville, recorded the folk-rock song with **Tony and Teri**. . . **Charlie Rich**, who is on tour plugging "Mohair Sam," was on "Shindig" this week (7).

CONGRATULATIONS — To country artist **Carl Smith** and wife, singer **Goldie Hill**, on birth of their fourth child Sept. 26, son **Larry Dean**. Larry is for **Larry Moeller**, vice-president of Moeller Talent Agency, and Dean is for **Jimmy Dean**, both close friends of the Smiths.

HOP-SCOTCH — Good news! Look for comic **Don Bowman** to be on the **Jimmy Dean** show later in season. . . **Hubert Long**, of Hubert Long Talent Agency, was in Las Vegas last week, lining up talent for the Nevada circuit. . . **Brenda Lee** started singing as a child, was making professional appearances at age 9. Now comes another child singer, and her backers think they have a star. She's **Marie Diamond**, not yet 12, who will record in Nashville soon for Walton Records. **Marvin L. Hoerner**, promoter of Amboy, Ill., has signed her for a Midwest tour.

CHART CHAT—**Slim Whitman** will sing his "More Than Yesterday," on ABC-TV's "American Swingaround" show this month. He will also record a new single while in Nashville for the Country Music festival. . . **Johnny Russell**, Sure Fire Music Publishing Co. writer who co-authored "Act Naturally," signed as an artist for booking with the Wilhelm Agency. . . **Jean Shepard**, a regular on the **Bill Anderson** syndicated TV show, recently recorded a new single, "It's a Man Everytime," and an album for Capitol.

PARADOX?—Who says country comedy doesn't go in the big city? **Minnie Pearl** was such a big hit on a recent **Merv Griffin** show in New York she was signed last week for return appearances Oct. 18 and Nov. 4.

Joan Toliver: A Vibrant Singer

NEW YORK — Exhibiting nothing of her folk formula of yore, Joan Toliver stepped off her opening show Wednesday night (29) at the Bitter End with a blues - feeling song, "Squeeze Me." She was supported by a six-man band (the size of the group being an oddity for the Fred Weintraub nightclub) that was also very bluesy. In fact, her last album for Philips Records was blues-oriented. But whether she sings folk songs or blues material, the packed nightclub was proof that she has a large and enthusiastic audience.

"One Room Paradise," a good song sung with feeling and verve, was one of her best numbers of the night; it was polished and extremely commercial. She put a lot of atmosphere of old New Orleans into "Old Rocking Chair's Got Me" and "Trouble in Mind."

"I'm Traveling Light" was not only delivered excellently by Miss Toliver, but the flute trailing through the background made the song a standout. She closed with a very effective "Endlessly."

Throughout the entire performance, she exhibited that husky voice her folk fans might remember, but it appears that a new Toliver has come on the scene.

Mike Settle, RCA Victor Records artist, opened the show. He was excellent on the melancholy tune, "Alberta." An en-

HITS OF THE WORLD

• Continued from page 36

3	3	SOMBRAS —Javier Solis (Columbia); Anamelba (Virrey); Alberto Vasquez (Musart)
4	5	LA PARED —Los Tres Reyes (FTA); Carmita Jimenez (Sono Radio); Lucho Macedo (Virrey); Raul Ferrero (Kubaney); Roberto Ledesma (Gema)
5	4	ESOS OJITOS NEGROES —Duo Dinamico (Odeon)
6	6	DONDE ESTA EL LEON —George Dann (Odeon)
7	8	LA BOSTELLA —George Dann (Odeon)
8	9	CUMBIA ALGARROBERA —Tullio E. Leon (Odeon)
9	10	Y POR LO TANTO —Nelson Arias (Odeon)
10	—	SATISFACTION —Rolling Stones (London)

PHILIPPINES

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

SINGAPORE

*Denotes local origin

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

SOUTH AFRICA

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

SWITZERLAND

This Week	Last Week	
1	1	IL SILENZIO —Nini Rosso (Durium-Hansa)—Intro
2	3	ZORBA LE GREC —Soundtrack (20th Fox)—Gerig
3	4	WOOLY BULLY —Sam the Sham and The Pharaohs (MGM)—Aberbach
4	6	CADILLAC —The Renegades (Hansa)

thusiastic version of "Joey" was well done. Also appearing on the bill was comedian Howard Storm. **CLAUDE HALL**

5	—	HELP! —Beatles (Odeon)—Budde
6	10	FRAEULEIN WUNDERBAR —Peter Alexander (Polydor)—Gerig
7	—	I GOT YOU BABE —Sonny & Cher (Atco)
8	9	WEEKEND BOY —Connie Francis (MGM)—Schneider
9	—	FRAUEN UND ROSEN —Sacha Distel (Polydor)—Gerig
10	—	KUESSE UNTERM REGENBOGEN —Manuela (Telefunken)—Intro

Signings

• Continued from page 24

to United Artists. . . **Joannie Sommers** to Columbia from Warner Bros. . . **Ocie Smith**, short-time Count Basie vocalist, tagged to Columbia. . . **Teddy Durant** to Impression Records, a new Coast label. . . **Fergus MacRoy**, folksinger-composer from Nova Scotia, signed with Kilmarnock Records.

The **King Bees**, currently appearing at Arthur in New York, have been signed by RCA Victor. The debut record couples "What She Does to Me" and "That Ain't Love." . . **Kapp Records**, in its continuing drive to expand its country wing, has signed **Bobby Helms**, who was brought to the label by **Paul Cohen**, label's country artists and repertoire producer based in Nashville. . . **Levon and Hawks**, new Canadian group, have been signed by Atlantic Records. The group's first sides were cut under the supervision of **Eddie Heller** on behalf of the Richmond Organization. . . Singer **Joey Costa** has been signed by Bourne, Inc., for the publishing firm's Murbo label. . . **Eddie Cano** to Atlantic from Reprise. . . The **Cords, Motleys** and **Denny Proviser** to Valiant. . . The **Apollos**, r&b girl group, and drummer **Mel Taylor** to Warner Bros.

Everly Brothers

• Continued from page 24

of the station's top disk jockeys, Pete Brady, was commissioned to meet the Everlys' plane and "stick with them for the whole stay" as American radio men did with the Beatles.

Each night Brady will give away station T-shirts and records by the Everlys and Cilla Black from the stage during the show. And each day London listeners will get his reports.

In addition to big newspaper advertising for the 21-day tour, Epstein spared no expense on the package itself. He booked **Lionel Blair** and his team of dancers to add entertainment of a different sort; it will be interesting to see how the pop fans accept the variety.

Only one part of Epstein's ambitious plan fell through: a motorcade to bring the Everlys from the airport to their Mayfair hotel. In Britain those are reserved for royalty and world leaders . . . and the Beatles.

Gui's 80th Year

• Continued from page 44

Dominguiz, mezzo, **Enzo Tei**, tenor and **Boris Christoff**, bass. The 9th Symphony soloists were **Margherita Rinaldi**, soprano; **Luisella Ciaffi Ricagno**, mezzo; **Giuseppe Baratti**, tenor, and **Christoff**.

A special souvenir program of Gui was one of the highlights of the celebration. Gui has conducted in Europe, Africa, Asia and North and South America.



JOHNNY RIVERS, Imperial Records, warms up an audience of 100 Chicago high school newspaper editors—90 per cent female—for a press conference with WCFL deejay Jim Stag, who made the recent U. S. tour with the Beatles. WCFL's Jim Runyon is at left; in the background are the Shadows. What a way to have a press conference—with live music!

R&B Stations Open Air Gates to 'White Soulists'

• Continued from page 1

One of the key reasons for the extended playlist, of course, is to make room for white artists with soul feeling. These artists include Barry McGuire, Sonny and Cher, Tom Jones, Sam the Sham and the Pharaohs, Roy Head and countless others. Mostly, these artists are being referred to as blue-eyed soul brothers. The Righteous Brothers, also soul brothers, may have launched the whole trend. Almost any r&b program director will tell you of his surprise when he discovered just who the Righteous Brothers really were. Nearly all r&b radio stations were—and still are—playing records by the Righteous Brothers because of that r&b feeling in their material.

Georgie Woods, a big gun r&b deejay with WDAS, Philadelphia, said he invented the Righteous Brothers. Besides his radio station deejay activities, Woods has a new hour-long dance party now on WPHL-TV, a UHF station in Philadelphia in which he owns stock. The

daily show could be considered blue-eyed soul in approach. Only a couple of weeks old, the program has already featured such artists as Gene Chandler, Billy Joe Royal, the Vibrations, Jive Five, the Lewis Sisters, Little Lisa and Len Barry.

This integration of music, Woods said, has contributed in part to the integration of staffs. WABC, New York, just added Chuck Leonard to its staff and KFWB, Los Angeles, has Larry McCormick. Both are Negroes working on two of the nation's major rock 'n' roll radio stations. Neither of these two stations are adding any more of an r&b element to their programming than they've had for quite some time. But Top 40 outlets have been playing r&b artists for years.

It's more interesting, however, to note the trend toward integration on r&b radio stations, J. I. Whittington, operations manager of WAKE, said he would have an integrated deejay staff. Not so much because of any civil rights movements as the drive for audience.

"A lot of white kids like r&b,"

Whittington said. "Even the young marrieds are going for it. We feel that r&b is a going business and it's going to be here for some time. You can say we're aiming for the people. We want numbers. I wouldn't give a hoot what they are. We're going to get an audience with good radio."

WAKE, which may change its call letters to WIGO, will feature both Negro and white deejays. Ed Sheehan has been with the station for some time and has created a large following, Whittington said, so he'll remain, only changing the music he spins. The station plans a right format and will publish a hit list every two weeks.

WOL, Washington, music director Rudy Runnels said his station used the term blue-eyed soul for such artists as the Righteous Brothers and Sonny and Cher. "The records these artists are turning out is a concrete bit of proof that some white artists have soul." Other white artists the station plays include the Rolling Stones, whom deejays refer to as the Bricks, and the Lovin' Spoonful. "We audition records as per product and quality," he said. "We'll play it if we like it. But the over-all viewpoint is this: The Negro audience is no longer a specialized 'in' group. Musically, they have grown out of the strictly heavy - accented r&b field limited only to Negro artists."

WOL, in a recent Hooper rating, rated a hefty 21.4 per cent among all listeners in the Washington metropolitan area. Runnels said other integrated stations he knew of included WLOU, Louisville and WCIN, Cincinnati.

WCIN program director Tom Hankerson said not only was his staff integrated, but he was also playing the Rolling Stones, Sam the Sham, the Righteous Brothers. Also, the Beatles, Bob Dylan, Brenda Lee and Billy Joe Royal now and then. "We play a record if we feel it goes with our sound . . . if it has a little bit of soul." The Righteous Brothers are called soul brothers.

One of the great r&b jockeys in the nation is John Richbourg of WLAC, Nashville. Though white, Richbourg has been so well respected in the field for some time that he was recently elected a director of the National Association of Radio Announcers, the Negro deejay organization. He has been playing Sam the Sham, Roy Head and the Rolling Stones on his nightly r&b show.

Porgy Checkwick, WAMO, Pittsburgh, and Al Garner, KYOK, Houston, are also two blue-eyed soul brothers who've integrated the r&b field. Sam the Sham and Roy Head get heavy airplay on KYOK.

One industry spokesman said the reason so many r&b stations are playing blue-eyed soul is that there are few legit r&b artists today. "Top 40 stations are playing r&b product, why can't r&b stations play Top 40?"

Clarence Avant, president of Avant Garde Enterprises, New York, said he felt "Blue-eyed soul stations are a great thing." Deejays must expand as the world expands, he said. A deejay shouldn't consider what he likes exclusively; he must think of his audience first.

WKYC Puts Accent On Its Local Talent

CLEVELAND—An experiment by WKYC here is beginning to brighten what was a comparatively dull picture for Cleveland recording artists. Local record talent, especially those of local record producing firms, are receiving special billing by WKYC deejays as "The Cleveland Sound."

A special hourly feature, the local talent so far exposed included the Twilighters, Cleveland Robinson, the Baskerville Hounds, the Illusions, and Bocky and the Visions. Only the last-named group had previously made a dent in the recording field. As a result of the special exposure, Atlantic Records has picked up the master of "I Go Crazy" by Bocky and the Visions for national release and "Be Faithful" by the Twilighters is also being distributed now by a national label.

"The Cleveland Sound" was launched in July when "we felt the area had a surplus of young recording talent that wasn't getting exposure," said WKYC station manager Robert Martin. "The effect of the show has been great." Martin said the idea was his. "The record playlist on most radio stations is so tight that new talent can't squeeze in. We decided that locally produced records—the ones that showed good production and deserved better treatment—would get played."

Martin said that WKYC was now negotiating with the city for use of Cleveland's Public Hall for live record talent shows. The city put a ban on the use of the auditorium for rock 'n' roll shows, "the only good place for a decent show" declared Martin, after a Beatles performance.

NAB Chides FCC on Order

NASHVILLE—Vincent T. Wasilewski, president of the National Association of Broadcasters called upon the FCC Friday (24) to suspend its order requiring separate programming of AM-FM outlets. The order requires AM licensees in cities over 100,000 population to program their FM facilities separately at least 50 per cent of the time.

"The order satisfies no pressing need, has not been issued in response to any publicly articulated complaint, and serves no discernible useful purpose," Wasilewski told a meeting of the Tennessee Association of broadcasters. "It is difficult to understand either the need or rationale for this order, with

some 5,300 radio stations on the air and an average of 150 new ones coming on the air each year. Neither monopoly nor lack of competition would seem to be the reason."

He criticized the FCC for "singling out markets with the most competition"—larger cities—"and decreeing that eventually they must become even more competitive." He said the order will impose a great hardship on daytime stations which give communities fulltime service through FM facilities.

BRC Accredits Hooper, Pulse

NEW YORK—The Broadcast Rating Council last week accredited both Hooper and Radio Pulse local radio rating services. Council chairman Donald H. McGannon said the accreditation represented two and a half years of organization, work, and auditing. "The accrediting of these regular syndicated audience measurement surveys represents an important step forward in the process of assuring the industry users, the public,

Radio A Go-Go . . .



HANDING OUT COPIES OF KING CURTIS' new Capitol Records release, "The Prance," is KCOH's Daddy Deep Throat. Behind the studio window, the KCOH Discotheque Dancers demonstrate a sort of prance dance. Wayne Schuler, of Capitol Records, stands to the left of Daddy Deep Throat.



DEEJAY SKIPPER LEE FRAZIER, OF KCOH, spins a tune, while the KCOH Discotheque Dancers, Joyce Pruitt and Marie McKnight, dance to the beat in the showcase window studio of the r & b outlet.

and the interested governmental bodies that the rating reports reflect what the services say they are doing.

Accredited for TV were the United States TV Audiences of American Research Bureau, the Local Market TV Audience (Diary Service) of American Research Bureau, the Nielsen TV Index and the Nielsen Station Index of A. C. Nielsen Co.

U.K. Top 10 on Air

CHICAGO—A new Saturday evening radio show featuring the Top 10 British tunes—called the "British Countdown"—has been launched on WCFL here. British deejay Paul Michael, who just joined the air staff, will pilot the show and, in addition, team up with Jim Stag in the 2-6 p.m. period.

WSAI 'Blasts Off'

CINCINNATI—To capitalize on the space age fever, WSAI has launched a new "sound" centered on rockets and space-men. The deejays are billed as the Supersonic Seven, according to general manager Charlie Murdock. The top 40 records are called the Cincinnati Countdown and the pick record of the week is the "Blast Off Record."

STORY BEHIND THE SONG

By JACK BURTON

Ed Dexter was a paper hanger by trade until the depression, then when work slacked off to nothing, he laid his paste brush down and joined up with a hillbilly band, whanging a guitar and calling square dances in Texas cowtowns. He took his meals at a roadside lunchroom and when cash was low and he couldn't pay up, the woman proprietor, Aunt Molly Jackson used to say:

"Forget about the money, Ed. Just write a song about me some day and I'll call it square."

And Ed squared the account in 1943 when he wrote "Pistol Packin' Mama," a tune that earned him \$50,000 in royalties and put him on Broadway with a \$30 white Stetson hat on his head and a \$3,500 personal appearance contract in his pocket, finding his inspiration and song title in this old wife's tale that Aunt Molly told whenever a receptive ear was within range: "'Fore we moved to Texas, my husband, Bill Jackson, and his brother ran a still deep in the mountains of Kentucky. I carried a pistol for protection and rode out weekends to bring 'em in. When I neared the still I would call out, 'Bill Jackson, you come down here now!' And Bill would shout back, 'Lay that pistol down, ma, or we ain't coming!'"

KWIZ an All-Request Music Station With All the Answers

By ELIOT TIEGEL

SANTA ANA, Calif. — Last March 27, 34-year-old KWIZ turned its music over to its listeners. The accent is on nostalgia. Requests are accepted by mail and phone. General manager and program director Bill Weaver claims 65,000 phone requests were received in one week. And according to telephone company compilation, 70,000 other calls received busy signals because of the phone traffic.

KWIZ's switch from chatter and album tracks to an all-request show, covering music

going back 20 years, is the stanch reason the station is ranked 11th in Pulse's May-June survey of Los Angeles (Billboard Sept. 18). Pulse has the station categorized as a rocker, but Weaver emphasizes that the programming is 100 per cent request and this includes rock hits. However, he doesn't want the rock 'n' roll association.

Weaver says the audience apparently stays tuned to the station at length to hear their requests. No specific times are provided listeners when their tunes will be played.

The station's initial promo-

tion when it changed programming was "KWIZ Brings Them Back." Claiming to be the leading Orange County station now, Weaver boasts that all-request music allows the whole family to listen to one station. There is enough of everything to satisfy everyone. The outlet calls itself the world's first all-request station.

The Orange County area below Los Angeles County had 1.1 million persons residing there as of last May. Projections indicated that Orange would displace San Diego as Southern California's second most populous county within the year, offering radio stations in this region greater audience potential.

Dollar-wise, KWIZ and its competition, including Anaheim's KEZY, are watching the area's rising retail sales figures as indication of the potency of the area. During the past five years, Orange County retail sales gained 108.5 per cent to hit \$1.4 billion. Thus the station with the best music format is the one the ad agencies will scamper to work with.

Weaver, who moved here in February from KROY, Sacramento, explains he went to an all-request format after observing the record buying habits of Santa Ana residents. In his mind this is programming for the masses.

Requests for the Andrew Sisters' "Rum and Coca-Cola" single indicate adults are tuning in the station. Requests for the Beatles indicate youngsters are also listening. The station believes its strength lies in the 18-34-year-old bracket.

Having kept tabulations on listener's tastes, Weaver refuses to divulge the most requested songs.

In its new dress, KWIZ has tripled its ad volume and issued two new rate cards. Playing the requests are Spider Maclean, Larry Grannis, Buddy Clyde, Johnny Lewis, Jim Royal and Jim Bain.

KJOB: First Job Corps Radio Outlet

ASTORIA, Ore. — Station KJOB has gone on the air as the nation's first U. S. Job Corps radio outlet. The station is located at the University of Oregon's Tongue Point Job Corps Center here which has 1,000 students.

KJOB is currently operating as an on-campus facility but has been granted an FM permit by the FCC. Manager of the station is David Callahan, an instructor at the university. The music format is top pop singles, plus country and Spanish-American material.

When the station begins FM operation within the next three months, it will cover a population area of 25,000. Students at the Center receive communications service training, with the Philco Corp. responsible for providing vocational training. Philco's H. F. Woodside is the station's chief engineer.

RADIO RESPONSE RATING

PORTLAND, ORE. . . . 3d Cycle
OCTOBER 9, 1965

TOP STATIONS

Call Rank Letters	% of Total Points
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★ POP Singles

1. KISN	100%
---------	------

★ POP LP's

1. KEX	59%
2. KGW	25%
Others (KXL, KYMN, KPOJ)	16%

★ R&B

1. KLIQ (noon to 6 p.m.)	100%
--------------------------	------

★ COUNTRY

1. KWJJ	69%
2. KRDR	34%

★ CONSERVATIVE

1. KPAM-AM-FM	46%
2. KXL	35%
Others (KXL, KYMN, KPOJ)	19%

★ COMEDY

(Note: No station features a comedy LP segment, but the following stations program cuts from comedy LP's occasionally. Stations are listed alphabetically.)

KEX (Russ Conrad)
KGW (Hal Raymond)
KLIQ (Bob McAnulty)
KPOJ

★ FOLK

(Note: The following stations program Folk music occasionally. They could not be ranked in this category so are listed alphabetically.)

KEX
KPAM-AM-FM
KPOJ-AM-FM

★ CLASSICAL

1. KXL-AM	47%
2. KPAM-AM-FM	33%
3. KYMN	20%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

STATIONS BY FORMAT

AM RADIO FREQUENCIES

KGW	620	KWJJ	1080	KPOJ	1330
KXL	750	KKEY	1150	KPAM	1410
KPDQ	800	KEX	1190	KVAN	1480
KISN	910	KRDR	1230	KYMN	1520
KOIN	970	KLIQ	1290	KGAR	1550

FM RADIO FREQUENCIES

KPDQ-FM	93.7	KPFM-FM	97.1	KPOJ-FM	98.5
KXL-FM	95.5			KOIN-FM	101.1

PORTLAND, ORE. (including Vancouver & Gresham): Country's 32nd Radio Market (13 AM; 5 FM).

KEX: 50,000 watts. Golden West Broadcasters, Inc. Music format: Pop-Standard (80%)-Contemporary (20%). Editorializes occasionally. Special programming: Portland Beavers baseball, Oregon State Univ. basketball & football and Portland Open Golf Tournament in season. "Talk With Your Governor," an unusual call-in show with listeners speaking with Gov. Mark Hatfield, 6:30 p.m. Mon. "The KEX Repertory Theater," local-live-original drama 4 times a year. Jim Howe is director of 4-man news dept. Special equipment: 2 mobile units, portable units for newsmen, walkie-talkies. 5-min. news on the hr. headlines on the half hr. 15-min. news at 7 a.m., 10-min. news at 8 a.m. & noon. Comedy LP's featured on Russ Conrad's all-night show. Folk Music in regular programming. New records are selected for air-play by prog. dir. & music dir. Record promotion people are seen M-F. Gen'l mgr., Fulton Wilkins. Prog. dir., Robert Hawkins. Send 3 copies of 45's and 3 copies of LP's to Miss Diane Brooks, librarian, 2130 S.W. 5th Ave., Portland, Ore. 97201. Phone (503) 224-1722.

KGAR: 1,000 watts. Independent. Music format: Contemporary (100%). Special programming: Univ. of Wash. football in season. Gordon A. Rogers is director of 4-man news dept. Special equipment: 2 mobile units, 2 telephone cars, walkie-talkies. 5-min. news on the hr., headlines on the half hr. Cuts from Comedy LP's aired in regular programming. New records are selected for air-play by gen'l mgr. Station publishes play-list weekly. 6-10 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Gordon A. Rogers Jr. Prog. dir., Gordon A. Rogers. Send 2 copies of 45's and 2 copies of LP's to Mr. Rogers, Box 1887, Vancouver, Wash. Phone: (503) 285-5575.

KGW: 5,000 watts. King Broadcasting, Inc., NBC affiliate. Music format: Pop-Standard (100%). Editorializes occasionally. Special programming: Local high school championship football & basketball in season. "The Fenwick Show," audience call-in, 9 p.m.-mid. M-F. "Talk It Out," audience call-in with Marko Haggard, 10:15 p.m.-mid. Sat. Television outlet is KGW-TV, Channel 8. James Burr Miller is director of 4-man news dept. Special equipment: Mobile news wagons, commercial radio-telephone, private FM remote facilities, portable tape recorders. 5-min. news on the hr., headlines on the half hr. Comedy LP's featured on the "Hal Raymond Show" 6-10 p.m. Sat. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Approx. 10 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Ancil Payne, Station mgr., Pat Grafton. Prog. dir., Wes Lynch. Send 2 copies of 45's and 1 copy of LP's to Mr. Lynch, 1501 S.W. Jefferson St., Portland, Ore. 97201. Phone: (503) 244-8620.

KISN: 1,000 watts. A Star Station. Music format: Contemporary (100%). Highly identifiable air-personalities. Editorializes occasionally. Special programming: "Pepsi Party," teen talk show,

8-8:30 p.m. Tues.-Sat. Craig Edwards is director of 4-man news dept. Airplane news for traffic. Special equipment: Cesna plane, 2 mobile units, walkie-talkies. 5-min. news at 55 past the hr., headlines on the half hr. 10-min. news at 6:55 a.m. New records are selected for air-play by committee of station personnel plus National Prog. Dir., Steve Brown. Station publishes play-list weekly. Approx. 5 new records are programmed each week. VP & gen'l mgr. Steve Shepard. Prog. dir., Frank Benny. Send 5 copies of 45's and 5 copies of LP's to Jim Meeker, music dir., 10 N.W. 10th St., Portland, Ore. 97209. Phone: (503) 226-7191.

KKEY: 1,000 watts. ABC affiliate. Music format: Standard (100%). Emphasis in international music. 5-min. ABC news at 7:55 a.m., noon and 4:55 daily. Folk Music aired in regular programming. New records are selected for air-play by prog. dir. 40-50 new LP's programmed each week. Record promotion people are seen M-F. Gen'l mgr., Ernest Crater. Prog. dir., Ralph Weagant. Send 2 copies of LP's to Mr. Weagant, 5500 Fourth Plain Blvd., Vancouver, Wash. 98661. Phone: (503) 289-2565.

KLIQ: 5,000 watts. Keystone affiliate. Music format: Rhythm & Blues (75%)-Pop-Standard (25%). Editorializes occasionally. Special programming: Army football, Sports Car Club of America races, P.G.A. Portland Open golf, local high school baseball, football, basketball & track in season. Jim Newman is director of news dept. 5-min. news at 55 past the hr., headlines at 29 past the hr. Expanded news at 7:15 & 8 a.m. Comedy LP's featured on "The Bob McAnulty Show." New records are selected for air-play by prog. dir. & individual DJ. Approx. 25 new records are programmed each week. Record promotions people are seen M-F. Gen'l mgr., David M. Jack. Prog. dir., George Boston. Send 2 copies of 45's and 2 copies of LP's to Bob McAnulty, Oaks Park, Portland, Ore. 97202. Phone: (503) 234-8448.

KOIN: 5,000 watts. CBS affiliate. Music format: Pop-Standard (90%)-Classical (10%). Editorializes occasionally. Special programming: Wash. State Univ. football & Univ. of Ore. basketball in season. 3-hrs. of live music per day featuring station's staff orchestra and vocalists. Television outlet is KOIN-TV, Channel 6. Les Halpin is director of 7-man news dept. 15-min. CBS & local news 6 times a day. New records are selected for air-play by committee of station personnel. Approx. 15 new LP's and 5-8 new 45's programmed each week. Record promotion people are seen M-F. Gen'l mgr., Harry H. Buckendahl. Prog. dir., Willard Mears. Send 2 copies of 45's and 2 copies of LP's to Bill Baldwin, prod. mgr., 140 S.W. Columbia St., Portland, Ore. 97201. Phone (503) 288-3333.

KOIN-FM: ERP 100,000 watts. Simulcast with KOIN.

KPAM: 5,000 watts. A Chem-Air, Inc. Station. Music format: Pop Standard (80%)-Jazz (10%)-Classical (10%). Editorializes occasionally. Special programming: Babe Ruth League baseball in season. "Doug Baker Show," discussions with panel of local newspaper

(Continued on page 51)

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
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★ POP Singles

1. Frank Benny	KISN	43%
2. Jim Meeker	KISN	35%
3. Sam Holman (Tie)	KISN	7%
3. Joe Light (Tie)	KISN	7%
Others (Buddy Van Cleve, KISN Pat Pattee, KISN)	KISN	8%

BY TIME SLOT

Morning Man	Sam Holman
Mid-Morning	Buddy Van Cleve
Early Afternoon	Frank Benny
Traffic Man	Jim Meeker
Early Evening	Joe Light
Late Evening	Joe Light
All Night	Pat Pattee

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

Frank Benny, KISN	Program Director
Jim Meeker, KISN	Music Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)
(NOTE: No Bandstand Show in Portland Area)

★ POP LP's

1. Rick Thomas	KEX	28%
2. Barney Keep	KEX	25%
3. Jack Angel	KEX	22%
4. Ted Rogers	KEX	11%
5. Dick Novak	KPOJ	8%
Others (Steve Davis, KEX Russ Conrad, KEX)		6%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Considered Most Co-Operative in Exposing LP's)

Diane Brooks, KEX	Librarian
Wes Lynch, KGW	Program Director

★ JAZZ

1. Bob McAnulty (Tie)	KLIQ	46%
1. Jim Stovall (Tie)	KPAM-FM	46%
2. Steve Davis	KEX	8%

★ COUNTRY

1. Sammy Taylor	KWJJ	81%
2. Tom Phelan	KWJJ	8%
Others (John Farley, KWJJ Lee Casey, KWJJ John Drewck, KWJJ)		11%

★ R&B

1. Bob McAnulty,	KLIQ	100%
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KISN on Top in Portland As Single Sales Influence

PORTLAND, Ore. — The latest Billboard Radio Response Rating survey of the Portland market revealed that KISN stands alone in influencing popular single record sales. The station's major deejays turned out to be Frank Benny and Jim Meeker, according to the

VOX JOX

Another of the great country music stations that helped in Billboard's annual country music awards poll was WMIL, Milwaukee, and program director William Bramhall said the outlet announced the categories for several weeks before asking for votes, then gave away prizes to the voters who guessed closest to the final results. "Altogether we are very pleased with our part in the polling, and we are looking forward to doing it again," Bramhall said.

Dick Byrd, formerly with KTW, Seattle, with KSON, San Diego, effective Oct. 1. . . . New York's WMCA deejay Gary Stevens received a personal letter from the Beatles thanking him for his "help" (what a plug) on their recent visit to the U. S. and said they hoped to see him next year on their return trip.

KLAC, Los Angeles, has undergone a major DJ shifting. "The Lohman and Barkley show," which held down the early-morning spot for the past two years, has been moved back to 10 a.m.-2 p.m. Moved into the 6-10 a.m. slot is Joe Pyne, formerly a nighttime telephone gabber who'll continue with the audience participation format. The rest of the schedule has Joel A. Spivak 2-6 p.m., Danny Dark 9 p.m.-midnight, and Ray Briem midnight-6 a.m.

WDAF's transmitter site in Kansas City, Mo., was turned into a festival grounds Sept. 18-19 for the Jack Tobin Outdoor Festival. Daytime programming was from a tent at the site for the two-day event that featured everything from kiddie rides to lawn and garden equipment displays.

S. B. Hayward has been upped to vice-president, Broadcasting Division, of the Canadian Marconi Co., Montreal, Que. . . . Hal Starr has been appointed general manager of KBUZ, Phoenix; he was the station's program director; former KBUZ manager Willard A. Lenay has accepted a position with the Gordon Broadcasting Co., KSDO, San Diego. . . . Britisher Timothy Hudson (Lord Jim) is the new personality at KFNB; he was formerly with KCBQ, San Diego.

Joe Thompson, now spinning records on the countrified KRDS, Phoenix, is interested in hearing for country music artist who's like to be on the local stage show "Country King Jamboree." The shows are broadcast live Saturday nights from the Phoenix Theater.

Ray Willes, formerly program director of KOIL, Omaha, is new afternoon drivetime man at KDEO, San Diego. . . . Douglas C. Cole is new director of creative services for WTRY, Albany-Schenectady-Troy, N.Y. . . . Al Mallicoate is now with KABC, Los Angeles; was with KPOL, same city. . . . WDBN has moved to 1715 Euclid Ave., Cleveland. **CLAUDE HALL**

vote of record dealers, one-stops, rack jobbers, record company officials, distributors, and record promotion men. Benny is also program director; Meeker is music director.

KEX again placed first as the major influence on sales of albums, showing an even stronger lead than in Billboard's survey of Dec. 5, 1964. KGW ranked second, a position it also held last year. KEX deejays seemed to have the market sewed up, with Rick Thomas, Barney Keep, and Jack Angel scoring fairly close together; Ted Rogers placed fourth. Dick Novak of KPOJ placed fifth. Diane Brooks, librarian of

KEX, won the nod for being most co-operative in exposing LP's.

In the country field, KWJJ, a newcomer since the last survey, has taken over as the major medium for creating sales of country music records, largely due to the effectiveness of deejay Sammy Taylor, who received a hefty total of 81 per cent of the votes.

Also new to the area since the survey a year ago is the r&b aired noon to 6 p.m. over KLIQ. The big gun deejay there is Bob McAnulty who's noted for exposing jazz product. The leading classical music outlet, so far as influencing record sales is concerned, turned out to be KXL-AM. KPAM-AM-FM was close behind. Jim Stovall of KPAM-FM tied with McAnulty of KLIQ in ability to create sales of jazz records.

WHIY Honors Country; Stages Shows; to Air Fest

ORLANDO, Fla.—Radio station WHIY is playing all country music in recognition of "National Country Music Month" and will stage a beauty pageant, three country music shows and broadcast reports from the Country Music Festival Oct. 21-23 at Nashville.

The station is tying in the promotions with their sixth anniversary and will tape as many anniversary messages from artists as possible during the Nashville festival.

The station kicked off events Sept. 26 with the Porter Wag-

ner Show, featuring Norma Jean, and also had artists Dave Dudley and Sonny James. Next week (13) the station will sponsor the Johnny Cash Show, which features June Carter and the Statler Brothers.

During the station's anniversary party, Nov. 10-12, broadcasting will be remote from a shopping center ending each night with a dance on the parking lot. The night of the 13th will feature a big show with Charlie Walker, Jean Shepard, Warner Mack, Johnny Sea, Justin Tubb and others, and the crowning of Miss WHIY.

STATIONS BY FORMAT

Continued from page 50

columnists, 7 a.m. & 4:50 p.m. M-F. "Our Changing World," syndicated show with Earl Nightengale, 5:20 p.m. M-F. "Bridge Tips," throughout day, M-F. "Bridge Forum," 10:55 a.m. M-F. "Education In Review," news from local high schools, colleges & univ. with Lloyd Yunker, 3:30 p.m. M-F. Don Kneass is director of 3-man news dept. Special equipment: Complete remote facilities for news & special events. 5-min. news 8 times daily. Comedy LP's featured on night show mid-6 a.m. occasionally. Folk Music aired Fri. & Sat. 8:30-10 p.m. and once an hr. at other times. New records are selected for air-play by committee of station personnel and research of local retailers. 6-10 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Del Leeson. Program dir., Lloyd Yunker. 1 copy of LP's to Mr. Yunker, 3101 S. W. Fairmount, P. O. Box 1230, Portland, Ore. 97207. Phone: (503) 226-7676.

KPAM-FM: ERP 33,000 watts. Market I affiliate. Music format: Standard (80%) - Jazz (10%) - Classical (10%). Simulcast with KPAM till 6 p.m. Special programming: Playbacks of important local speeches and special events. Send 1 stereo copy of LP's to Lloyd Yunker Gen'l mgr. and address same as KPAM.

KPDQ: 1,000 watts. Independent. Music format: Religious (100%). David Winchester is director of news dept. News 5 times a day. Gen'l mgr., Robert Ball, Jr. Operations mgr., David Winchester. Send 2 copies of Religious LP's to Mr. Winchester, 4903 N. E. Sandy Blvd., Portland, Ore. 97213. Phone: (503) 282-3232.

KPDQ-FM: ERP 57,000 watts. Simulcast with KPDQ.

KPOJ: 5,000 watts. Mutual affiliate. Music format: Pop Standard (100%). Editorializes weekly. Special programming: Univ. of Ore. football & track, Portland Buckaroo hockey in season. "Dayline," audience call-in show with Dick Klinger, 11 a.m.-noon. M-F. "Niteline," audience call-in show with Don Porter, 7-10 p.m. M-Sat. "Mr. Nitetime," interviews & music from local nightclub, 10 p.m.-3 a.m. Tues-Sat. "Middle East Hour," featuring news and music of Mid-East with Gary Walker, 10-11 a.m. Sun. Vern Mueller is director of 4-man news dept. 5-min. news on the hr. 15-min. news at 6:45 a.m., 30-min. news at 7:30 a.m. & 4:30 p.m. daily. Comedy LP's and Folk Music aired in regular programming. New records are selected for air-play by prog. dir. and music dir. Station publishes play-list weekly. Approx. 20 new records programmed each week. Record promotion people are seen weekday mornings. Gen'l mgr., Dick Brown. Program dir., Vern Mueller. Send 2 copies of 45's and 2 copies of LP's to Mr. Mueller, 1019 S. W. 10th Ave., Portland, Ore. 97205. Phone: (503) 227-3484.

KPOJ-FM: Simulcast with KPOJ.

KRDR: 1,000 watts. Independent. Music format: Country (100%). Editorializes occasionally. Special programming: Metro League high school football and basketball in season. Ben Dawson is director of news dept. Special equipment: 1 remote unit. News at 27 & 58 past the hr. Sports at 15 past and weathercasts at 45 past the hr. "Midnight Report," 12-12:15 a.m. Folk Music aired occasionally. New records are selected for air-play by prog. dir. & music dir. Approx. 10 new records are programmed each week. Record promotion people

are seen M-F. Gen'l mgr., Jack Grant. Operations mgr., George DeWitz. Prog. dir., Don Lane. Send 2 copies of 45's and 2 copies of LP's to music dir., Clair Musser, Box 32, Gresham, Ore. 97030. Phone: (503) 665-4143.

KVAN: 1,000 watts. Independent. Music format: Pop Standard (100%). No newscasts. Comedy LP's and Folk Music are programmed occasionally. New records are selected for air-play by Gen'l mgr. Record promotion people are seen M-F. Gen'l mgr., Mrs. Cathryn C. Murphy. Program dir., Mort Friedman. Send 2 copies of 45's and 2 copies of LP's to Mr. Friedman, P. O. Box 1483, Portland, Ore. 97208. Phone: (503) 285-8604.

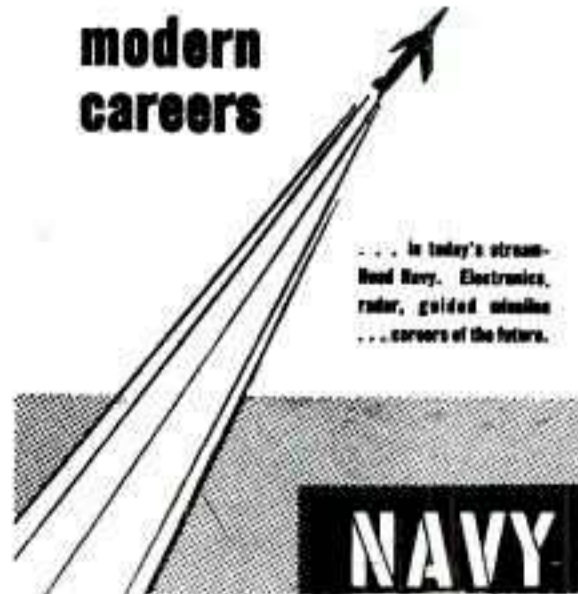
KWJJ: 50,000 watts. ABC affiliate. Music format: Country (100%). George Sanders is director of 2-man news dept. Special equipment: 1 mobile unit, 2 walkie-talkies. 5-min. news on the hr. Extended news at 5 p.m. New records are selected for air-play by prog. dir. & research of local retailers. Station publishes play-list weekly. Approx. 12 new records are programmed each week. Gen'l mgr., Rodney F. Johnson. Program dir., Sammy Taylor. Send 2 copies of 45's and 2 copies of LP's to Mr. Johnson, 931 S. W. King Ave., Portland, Ore. 97205. Phone: (503) 228-4393.

KXL: 50,000 watts. Seattle, Portland & Spokane Radio. Music format: Conservative (100%). Editorializes occasionally. John Salisbury is director of 3-man news dept. 5-min. news on the hr., headlines on the half hr. 15-min. news at 7 & 8 a.m. New records are selected for air-play by prog. dir. Gen'l mgr., Lester Smith. Program dir., Mel Baily. Send 1 copy of LP's to Mr. Baily, P. O. Box 22106, Portland, Ore. 97222. Phone: (503) 654-3193.

KXL-FM: ERP 68,000 watts. Music format: Conservative (100%). Simulcast with KXL 8 a.m.-4 p.m. Send 1 copy of new LP's to Mel Baily at station. Address & personnel same as KXL.

KYMN: 50,000 watts. Independent. Music format: Conservative (60%) - Standard (40%). Editorializes occasionally. Special programming: "Starlight Concert," 9-10 p.m. daily. Bob Scott is director of 2-man news dept. Special equipment: 2 mobile units. 5-min. news at 55 past the hr. 15-min. news at 7 a.m. Folk Music aired in regular programming. New records are selected for air-play by music dir. & operations mgr. 5-10 new LP's programmed each week. Record promotion people are seen M-F. VP & gen'l mgr., John C. Hunter. Operations Mgr., Jack Merker. Send 1 mono copy of LP's to Mr. Merker, P. O. Box 22125, Portland, Ore. 97222. Phone: (503) 656-1441.

modern careers



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. 10, 1960

- Mr. Custer, Larry Verne, Era
- Chain Gang, Sam Cooke, RCA Victor
- My Heart Has a Mind of Its Own, Connie Francis, MGM
- Save the Last Dance for Me, Drifters, Atlantic
- Twist, Chubby Checker, Parkway
- A Million to One, Jimmy Charles, Promo
- So Sad, Everly Brothers, Warner Bros.
- Devil or Angel, Bobby Vee, Liberty
- I Want to Be Wanted, Brenda Lee, Decca
- K'ddio, Brook Benton, Mercury

POP SINGLES—10 Years Ago Oct. 8, 1955

- Love Is a Many Splendored Thing, Four Aces, Decca
- Yellow Rose of Texas, Mitch Miller, Columbia
- Autumn Leaves, Roger Williams, Kapp
- Ain't That a Shame, Pat Boone, Dot
- Moments to Remember, Four Lads, Columbia
- Yellow Rose of Texas, Johnny Desmond, Coral
- Seventeen, Fontane Sisters, Dot
- Tina Marie, Perry Como, RCA Victor
- Shifting Whispering Sands, Billy Vaughn, Dot
- Bible Tells Me So, Don Cornell, Coral

R&B SINGLES—5 Years Ago Oct. 10, 1960

- Kidd'o, Brook Benton, Mercury
- Chain Gang, Sam Cooke, RCA Victor
- The Twist, Chubby Checker, Parkway
- Fool in Love, Ike and Tina Turner, Sue
- Save the Last Dance for Me, Drifters, Atlantic
- My Dearest Darling, Etta James, Arto
- Georgia on My Mind, Ray Charles, ABC-Paramount
- A Million to One, Jimmy Charles, Promo
- Mr. Custer, Larry Verne, Era
- Three Nights a Week, Fats Domino, Imperial

POP LP's—5 Years Ago Oct. 10, 1960

- String Along, Kingston Trio, Capitol
- Button-Down Mind of Bob Newhart, Warner Bros.
- Nice and Easy, Frank Sinatra, Capitol
- Johnny's Moods, Johnny Mathis, Columbia
- Kick Thy Own Self, Brother Dave Gardner, RCA Victor
- Paul Anka Sings His Big 15, ABC-Paramount
- Rejoice Dear Hearts, Brother Dave Gardner, RCA Victor
- Edge of Shelley Berman, Verve
- Brenda Lee, Decca
- Sold Out, Kingston Trio, Capitol

Lawrence TV'er Features Country

NEW YORK — The "Steve Lawrence Show" will dedicate the entire TV program to country music (4). Many of the field's greatest stars will be featured

on "Nashville Comes to Broadway," including Eddy Arnold, Johnny Cash, Minnie Pearl, Grandpa Jones, Boots Randolph, the Jordanaires, the Statler Brothers Quartette, plus the fiddle playing of Benny Martin, Shorty Lavender and Tommy Vaden.



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TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/9/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tres, BMI)	7
2	1	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	13
3	2	THE "IN" CROWD Ramsey Lewis Trio, Argo 5506 (American, BMI)	8
4	16	THESE HANDS (Small But Mighty) Bobby Bland, Duke 385 (Don, BMI)	4
5	13	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	4
6	7	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	6
7	4	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	11
8	5	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	14
9	20	CLEO'S BACK Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	3
10	8	SOUL HEAVEN Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI)	7
11	11	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	11
12	6	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	16
13	9	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	10
14	10	UNCHAINED MELODY Righteous Brothers, Phyllis 129 (Frank, ASCAP)	9
15	23	RESCUE ME Fontella Bass, Checker 1120 (Chevis, BMI)	3
16	19	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	8
17	17	YOU CAN'T TAKE IT AWAY Fred Hughes, Vee Jay 703 (Customa, BMI)	5
18	18	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	9
19	25	LET'S MOVE & GROOVE (Together) Johnny Nash, Joda 102 (And, BMI)	3
20	12	SAD, SAD GIRL Barbara Mason, Arctic 108 (Stillran-Dandelion, BMI)	6

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	14	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	8
22	15	DANGER HEARTBREAK DEAD AHEAD Marvelettes, Tamla 54120 (Jobete, BMI)	5
23	21	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	12
24	24	SOMEONE IS WATCHING Solomon Burke, Atlantic 2299 (Webb IV-Falart, BMI)	5
25	34	YOU'VE BEEN IN LOVE TOO LONG Martha & Vandellas, Gordy 7045 (Jobete, BMI)	4
26	22	NOTHING BUT HEARTACHES Supremes, Motown 1080 (Jobete, BMI)	9
27	27	FIRST I LOOK AT THE PURSE Contours, Gordy 7044 (Jobete, BMI)	8
28	35	I'M SO THANKFUL Ikettes, Modern 1011 (Jobete, BMI)	2
29	37	1-2-3 Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	3
30	26	I NEED YOU Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	5
31	36	LET IT ALL OUT O'Jays, Imperial 66131 (Blackwood, BMI)	2
32	29	IF I DIDN'T LOVE YOU Chuck Jackson, Wand 188 (Metric, BMI)	5
33	33	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	16
34	31	GOT TO FIND A WAY Harold Burrage, M-Pac 7225 (Vopac, BMI)	8
35	32	TOO HOT TO HOLD Major Lance, Okeh 7226 (Dakar, BMI)	4
36	—	TAKE ME IN YOUR ARMS Kim Weston, Gordy 7046 (Jobete, BMI)	1
37	30	HIGH HEEL SNEAKERS Stevie Wonder, Tamla 54119 (Medal, BMI)	4
38	40	NEVER COULD YOU BE Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	2
39	39	SUGAR DUMPLING Sam Cooke, RCA Victor 8631 (Kags, BMI)	9
40	—	AIN'T THAT PECULIAR Marvin Gaye, Tamla 54122 (Jobete, BMI)	1

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)	9
2	2	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	5
3	4	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	15
4	3	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	8
5	5	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	4
6	6	OTIS BLUE/OTIS REDDING SINGS SOUL, Volt LP 412 (M); SD 412 (S)	2
7	8	GENTLE IS MY LOVE, Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	4
8	7	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	29
9	9	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)	5
10	10	BABY I'M YOURS, Barbara Lewis, Atlantic 8110 (M); SD 8110 (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.

LOOK AT US . . .
Sonny & Cher, Atco 177 (M); SD 177 (S)

PASTEL BLUES . . .
Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (S)

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.

HERE COME THE TEARS . . .
Gene Chandler, Constellation 164

LOVE (MAKES ME DO FOOLISH THINGS) . . .
Martha & the Vandellas, Gordy 7045

I'M NOT TIRED . . .
Wilson Pickett, Atlantic 2289

THINK . . .
Jimmy McCracklin, Imperial 66129

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

BEN MILES, WANT, Richmond, Va.
My Girl Has Gone—Miracles, Tamla 54123
Take Me in Your Arms—Kim Weston, Gordy 7046
Ain't That Peculiar—Marvin Gaye, Tamla 54122
Ooh Honey Baby—Earl Cosby, Mira 204
I Really Love You—Dee Dee Sharp, Cameo 375
LP—In the Midnight Hour—Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

DAVE BUTLER, KPRS, Kansas City, Mo.
In Crowd—Ramsey Lewis Trio, Argo 5506
Ain't That Peculiar—Marvin Gaye, Tamla 54122
First I Look at the Purse—Contours, Gordy 7044
I Want to (Do Everything for You)—Joe Tex, Dial 4016
Take Me in Your Arms—Kim Weston, Gordy 7046
Love (Makes Me Do Foolish Things)—Martha & the Vandellas, Gordy 7045
Think—Jimmy McCracklin, Imperial 66129
LP—The In Crowd—Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)

GEORGE TRUEHEART, WDAO, Dayton, Ohio
Stay Together Young Lovers—Ben Aiken, Roulette 4649
I Really Love You—Dee Dee Sharp, Cameo 375
She'll Be Sorry—Gloria Gaynor, Jocida 300
The Fat Man—John Steele & the Dell Mates, Wand 194
LP—Try a Little Love—Sam Cooke, RCA Victor

O. C. WHITE, WAWA, Milwaukee
If You Don't Want to Marry Me, Give Me Back My Ring—Big Daddy Simpson, M-Pac
Just One Kiss From You—Impressions, ABC-Paramount 10725
So Long—Al Perkins, U.S.A.
The World Is Round—Rufus Thomas, Stax 178
Take Me in Your Arms—Kim Weston, Gordy 7046
Ain't That Peculiar—Marvin Gaye, Tamla 54122
My Baby—Temptations, Gordy
My World Without You—Carol Fran, Port
How Long—Ralph Jones, Favorite
Mr. Soul—Bud Harper, Peacock
LP—Otis Blue/Otis Redding Sings Soul—Volt LP 412 (M); SD 412 (S)

JIMMY BYRD, WILD, Boston
Can You Explain It—Devotions, Nation 61165
It's Not Unusual—Bobby Martin, Junior 1011
Two Is a Couple—Ike & Tina Turner, Sue 135
LP—In the Midnight Hour—Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

"LITTLE" WILLIE POE, WJAK, Jackson, Tenn.
Ain't That Peculiar—Marvin Gaye, Tamla 54122
Nobody But My Baby—Ruby & the Romantics, Kapp 702
Just One Kiss From You—Impressions, ABC-Paramount 10725
My Baby—Dobie Gray, Charger
LP—I'll Take You Where the Music's Playing—Drifters, Atlantic

TOMMY SMALL, WLIB, New York
My Baby—Dobie Gray, Charger
My Girl Has Gone—Miracles, Tamla
We Must Be Doing Something Right—Joan Moody, Sylvia 5007

ERVIN (ROCK THE JOCK) GARDNER, WSOK, Savannah, Ga.
Praying for an Answer—Jay Bee & the Mighty Sensations, Thunderbird
All Hid—Charlie May, Rust 4
Lonely Teardrops—Jackie Wilson, Brunswick 55283
You Are—Bobby Reed, Brunswick
Mr. Fix It—Geraldine Latham
Where There's a Will There's a Way—Sedatious Brown, Roulette 4636
LP—Spotlight on Earl Grant—Decca DL 4624 (M); DL 74624 (S)
LP—Drifting Through Driftersville—Doc Bagby, Tifton

BUDDY LOWE, WNOR, Norfolk, Va.
I'm Going to Stop Running—Lenis Guess, DPG 1008
We Must Be Doing Something Right—Joan Moody, Sylvia 5007
Take Me in Your Arms—Kim Weston, Gordy 7046
I Won't Cry Anymore—Derek Martin, Roulette
But You're Mine—Sonny & Cher, Atco 6381
Going to the City—Johnny Adams, Gone 5147
LP—Childs and Pettiford Live at Jillys—Atco

LE BARON TAYLOR, WCHB, Detroit
Take Me in Your Arms—Kim Weston, Gordy 7046
I Want to (Do Everything for You)—Joe Tex, Dial 4016
These Hands (Small But Mighty)—Bobby Bland, Duke 385
Rescue Me—Fontella Bass, Checker 1120
I'm So Thankful—Ikettes, Modern 1011
Ain't That Peculiar—Marvin Gaye, Tamla 54122
Treat Her Right—Roy Head, Back Beat 546
Let's Move & Groove (Together)—Johnny Nash, Joda 102
Let Me Know When It's Over—Esther Phillips, Atlantic
I Believe I'll Love On—Jackie Wilson, Brunswick 55283

DJ SPOTLIGHT

BEN MILES

WANT, Richmond, Va.

A fast wit has helped Ben Miles advance from a Saturday show on WANT two years ago to a daily 3-7 p.m. slot, the "Dance Party Show." Ben, before his radio days, attended Virginia Union University. The 21-year-old deejay spends his off-the-air time in record hops and promoting live talent shows that feature both national and local talent.



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

FM: Revolution In Radio Sales

By RAY BRACK

CHICAGO—Dealers have been reporting a revolution in radio sales that could see AM-only models go the route of 78 r.p.m.

There is one exception to the trend; low-end AM portables in the \$5-\$10 range which serves as the vital link between the teen-ager and his rock 'n' roll radio station.

"Even in the moderate-cost table lines our customers want AM-FM," goes the typical dealer observation.

The changing market is clearly reflected in factory sales figures just released by the Electronic Industries Association. And one need not go too much further in search of an explanation than the record of FM station growth during recent years (see chart below).

Sales Tripled

EIA figures show that sales of auto and home radios equipped to receive FM have more than tripled since 1960. An increase of 40 per cent above 1964 is expected before the end of next year.

In 1960—the year FM really started to catch hold—one FM receiver was sold for every nine radios purchased. Last year one of every four radios sold could receive FM. By 1966, EIA expects the ratio to increase to one of three.

AM-only sales have hovered between 16 and 20 million since 1960. Some 20 million of these sets are expected to move this year.

Of the domestic-brand FM sets sold, the EIA has found that some 40 per cent are incorporated in phonographs, 25 per cent are table models and the remainder are portable or combined with clocks and TV sets.

Portables Lead

Portables have registered the highest rate of FM sales increase.

Radio Advertising Bureau statistics indicate that 23 million FM sets were included in the 151 million reported in home use today. This share is expected to rise to 30 million of 161 million this year and 38 million of 170 million in 1966.

The increase in FM model sales has remained in step with FM broadcasting growth. While set sales have tripled since 1960, station number has increased from 821 in 1960 to 1,205 in 1964.

Analysis of FM Radio Sales

(Add 000 units; FM includes AM-FM plus FM-only)

	Factory Sales of FM Radios, 1960-1964*				
	1960	1961	1962	1963	1964
FM Table	697	779	906	890	983
FM Clock	134	79	148	290	470
FM Port.	17	58	125	333	559
Phono-Comb.	675	940	1,153	1,351	1,445
TV-Comb.	116	137	236	251	205
Totals	1,639	1,993	2,568	3,115	3,662

	FM-AM Sales Compared*				
	1960	1961	1962	1963	1964
AM-only FM	16,011	20,907	22,432	20,150	18,723
FM/AM	1,989	2,593	3,568	4,750	5,877
Totals	18,000	23,500	26,000	24,900	24,600

	Home Radios In Use				
	1960	1961	1962	1963	1964
Total FM**	6,500	9,000	12,000	17,000	23,000
Total Home*	106,700	115,700	126,900	140,300	150,900

	FM Radio Station Growth, 1945-1964***	
	Construction Permits	On The Air
1945	288	48
1946	684	140
1947	1,010	374
1948	976	687
1949	791	728
1950	706	672
1951	654	640
1952	648	612
1953	602	550
1954	583	549
1955	557	536
1956	559	528
1957	588	537
1958	686	571
1959	839	677
1960	1,018	821
1961	1,136	849
1962	1,312	1,050
1963	1,358	1,126
1964	1,597	1,205

*Source: EIA

**Source: Radio Advertising Bureau

***Source: Television Factbook, 1965

New Displays for the Dealer



MERCURY RECORDS HAS DEVISED THIS MOCK-UP TV CONSOLE linking the Smothers Bros. recording stars with the Smothers Bros. TV stars. Created by Mercury merchandising manager George Balos, the display is highlighted by a transparent center screen across which a continuous strip of copy reading "Mercury Records presents the Smothers Brothers' 8 hit albums for everyday fun" passes in four colors. "The record retailer can take the entire set and mount it in his store window where it is even more effective when all the lights are turned out," Balos said. Illuminated by a 60 watt bulb, the display is said to cost 10 cents per day to operate.

Norelco Introduces Auto Tape System at New York Hi-Fi Show

NEW YORK—North American Philips Co., Inc., introduced a tape sound system for automobiles, capable of recording and play-back, during the New York High Fidelity Music Show which closed Sunday (3).

Carrying the Norelco brand name and called Car-Mount, the two-part unit plays back through the car radio and may be removed from the mounting for use as a completely portable recorder.

The unit's two parts are a specially designed universal mounting which hangs below the dashboard and the Carry-Corder 150,

a cordless, cartridge-loaded, portable tape recorder.

Said NAP Assistant Vice-President Wybo Semmelink: "Designing the unit in this manner gives the user two systems in one and provides features and versatility not available in other auto tape units."

"Since it is the only system that can record, it permits the motorist to tape reports, travel information, vacation sights, etc. Also, the user can pre-record selections of his favorite music for playback through the car radio."

The system utilizes one-hour

tape cartridges. It is battery-powered and doesn't rely on the car's electrical system.

The Car-Mount and Carry-Corder together retail for about \$150.

Some 60 manufacturers exhibited at the show in the New York Trade Show Building (dubbed the High Fidelity Palace). Among the firms were several major record companies, with artists on hand for personal appearances.

Ed.: Further reports on the Hi-Fi show next week.

Craig Panorama

NEW EASY WAY TO WRITE LETTERS
SEND LIVING "VOICE LETTERS" ON TAPE WITH

NEW TAPE-TWINS
EASY WAY TO WRITE LETTERS
SEND LIVING "VOICE LETTERS" ON TAPE WITH
CRAIG TAPE-TWINS
ALL TRANSDUCER TAPE RECORDERS GET BATTERY OPERATED

POCKET-SIZE TAPE RECORDER BY CRAIG. Packed two to box with microphone, earphone and batteries for each. Thirty-minute capacity, weighs 1½ pounds. No price.

The Pfanstiehl needle catalog is cross indexed in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture . . . for exact replacement with a new Pfanstiehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received.

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Originators of the \$9.95 Diamond Needle

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

7,000 NEW POLY SKIN WRAPPED 12" LP's. List price, 99¢. 70% stereo, 70 titles, \$350 per thousand x shipping. Lewin Records, 6507 Hollywood Blvd., Los Angeles, Calif. 90028. Phone: HO 9-8068.

LETTERS TO THE EDITOR

Discomatic

Dear Sir:

Request this Exchange be furnished catalogs and price list covering: Discomatic Home Juke Box by Gerinvex, SA.

Also request that information copy be forwarded to Army and Air Force Exchange Service, 8 West 14th Street, New York 11, New York.

Sincerely yours,
C. W. Freeman
Chief,
Procurement Division

Dear Sir:

While looking through a recent issue of Billboard, I came across the enclosed product which I feel would be of great benefit to me in my rack-jobbing operations. Immediately, I looked in the new Buyers' Guide under Phonograph Manufacturers but could not find a listing for either Discomatic or Gerinvex.

If you have any information as to where I could find these firms or their addresses, I would appreciate it very much.

Sincerely yours,
Gerald L. Griffin
Good Music Promotions

Dear Sir:

I would like more information about the Gerinvex home juke box shown in the Aug. 7 issue of Billboard.

Yours truly,
John F. Clarke,
Thompson, Manitoba

Dear Sir:

Please, could I have more information about the Home Juke Box which was introduced last year by Gerinvex, SA?

Thank you,
Naomi Almond,
Jamaica, N.Y.

Dear Sir:

In your issue of Aug. 7, 1965 you show a Discomatic Home Juke Box.

Would you please send more details, name of distributor, etc.

Thanks,
William F. Miller,
Mgr. Record Dept.,
Ideal Store,
Catskill, N.Y.

Dear Sir:

Please send full particulars on the following items: Home Juke Box—Gerinvex, SA; Craig Car Stereo.

On the Craig Car Stereo, please advise if a tape library will be available thru same source.

Yours truly,
Sherman C. Dudoit
Mgr. Happy Hawaiian
Amusements
Hilo, Hawaii

Ed.: These and scores of additional inquiries about the Home Juke Box have been relayed to Gerinvex, SA, USA., Box 577, Norwalk, Conn. The unit has aroused a lot of reader interest.

Travel



... the world over while launching a profitable trade in the new modern Navy... See your local Navy recruiter—now.

EMPLOYMENT SECTION

SITUATIONS WANTED

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Inventory control, placing parts, production control, artist management and promotion.

References, salary open.

Write: BOX 210, Billboard
165 West 46th St.
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ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

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LYRICIST WITH TEN (10) GOOD ORIGINAL songs wants to team up with a composer. Contact: Box 211, Billboard, 165 W. 46th St., New York, N. Y. 10036. oc16

RESPONSIBLE YOUNG MAN, 25, COLLEGE graduate (B.A.), draft free, desires position in any phase of the record business. 3 years' experience as student disc jockey while attending college. Strong rhythm-blues background. Will answer all replies. Write: Box 213, Billboard, 165 W. 46th St., New York, N. Y. 10036.

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Top pay, flexible hours.

Male or female.

No experience necessary; appearance counts.

Call:
TEMPORARY THEATRICALS, LTD.
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Billboard

HELP WANTED

One of the largest cigarette and music companies in North Central California wants experienced Cigarette and Music Route Service Men. Also openings for competent Mechanics.

MUST be bondable, SOBER and HONEST. If qualified send background and references to:

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New York, New York 10036

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RECORDS

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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

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Record Preview

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BILLBOARD

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PHONE: AREA CODE 212; PL 7-2800

RECORD RIOT 45's — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212—343-5881. oc30

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

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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. Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my7-66

ACOUSTICALLY DESIGNED CONTEMPORARY 4 BEDROOM 4 1/2 BATH HOME

27 Minutes From Lindy's

Sunken living-entertaining room, 30'x33'; separate guest house, 4 fireplaces. 10 years young.

Desirable rustic community perfect for ARTISTIC OR MUSICAL FAMILY. priced to sell rapidly at \$39,900.00.

GARRETT H. FELTER, INC.
Realtors

30 River Edge Rd., Tenafly, N. J.
201; 568-2442 Eves. 201; 768-2845

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Situations Wanted for Individuals	\$2	\$5	\$9	\$5

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- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
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- Box number service charge is 50c per insertion.

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

COMMISSIONS: ARE THEY OUT OF HAND?

The bulk vending industry is commission-conscious. The reason for this is abuse of the concept in many markets. Confirmed reports place rates at 40 per cent here, 45 per cent there, with maverick operators going higher to lure lucrative locations (though one wonders how lucrative any location is which garners 50 per cent of machine gross). We begin this week a country-wide look at bulk vending operator commissions with reports from St. Louis and Minneapolis. Billboard reporters sought answers from key vendors to such questions as "What are going rates?" "Why?" and "What can be done about it?" Detroit and Denver reports will appear next week; other major markets will follow.

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



SAM PHILLIPS: "The figure should level off at about 25 per cent."

when answering ads . . .
Say You Saw It in Billboard

25 Per Cent Commission Customary in St. Louis

By EARL PAIGE

ST. LOUIS—When location owners expect no commissions from machines bearing the decals of various service organizations, just how important are commissions in the first place? The question is one that provokes a lot of thinking, but the opinion of many operators in this area is that commissions are "damned important" and the worst problem facing today's bulk operator.

George Chapman, of Granite City, Ill., is one operator who has found that the line can be held on commissions. "I tell new locations that I pay 25 per cent," Chapman reports, "and that I pay the sales tax, the insurance, keep the machines cleaned and well serviced and that I don't mix 5-cent product with 10-cent merchandise."

Chapman, who is painfully recovering from knee surgery that resulted from a fall in his truck some time ago, has been keeping his route going despite the handicap. His philosophy is such that the reports of wild commissions don't bother him. "When you're giving good service how can you do more?" George asks, adding, "and if I can't make a profit of this business then I might as well get into something else."

The average commission around the St. Louis area bears out Chapman's thinking accord-

ing to bulk distributor Sam Phillips, who thinks the commission figure would level off near to 25 per cent. But Earl Veatch at Central Distributors reports that a competitive factor among several large chain stores in the area has found commissions going as high as 45 per cent.

"High commissions are still the exception," Veatch pointed out, "and the market is still a healthy one for the smaller operators. When you consider all the operators, then the over-all commission picture would be in the 25 per cent neighborhood," Veatch said.



GEORGE CHAPMAN: "When you're giving good service, how can you do more?"



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¢ . . . \$14.90
N.W. Deluxe, 1¢ or 5¢ Comb. . . 12.00
N.W. 10-Col. 1¢ Tab Gum Mach. 18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G. . . 6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00
Mills 1¢ Tab Gum . . . 12.00
Acorn 8 lb. Globe . . . 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red . . . \$.89
Pistachio Nuts, Jumbo Queen, White82
Cashew, Whole80
Cashew, Butts76
Peanuts, Jumbo45
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix36
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct. . . .48
Hershey-ets47

Rain-Blo Gum, 72 ct. . . \$.32
Malt-ette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. . . .32
Rain-Blo Ball Gum, 100 ct. . . .34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Bech-Nut, 100 ct. . . .45
Hershey's Chocolate, 200 ct. . . 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

World Famous
VICTOR
Standard
TOPPER



1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN

SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.

LOngacre 4-6467

Bulk Banter

The many friends of **Arnold Provisor**, counsel for Oak Manufacturing Company, will be glad to know that he is recovering from a recent illness at his home. He was confined to the University of California, Los Angeles, Medical Center with a heart attack. . . . **Anita Rufus**, secretary at Operators Vending Machine Supply Company, is taking over the duties as cashier for **Byron (Red) Nance**, who is on a month's vacation. He is fishing in Canada. . . . **Mike Fichera** has returned from a three-week vacation in Mexico. . . . **Nick Twiford**, an operator for a number of years, has joined the staff at Acme Vending Company, **Bob Feldman** announced. Acme will be closed Wednesday (6) for **Yom Kippur**. . . . **Art Vogel** is back from a well-earned vacation spent in the Pacific Northwest. . . . **Eddie Rosen** of Operators
(Continued on page 56)

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.

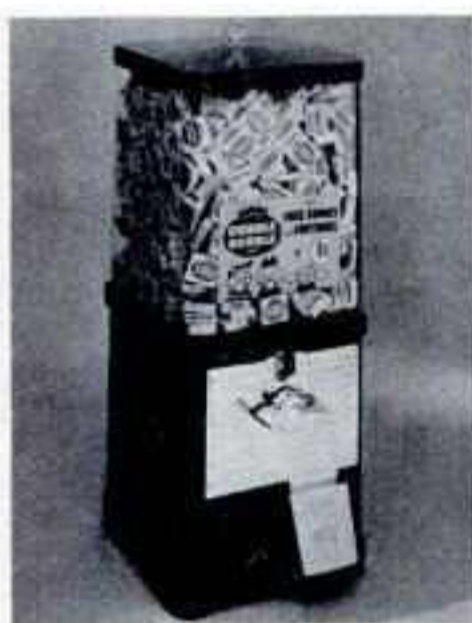
RAKE

COIN MACHINE EXCHANGE

1214 W. Girard Ave.
Philadelphia, Pa. 19123
(215) Center 6-4493

YOUR PROFIT IS OUR BUSINESS

KOMET-WG



HARBY'S NEW UNIT TO VEND FLEERS GUM
SIMPLE DESIGN
MINIMUM PARTS
PRECISION ALUMINUM CASTINGS
DEPENDABLE OPERATION
FITS ALL KOMET VENDORS
CAPACITY 650 PIECES (PROVEN AMPLE)

Write or Phone:

HARBY INDUSTRIES

702 North Mariposa Street, Burbank, Calif. 91502
Phone: 843-3414

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.

NEW PRODUCTS

This form is designed for the convenience of bulk operators

PENNY KING

KEY RING ASSORTMENT. For dime capsule vending. Plated Dogs, Rub Me For Luck, Palette, Clover, Tear Drop Pearl, Single Pearl and Pearl Handled Knife. Free styrofoam display.

MONSTER SKULL. First of a line of 10-cent items which vends without a capsule. Requires new three-hole capsule wheels. 50 Skulls in each bag of 250.

MAN FROM U.N.C.L.E. Copyrighted flicker ring showing star of the popular TV show in alternating poses with the entire cast. Available in bags of 500, bags of 250 with rings in capsules and bags of 500 with marbles for rocket vending.

SPACEMEN. Display front mounts plastic figures in space suits with color picture of flying saucer below. Available in bags of 500 with free display front.

Twin Cities Vendor Decries 'Exorbitant Commissions'

By ROY WIRTZFELD

MINNEAPOLIS — "I regret to say there are some key people in our business who specialize in stealing locations by paying exorbitant commissions — and even passing some extra money under the table," declared operator Ignatius (Bob) Murphy, owner of Acorn Vending Co. in suburban Wayzata, with some 1,000 machines in the Twin Cities and suburbs.

Strongly opinionated, Murphy espouses the belief that "you can't let the proprietor run away with everything." Looking a reporter in the eye, he said: "If a proprietor gets too demanding or doesn't treat me right, I yank out all my machines and tell some friendly competitor to go in—if he wants."

Murphy began his vending career just three years ago at 54 years of age. He had entered the building contracting business after the war, prospered, and retired. Before long he began seeking a new interest and bought



I. J. (BOB) MURPHY: "You can't let the proprietor run away with everything."

167 bulk machines—with cash. Subsequently he's plowed all vending income and some additional capital back into the business with an eye toward a 1,500-machine route.

"I can handle that many machines by myself without extra help," he said.

Regarding commissions, Murphy recounted: "Now and then I am told by a proprietor that he's been offered 30 per cent or more commission from another operator. I pay 25 per cent. If I can reason with such a store owner, I try to tell him that if the percentage goes up, you can bet the quality of the product goes down. And when the quality goes down, the kids and other customers are going to catch on quickly. In the end the volume will drop."

He added, "This is a serious abuse, and in the end the entire industry will be affected."

Editor's Note: It was recently reported that a Minneapolis operator has begun offering 42 per cent commission for choice locations.

Coming Soon:

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

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

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

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

Bulk Banter

Continued from page 55

is back on the job after being off for the holidays. . . . **Herb Goldstein**, merchandising director for Oak Manufacturing Company, and his wife, **Evelyn**, recently observed their 25th wedding anniversary. They were the recipients of a surprise party attended by more than 50 friends and well wishers. . . . **Sam Weitzman**, principal in Oak Manufacturing, is back from a combined business and pleasure trip to Nevada and Northern California. . . . **Velma Bloom**, wife of **Sid Bloom** of Oak, is recovering from a recent illness. Sid just returned from a trip to Israel, where he attended his father's funeral services. . . . **Bob Spector** is the new counterman at Operators. His wife, **Sylvia**, is in the front office at Operators. . . . **Bill Coombs**, son of **Preston Coombs**, announces the birth of a son. It is the third boy for the Coombses. . . . **Wayne E. Smith**, account executive for the David Olen Company, which handles the Oak account, is passing out cigars on the arrival of a daughter. The Smiths now have two boys and two girls.

Felipe Robeles was at Acme from his headquarters in Baja California for machines and supplies. . . . **Gussie Feldman**, who recently retired from Acme, has returned from the East where she visited her brother and sister in Boston. . . . Acme Vending is coming close to striking oil. A well is being drilled right across the street on Washington Boulevard by the Union Oil Company. . . . **Stanley Caban** reported the theft of an undisclosed amount of money from his truck, despite every precaution. . . . **Joe Kinard** is getting about on crutches following an automobile accident that banged him pretty good. . . . **Mel and Elsie Dexheimer**, Nevada operators, have purchased a new home in Las Vegas. . . . **C. Pulido** was an Acme shopper from South of the Border. . . . **Dave Mark** of Mark Distributing Company, Passaic, N. J., and his wife were in Los Angeles to confer with **Sid Bloom** and **Sam Weitzman** at Oak. Mark distributes the Acorn line in the area. . . . **Larry Goldstein**, son of **Herb** and **Evelyn Goldstein**, has entered East Los Angeles Junior College to study accounting. He was a bat boy for the Los Angeles Dodgers this past summer. **SAM ABBOTT**

New Ohio Co.

CLEVELAND — Sol Silverstein has formed S. H. Amusement, Inc., at 3691 Concord Drive in suburban Beachwood. The firm will operate coin-operated vending machines.

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.

RUSS THOMAS
VENDORS DIST. CO.
682 Madison Ave., Memphis 3, Tenn.
Phone: (Area Code 901) 525-1916
Member National Vending Machine Distributors, Inc.

Announcing the first and newest **NORTHWESTERN**

Now ready for immediate delivery. 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. Other products soon available.

PARKWAY MACHINE CORP.
715 Ensor St. Baltimore 2, Md.

SCHOENBACH CO.
Manufacturers Representative
Acorn-Amco Distributor

MACHINES

AMCO Sanitary Vendor Model 21-F

OAK Sanitary Vendor
Complete supplies available

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-Bio Gum, 100 ct.	.34
140 ct., 170 ct., 210 ct.	.32
300 lb. minimum prepaid on all Rain-Bio.	

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

YOU COUNT MORE WITH OAK

THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Western Vending Meet Postponed

LOS ANGELES — Quarterly meeting of the Western Vending Machine Operators Association scheduled for Tuesday (28) was postponed until Oct. 26 because of the religious holidays.

Eugene Zola, counsel and executive secretary of the association, said the meeting will be held at Operators Vending Machine Supply Co., 650 South Avenue 21. Sid Bloom and Sam Weitzman, principals in the company, will host the group.

Another Exclusive . . . "GUMBY & HIS FRIENDS"



Field tested—proving an exceptional sellout! In glue-lite perfect vend capsules . . . by the originators of "Rat Fink"!

\$38.00 per M 250 to Poly bag with display F.O.B. Our Factory

MACMAN Enterprises

2 Neil Court, Oceanside, N.Y.
Be sure to visit our Suite at The Carillon

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:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
We handle complete line of machines, parts & supplies.

NEW LOW PRICE



NOW AVAILABLE: GIANT BIRTHSTONE RING

available in 12 large different colored stones—one for each month of the year. These BIG, realistic rings have been LOCATION TESTED by one of the country's leading operations.

Complete with 4 display cards indicating ring and appropriate description of stone for each month.

Available only in **\$38** per M FOB perfect vend capsules. our factory.

Some distributorships still available.

HENAL NOVELTIES & PREMIUMS
97 North 10th Street
Brooklyn 11, New York

BUILT FOR BUSINESS!

MARK-BEAVER

Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.

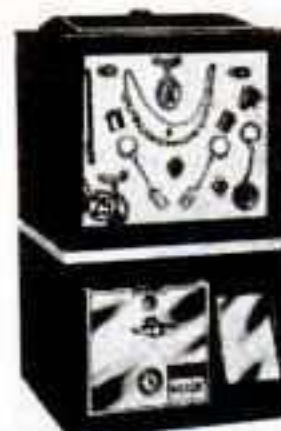


VENDOR MFRS., INC.

C. V. (Red) Hitchcock, President

1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148
(Distributor areas available throughout the world)

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.
2954 Iron Ridge Road
Dallas 47, Texas

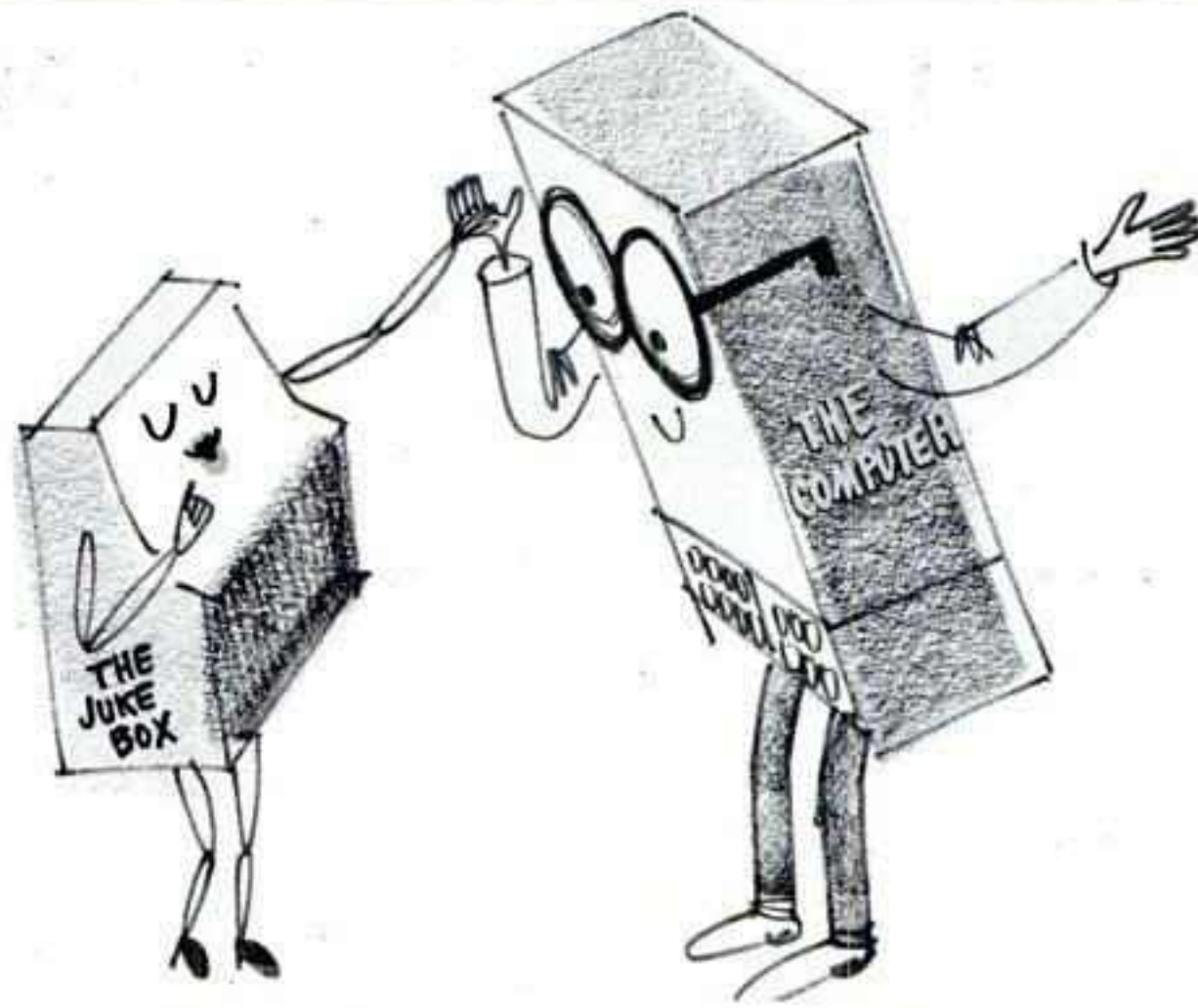
Computers May Solve Royalty Problems

EDP: How It Could Alter The Industry

CHICAGO — Incredible and exciting are the prospects of application of electronic data processing to the juke box industry. To say the least, computerization would revolutionize the relation of the business to the creators of songs and the manufacturers of records.

Imagine this: automated processing of data from all the nation's juke boxes for billing and payment of per-tune royalties to music publishing firms. (By this means the industry could avoid the dreaded engagement with the giant performance rights societies.)

Imagine this: split-second marketing information based on play-data gathered from the nation's juke boxes. Placed in the hands of record manufacturers (for an appropriate fee, of course), this data would show



CAN THE INDUSTRY join successfully with the tools and techniques of automation for a happy solution to looming problems?

precisely what music played where and how much. Accumulation of these accurate market statistics over a period of time could afford an incredibly detailed picture of the automatic music market — a veritable

dream come true for the record company production planners and a&r departments.

Ladies Hose

Sound visionary? It's not, really. Business Week recently [\(Continued on page 60\)](#)

Hold Great Programming, Marketing Promise as Well

By MILDRED HALL

WASHINGTON—The computer era may be catching up with the selection, programming, distribution—and perhaps royalty fee data processing — of records for juke boxes.

Record industry people and some music operators are becoming increasingly interested in how computers could streamline communication between the record manufacturer, distributor and the juke box operator.

And the possibility of a computer-based clearance agency for juke box record-play data, in the event that the revised copyright law ends the industry's performance exemption, has also come up in industry-government talks.

In the record industry, Mercury Records Vice-President Irwin Steinberg has predicted that one of these days all record distribution will be computerized—in much the same manner rack jobbers now computerize selection and distribution to hundreds of retail outlets. A "single na-

tional sales system" may serve the entire record industry.

Highly Perishable

Manufacturers would, on the basis of automatic data centrally processed, send records by air-freight to retail or juke box customers via several strategically located warehouses. Mercury and Trans-World Airlines have asked the Civil Aeronautics Board to permit lower freight rates on "highly perishable" record product which depends on speed of distribution for profitability.

Speculation has also arisen in the wake of the recent and revolutionary background music package put out by Minnesota Mining and Manufacturing, the giant duplicating firm. The 3M will sell the package outright, together with 700 taped tunes in a cartridge. Three years' performance fees, and mechanical fees, are covered in the sale. The firm bypassed licensors ASCAP and BMI and dealt directly with music publishing firms, paying \$10,000 advances against royalty fees on catalogs (Billboard, Aug. 14, Sept. 11).

Better Rapport

The possibilities of computerized record selection and programming for juke box use are of keen interest to Music Operator of America Washington counsel Nichols Allen. The MOA attorney is strong for the closer communication between the record and juke box industries. The crying need for better rapport was emphasized at talks during the recent MOA convention, and a special communications committee was set up.

Allen told Billboard's Washington reporter he believes computerized selection and programming for juke box music could be of mutual interest and benefit to both record people and juke box operators. Much has to be explored, of course, and the ultimate role of the computer in the industry is speculative. Allen is not at all sure the MOA would want to take on the job as central computerized agency for the entire juke box industry—but neither does he rule out the possibility.

1909 Statute

The MOA counsel declined to speculate further on whether automatic data processing for juke box records could also be applied to the problem of copyright clearance, but he said he will take the subject up in talks with copyright subcommittees. If the revised copyright law ends the performance royalty exemption in the 1909 statute, Allen—reflecting juke box industry consensus—is firmly committed to the idea of added mechanical royalty in lieu of any performance negotiations with "giant" licensor groups.

However, others in the industry and government copyright field suggest that input data for selecting and programming juke box records could, at the same time, provide data on the music publisher, the record label, and

A New Seeburg Phonograph . . .

CHICAGO—Casting off conservative console styling, the new "Electra" phonograph officially introduced by the Seeburg Corp. last week features black-lighted panels designed to put the "see" in Seeburg.

"We have pioneered with so many innovations that it would take a long time to enumerate all of them," asserted Seeburg president J. Cameron Gordon. "We continue this pioneering concept with our new phonographs that offers the finest in sight and sound entertainment."

"Until Electra," added executive vice-president/sales, William F. Adair, "there has not been a phonograph like it to deliver such a dimension in sound—and look the part too."

Complimenting company engineers and technicians on the new product, Adair went on to say, significantly, "their knowhow

has enabled Seeburg to produce Electra phonographs at a revolutionary selling price."

Price Question

Queried by Billboard about price cuts on Electra, Seeburg officials declined disclosure of precise figures, contending that such could lead to market confusion because of geographical and other pricing differentials. Unofficial reports indicate, however, that the Electra will be offered at prices markedly lower than most recent Seeburg console models.

The new line has two models: the standard Electra and a deluxe version called Fleetwood. The Fleetwood has an album pricing unit and an Income Totalizer System as standard equipment, neither of which features are available on the Electra. Remote or stepper units for both

models will be made available as accessory kits.

Eight Speakers

Electronically, the new product groups six 5-inch high frequency speakers across the cabinet top and positions two 12-inch low frequency speakers at lower front; it utilizes diamond styli in a Pickering Magnetic Pickup (with a five year warranty) and has a fully transistor-

ized dual-channel stereo amplifier.

Control units, Auto Speed Unit and the Tormat Memory System are also solid state. No vacuum tubes are used in the system.

The unit plays both 45 and 33 1/3 r.p.m. 7-inch stereo records, with location personalization of the machine continued.

Access to the mechanism is [\(Continued on page 58\)](#)

. . . With 120 Leased Records

CHICAGO — The Seeburg leased Rec-O-Dance record library swelled to 120 (720 selections) last week with the release of 10 new disks (60 tunes) in the "Discotheque A Go-Go" category.

"In less than nine months we

have issued 60 records in our adult Discotheque series, 30 in our Rhythm series and 30 in our Discotheque series," declared Seeburg Vice-President Bill Prutting, director of the company's record-producing program. All disks in the three categories mentioned by Prutting are recorded in stereo at 33 1/3 rpm. Seeburg has also been producing stereo singles in popular, rhythm and country and western categories and is contemplating jazz and classical releases for exclusive play on coin-operated phonographs. The Seeburg Discotheque stereo singles program recently went international.

"Since our Rec-O-Dance records are for use on coin-operated phonographs only, we are able to arrange and record our music in new, exciting ways," Prutting said.

COPPS

Seeburg's discotheque albums lease at the rate of \$60 per year for a library of 40 records—10 original with complete replacement every 90 days. The 45 rpm. stereo singles lease for \$40 annually, with 10 records

[\(Continued on page 58\)](#)



IT'S HATS OFF TO THE SEEBURG ELECTRA, which starred recently in the filming of a TV commercial at an elaborate dry cleaning/laundry establishment in the heart of Chicago's Rush Street night-life district. A Seeburg phonograph has entertained patrons since the location opened three years ago.



prestige

with the ultimate in styling!

NEW
ROCK-OLA
GRAND PRIX II

- 160 selections
- Plays 33 1/3 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



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



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.

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

Our 18th Year

30 North La Salle Street, Chicago, Illinois 60602

Phone: 5Tate 2-6096

... With 120 Leased Records

• Continued from page 57

in the initial issue and 10 replacements every 90 days. The lease program was introduced in May by Seeburg in conjunction with the announcement that the firm had formed a Coin-Operated Phonograph Performance Society (COPPS) embracing 4,000 copyrights.

Operators who lease the Seeburg records may not sell them or reproduce the music in any form. They are also forbidden to use the music in background systems, including central studio, leased telephone lines or AM/FM radio.

Research

With the latest Discoteen release, Seeburg promotion manager Stan Jarocki described a "continuing program of market research" which he said has gone on in preparation for recent Seeburg record releases.

"We go right out where the people are," Jarocki said. "We talk to them; we ask their opinions. We watch them while they are listening to records; we watch them when they get up to dance, and not talking just about the teenagers. We have a group of people from Seeburg that are checking all kinds of



SEEBURG VICE-PRESIDENT William Prutting (standing) and A. B. Clapper, president of Universal Recording Corp., Chicago, supervise a recent Seeburg Discoteen A Go-Go recording session.

locations all over the country and reporting back information that we use to guide us in our record programs."

New Seeburg Phonograph

• Continued from page 57

through two lower front cabinet doors and a top front panel that raises. A top panel lifts to provide access to the title strip area and permit record-changing.

Pioneer Promo

A "theatrical" appearance for the unit is achieved by black-light illumination of night club district scenes on front and side panels. The cabinet is of Decalite, slate blue in color, with chrome grilles.

"We are even pioneering with our supporting promotional material," Gordon said. He reported

that brochures on the new equipment utilized 12 color impressions. He also announced that Seeburg is preparing literature to be used by the operator in introducing the new equipment to locations.

Gordon, who recently returned from a trip to Europe preparatory to introduction of the Electra there, said that in addition to the new Rec-O-Dance series of stereo records (see adjacent story), Seeburg will continue its "Little LP Program."

"We pioneered in getting this stereo product available to operators," he said, "and we shall continue to provide them with Little LP records that will meet their programming needs."

The new models were introduced to distributors at a special showing here recently and will be introduced internationally in coming weeks.

The new models were debuted for distributors at a special showing here recently and were subsequently unveiled to operators throughout the country at distributor open-house events. The equipment will be introduced internationally in coming weeks.

Computers May Solve Royalty Problems

• Continued from page 57

even the amount of play—if number of plays could be fed from boxes to the computer.

This could be the basis of a central clearance operation that has been mentioned during various talks between spokesmen for the industry, the copyright office and the house copyrights subcommittee. The subject will undoubtedly come up when the Senate copyrights subcommittee renews hearings on the revision bill in the next session, possibly in January.

Controlled Buying

Outgoing MOA President Clinton Pierce, during the recent MOA national convention, mentioned the possibility of "controlled operator buying" of records and payment of per-record royalties to songwriters at a prescribed rate. Pierce said collection should be by the MOA, and payment to songwriters through the Fox office, which pays out mechanical royalties. He also reminded his listeners that the House copyrights subcommittee wants the operators to come up with some preferred plan by the end of the year.

Suggestions so far include copyright register Abraham Kaminstein's idea of a "stamp," with a fixed minimum cost, to be sold by songwriter licensors and put on records for juke box use. The stamp fee would cover in lieu of negotiated performance royalties.

The House copyrights subcommittee, during its lengthy hearings, showed interest in the operators' plea for increased mechanical fee on juke box records, if a way can be found to make this idea acceptable to all concerned. Record company resistance to bookkeeping and collection chores has been a stumbling block, but ways to relieve record companies of the chores are under discussion.

Both House and Senate copyrights subcommittees, and the copyright office, are looking for a basic and simple answer that will be fair to juke box operators while giving songwriters that "something" owed them for commercial use of their music on juke boxes.

MOA counsel Allen points out that no one wants to become involved in elaborate formulas and complicated administrative arrangements. Nor do operators fully trust a statutory maximum in any scheme to make direct payment to licensors for fear a future Congress might raise the rate on appeal by ASCAP and BMI. Complicated clearances would reduce the take for both songwriters and juke box operators, with high administrative costs, it has been pointed out. Statisticians say computers could find the answers even to the jigsaw complications of the copyright and distribution problems in the music industries.

EUROPEAN NEWS BRIEFS

Phono Title

COLOGNE — West German coin machine manufacturers have promoted an ownership certificate — Automatenbrief — into a valuable sales adjunct.

Gerhard W. Schulze said the manufacturers' association — Verband der deutschen Automaten Industrie (VDAI)—has issued more than 60,000 equipment certificates since the idea was put in force several years ago.

The certificate corresponds to automobile title papers and serves the same purpose. It provides a complete record of the equipment and proof of ownership.

Recent

STEREO RELEASES for Music Operators

SEEBURG LITTLE LP'S

Pop-Vocal

Ian & the Zodiacs—Ian & the Zodiacs . . . Philips
Good Morning, Little Schoolgirl . . . The Crying Game . . .
Jump Back . . . So Much In Love With You . . . Clarabella . . .
Baby, I Need Your Loving

Sarah Vaughan—Sarah Vaughan Sings the Mancini Songbook . . . Mercury
Dear Heart . . . Theme From Peter Gunn . . . Moon River . . .
Days of Wine and Roses . . . Mr. Lucky . . . (I Love You)
And Don't You Forget It.

Pop-Instrumental

Horst Jankowski—The Genius of Jankowski . . . Mercury
A Walk in the Black Forest . . . Toselli Serenade . . . Soon
Luck Will Also Knock On Your Door . . . My Yiddish Momme
. . . Simpel-Gimpel . . . Donkey Serenade

Jazz

Lionel Hampton—A Taste of Hamp . . . Glad-Hamp
Jazzland . . . Prelude to a Kiss . . . How Insensitive . . . Batida
Diferente . . . Little Girl Blue . . . Jazz at the Fair

Country & Western

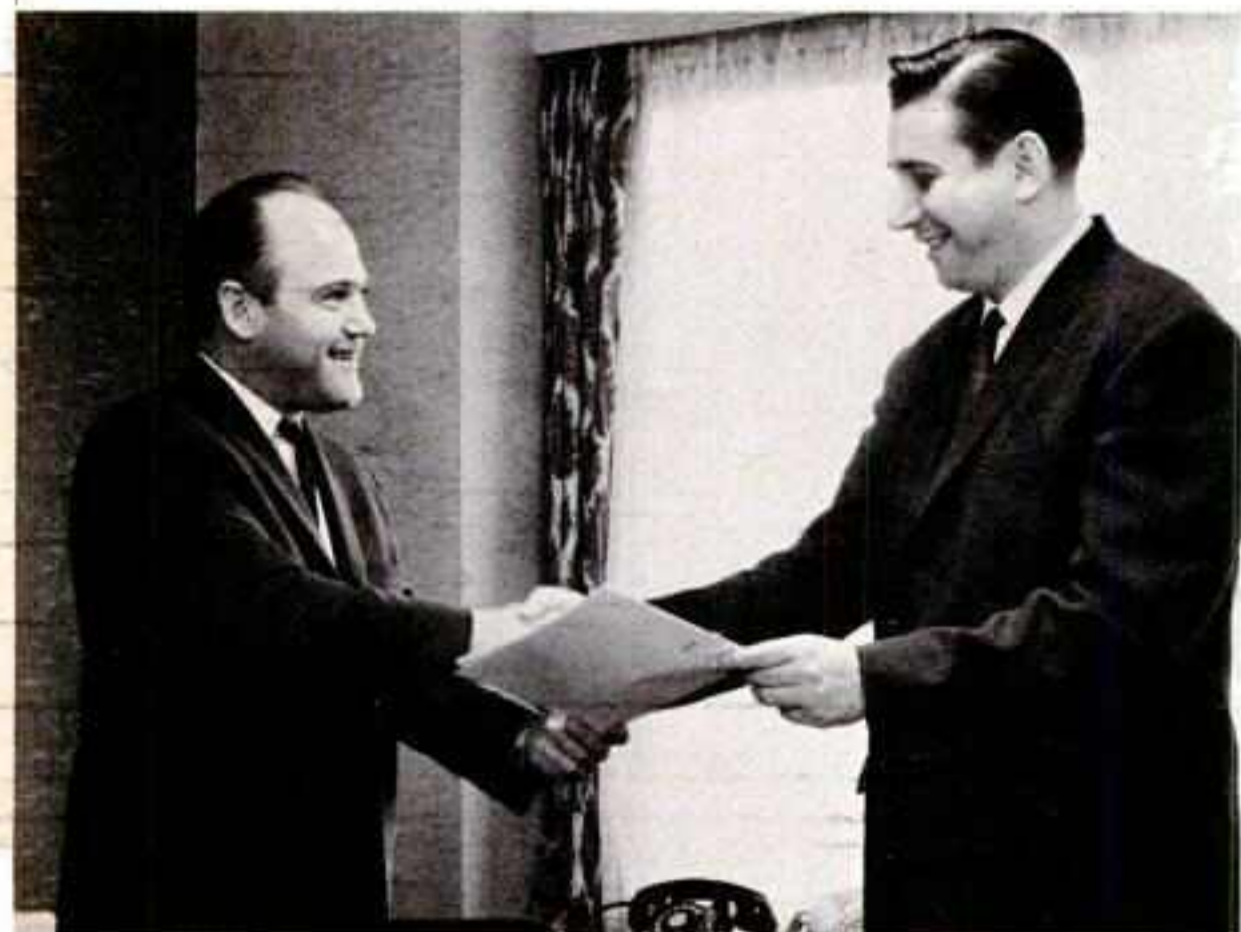
Dottie West—Here Comes My Baby . . . RCA Victor
Here Comes My Baby . . . Touch Me . . . I Dreamed of an
Old Love Affair . . . In Its Own Little Way . . . Take Me as I
Am (Or Let Me Go) . . . No One Will Ever Know

Porter Wagoner—Thin Man From West Plains . . . RCA Victor
My Baby Turns the Lights on Uptown . . . Dim Lights, Thick
Smoke & Loud Music . . . I'll Go Down Swinging . . . My
Friends Are Gonna Be Strangers . . . Lovin' Lies . . . Sorrow
on the Rocks

Japanese Coin-Op Companies Merge

TOKYO—Official merger of two coin-operated equipment firms which grossed a combined total of \$8,000,000 last year was announced last week.

Engaged in the importation, manufacture, exportation and operation of games, juke boxes and such novelty products as model (slot-type) car racing circuits, the new firm will be known as Sega Enterprises, Ltd. It unites Nippon Goraku Bussan and Rosen Enterprises, Ltd. (not affiliated with David Rosen, Inc., Philadelphia, U.S.A.).



SCOTT F. DOTERRER (left), managing director of Nippon Goraku Bussan K.K., and David Rosen, president of Rosen Enterprises, Ltd., shake hands at merger of firms to form Sega Enterprises, Ltd. Both men will serve as co-representative directors of the new firm. Richard Stewart, former president of Nippon Goraku Bussan, is president of Sega.



HEADQUARTERS OF SEGA Enterprises in Tokyo. Firm operates equipment in 2,500 locations, reportedly controls 50 per cent of Japanese market. Firm employs 750 persons, plans to expand this 100,000 sq. ft. facility located by Haneda Airport highway.

DISCOTHEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

HOT 100

TITLE	ARTIST	LABEL
HANG ON SLOOPY	McCoys	Bang 506
CATCH US IF YOU CAN	Dave Clark Five	Epic 9833
THE "IN" CROWD	Ramsey Lewis Trio	Argo 5506
TREAT HER RIGHT	Roy Head	Back Beat 546
YOU'VE GOT YOUR TROUBLES	Fortunes	Press 9773
BABY DON'T GO	Sonny & Cher	Reprise 0392
KEEP ON DANCING	Gentrys	MGM 13379
JUST A LITTLE BIT BETTER	Herman's Hermits	MGM 13398
MOHAIR SAM	Charlie Rich	Smash 1993
YOU'RE THE ONE	Vogues	Co & Ce 229
CARA-LIN	Strangeloves	Bang 508
NOT THE LOVIN' KIND	Dino, Desi & Billy	Reprise 0401
TAKE ME IN YOUR ARMS	Kim Weston	Gordy 7046
A LIFETIME OF LONELINESS	Jackie De Shannon	Imperial 66132
RUN, BABY RUN	Newbeats	Hickory 1332

SPOTLIGHTS

JUST LIKE TOM THUMB'S BLUES	Gordon Lightfoot	United Artists 929
DON'T TALK TO STRANGERS	Beau Brummels	Autumn 20
BUT YOU'RE MINE	Sonny & Cher	Atco 6381
GET OFF OF MY CLOUD	The Rolling Stones	London 9792
AIN'T THAT PECULIAR	Marvin Gaye	Tamla 54122

Wurlitzer's Cotter Dies of Heart Attack

MONTREAL—Death attributed to a heart attack claimed J. James Cotter, 48, export sales manager for the Wurlitzer Co. during a company distributors' conference here Sept. 24.

Cotter collapsed during a dinner meeting at the Queen Elizabeth Hotel here and was pronounced dead a short time later. His wife, Marion, was present at the meeting.

A native of Buffalo, Cotter joined Wurlitzer in 1948 as assistant credit manager. He moved to the position of staff assistant and sales and service representative of the export sales department before assuming the job as manager of sales in Canada, the Far East, Philippines, Australia, New Zealand and Central and South America.

Before joining Wurlitzer, Cotter was associated with the Commercial Investment Trust Co. of San Francisco and with General Motors Acceptance Corp. in Buffalo, Jamestown and Batavia, N. Y.

Cotter's many activities and interests included presidency of the Buffalo World Trade Association, Junior Achievement, director of the Boys Club and Town Club of the Tonawandas, member of Beta Gamma Sigma honorary fraternity at the University of Buffalo, Fourth Degree Knights of Columbus and a member of its Buffalo General



J. JAMES COTTER

Assembly and Buffalo Council 184.

In addition to his widow Cotter is survived by a son, J. James, Jr.; a daughter, Patricia A. Cotter; his father, John Cotter; and two sisters, Miss Pearl Cotter and Miss Gladys Cotter.

Groom Goes To Phono From Seeburg

LONDON—Peter Groom has announced his resignation as general manager of Seeburg, Great Britain, Ltd., to assume the post of senior executive for the Phonographic Group here.

Groom joined Seeburg as sales manager three years ago and has held the position of general manager for two years.

At Phonograph Groom will share administrative duties with chairman Max Fine and managing director Cyril Shack.

SCOPITONE, MERCURY SIGN PACT

CHICAGO—Acts in the Mercury family of labels—such as the Hondells, Johnny Mathis, Roger Miller, the Walker Brothers, Lesley Gore and the Mitchell Trio—will be seen soon on Scopitone throughout the country as the result of a contract signed last week between Mercury Record Productions and Harman-ee Productions, makers of color film shorts for the video-juke box. The one-year contract was negotiated by Executive Vice-President Irwin Steinberg of Mercury and Fred Benson of Harman-ee. Harman-ee is now doing business with 50 record companies in the U. S. and has produced about 40 film shorts featuring American record artists.

Operator Dies Of Leukemia

CAMDEN, Ark.—Bill Smead, owner and operator of the Camden Novelty Co. here for the last 10 years, died of leukemia in a Little Rock hospital Aug. 29.

Smead was one of the original directors of the Arkansas Music Association. Before going into the pinball and juke box business, he was sheriff of Ouachita County, Arkansas, for 14 years. He was 65.

He is survived by his widow and two children.

PIN GAMES GALORE AT GIVEAWAY PRICES

GOTTLIEB

2—Round the World, 2 pl.	
Ea.	\$ 69.50
Cover Girl	189.00
Egghead	145.00
High Diver	79.00
Lightning Ball	79.00
Merry-Go-Round	150.00
Show Boat	135.00
Seven Seas	79.00
Sunshine	79.00
Swing A Long	275.00
World Beauties	79.00
Big Casino	95.00
Dancing Dolls	79.00
Fashion Show	165.00
Kupie Doll	79.00
Life A Card	79.00
Oklahoma	160.00
Queen of Diamonds	79.00
Slick Chick	185.00
Sweet Sue	85.00
Tropic Isles	160.00
World Champ	79.00
Coral	125.00
Double Action	79.00
Flying Circus	150.00
Liberty Belle	245.00
Melody Lane	79.00
Olympics	185.00
Race Time	79.00
Straight Flush	79.00
Sweethearts	250.00
Universe	79.00
World Fair	275.00

WILLIAMS

CASINO	\$ 79.00
Doris	79.00
OH BOY	300.00
Space Ship	160.00
COQUETTE	165.00
JUNGLE	180.00
Rocket	79.00
Twenty One	80.00
Cross Country	79.00
MERRY WIDOW	250.00
Skill Pool	250.00
Valiant	200.00

MUSIC

Seeburg 100 Model BL	\$ 75.00
Seeburg Model 100R	225.00
Seeburg 100 Model C	90.00
One-Third Deposit, Balance C.O.D.	

MAJESTIC AMUSEMENT CO.
9-11 E. BALTIMORE AVENUE
CLIFTON HEIGHTS, PA.

JOIN UP
JOIN UP + JOIN IN
JOIN IN
SUPPORT YOUR RED CROSS

HELP
HELP
HELP
HELP
HELP
HELP
HELP

Seeburg's ALL-NEW ELECTRA

Delivers BIG SOUND . . . for listening or for dancing.



FEATURES

- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- **BIG SOUND** . . . 8 stereo speakers pour out living volume.
- Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.
- Sleek silhouette

DIMENSIONS:

49½" High, 40½" Wide,
26¼" Deep.

TO OPERATORS WE SERVE: If you haven't seen or heard the new Electra; won't you make it a must and see and hear it today?

ATLAS MUSIC COMPANY

2231 FIFTH AVENUE

PITTSBURGH 19, PENNA.

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DAVIS DISTRIBUTING CORP.

738 EAST ERIE BOULEVARD

SYRACUSE, NEW YORK 13210

PHONE: GRanite 5-1631 AREA CODE 315

Wico Issues 1966 Catalog

CHICAGO—The Wico Corp. has just published its 1966 "Coin Machine Parts & Supplies Catalog," with 194 pages of items for equipment of all major coin equipment manufacturers.

The catalog, in color, lists everything from A.B.T. push and drop chutes to Wurlitzer motors and grommets.

The publication offers a special "3-way premium stamp plan" and notes the availability of separate catalog and circulars available for operators of vending equipment.

Leisurely Seeburg Showing Gets Approval of Texas

By ERMA MITCHELL

HOUSTON—Showing of new model Seeburg Phonograph—Sept. 7-8 by H. A. Franz & Co. here was reported most successful. Off-the-cuff comments indicated that most operators preferred this leisurely showing to the conventional one day, elaborate variety.

Choice of days, more time for closer examination, more individual attention from less harassed and hurried servicemen and demonstrators were some of the favorable comments heard.

H. A. (Hoddy) Franz, president of H. A. Franz & Com-

pany, and Edgar C. Blankenbeckler, regional vice-president of Seeburg Sales Corp., together with sales, service and office force of the local concern labored jointly in the showing.

Midday barbecue luncheon and refreshments were served each day.

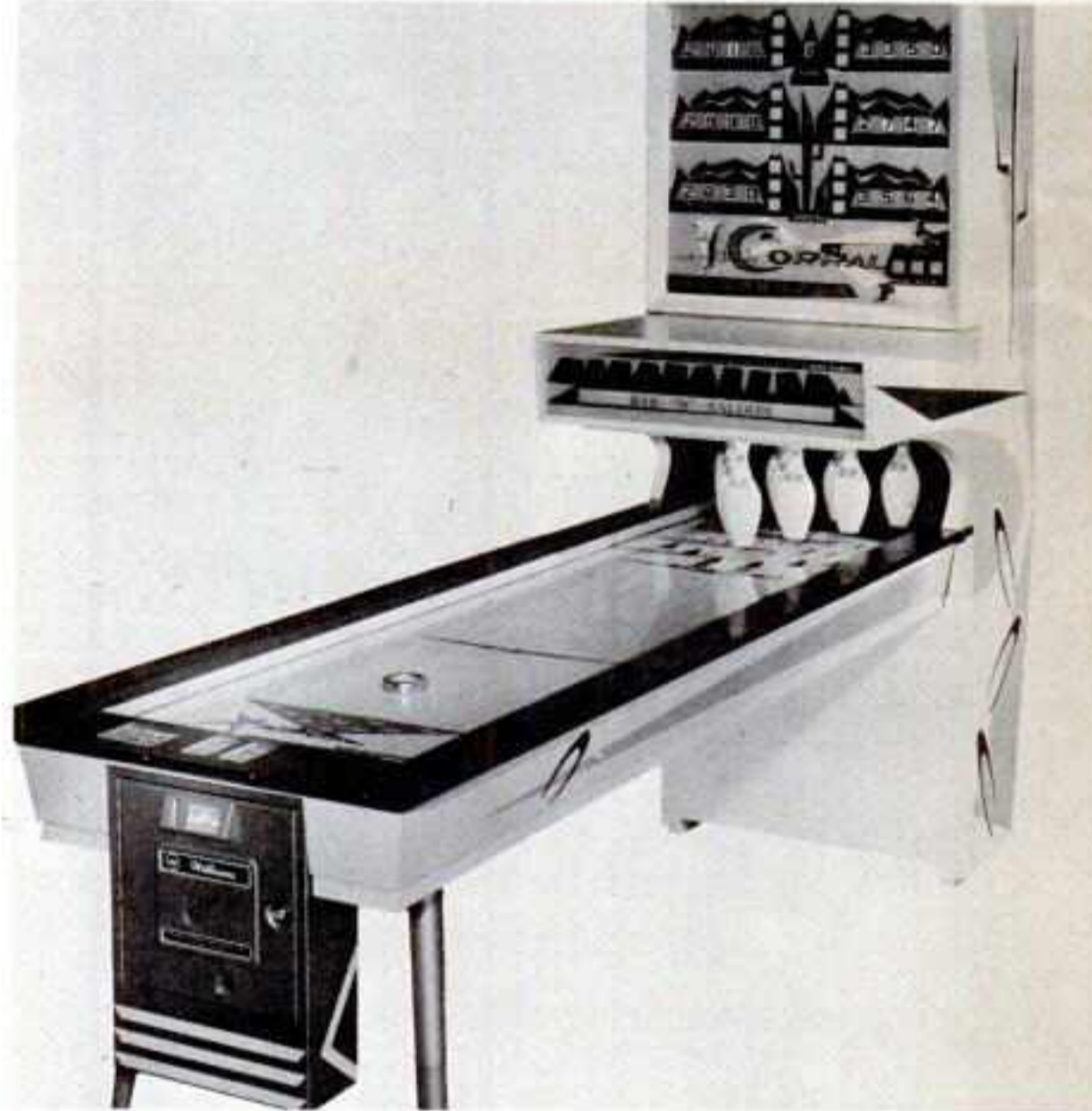
Bob Moore, vending sales representative, Duncan Foods Co., was on hand to demonstrate how the Duncan brand coffees are used to brew coffee in Seeburg venders.

Honors for youngest person present at the showing went to four-month-old Kimberly Ann Bruner, daughter of local coinman George W. Bruner, and wife Novice. Among others present were Mrs. C. H. Hammond, Houston, one of the few women operators in Texas, and old-timers J. D. Cooper, Ben J. Kelley and L. R. Gardner.

NEW EQUIPMENT



ELECTRA, the new eight-speaker, multi-channel stereo phonograph from the Seeburg Corp. Fronted by a black-lighted 3-D nightclub district scene (called an "industry first" by the manufacturer), "that looks like a Discotheque should." Six 5-inch high frequency speakers are situated across the top panel; two 12-inch low frequency speakers are bottom front. Audio system features Pickering Magnetic Pickup (with a 5-year warranty), all-solid-state dual-channel amplifier. Solid-state control units, "auto speed unit," "Format Memory System," also. Plays both 45 r.p.m. and 33 1/3 r.p.m. 7-inch stereo records. A de luxe model, the Fleetwood, offers an album pricing unit and Income Totalizer System not available on the Electra.



CORRAL. United brand name shuffle alley manufactured by Williams Electronic Manufacturing Corp. Offering the choice of five ways to play, the game retains the "strikes 90" feature and adds a new "strike bonus" feature: strike value for first frame is 800, then changes in a mixed pattern as indicated on the back glass (300-500-300-800-300-600-400). Corral's dual flash and flash features now offer higher strike and spare values. Adjustable for "easy" or "normal" strike. Double-nickel or dime play standard equipment; 25-cent multiple coin mechanism optional as extra cost. Dimensions: 8 1/2 feet by 2 1/2 feet. Shipping weight: 470 pounds.

EDP Could Alter Industry

• Continued from page 57

reported that computerization now enables the J.C. Penny Co. to know exactly how many pairs of ladies hose — and all other standard garments in stock — were sold on any given day in all the country's stores across the country.

Cost? Is this the hitch in the idea? Perhaps not. Though computer rental is extremely costly, an IBM 7094 computer, for example, can accomplish the equivalent of one million man hours of desk calculator work in an hour. It is possible that the industry's EDP costs could be defrayed entirely by providing market information to man-

ufacturers under contract. (This is assuming that a national organization such as the Music Operators of America would assume the role of national clearing house agency.)

Method? This could be a big, somewhat expensive, but not insurmountable problem. The record of plays on each juke box must be transported from each location in America to a central office. Obviously, the serviceman cannot jot this data (record serial number, operator code number and number of spins) on a post card and mail it in every week. The cost would be prohibitive.

Even the new system intro-

Coming Soon:

Oct. 5—Missouri Coin Machine Council meeting, Jefferson Hotel, Macon, Mo.

Oct. 10—North Carolina Coin Operators Association meeting.

Oct. 16-19 — National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.

Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

Oct. 22-23—South Carolina Operators Association, third annual convention, Township Auditorium, Columbia. Lodging, Downtowner Motel.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

Nov. 14-15—Music & Vending Association of South Dakota, fall meeting, Huron, S. D.

New Seattle Co.

SEATTLE — Three Seattle area residents have formed the City Amusement Company, Inc. The company, to operate amusement equipment, listed \$50,000 authorized capital. Incorporators are Mrs. Bonnie Thornburg, Jerome Shulkin and Ray M. Galante.



Watch It, Buster!

Now that we have your attention, better take a look at the only 2-in-1 machine that combines records and movies in a single unit.

**FILMO+THEQUE
DISCO+THEQUE**

For Info—Write/Wire/Phone

DAVID ROSEN INC

855 N. BROAD ST., PHILA., PA. 19123
Phone: 215 Center 2-2900

Seeburg's ALL-NEW ELECTRA

Delivers BIG SOUND . . . for listening or for dancing.



FEATURES

- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- **BIG SOUND** . . . 8 stereo speakers pour out living volume.
- Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.
- Sleek silhouette

DIMENSIONS:

49 1/2" High, 40 1/2" Wide,
26 1/4" Deep.

TO OPERATORS WE SERVE: If you haven't seen or heard the new Electra; won't you make it a must and see and hear it today?

L & R DISTRIBUTING, INC.

1901 DELMAR BLVD.

ST. LOUIS, MO. 63103

(314) 421-3622

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ATLANTIC N. Y. CORP.

Exclusive Seeburg Distributors

NEW YORK

NEW JERSEY

CONNECTICUT

Seeburg's ALL-NEW ELECTRA

Delivers BIG SOUND . . . for listening or for dancing.



FEATURES

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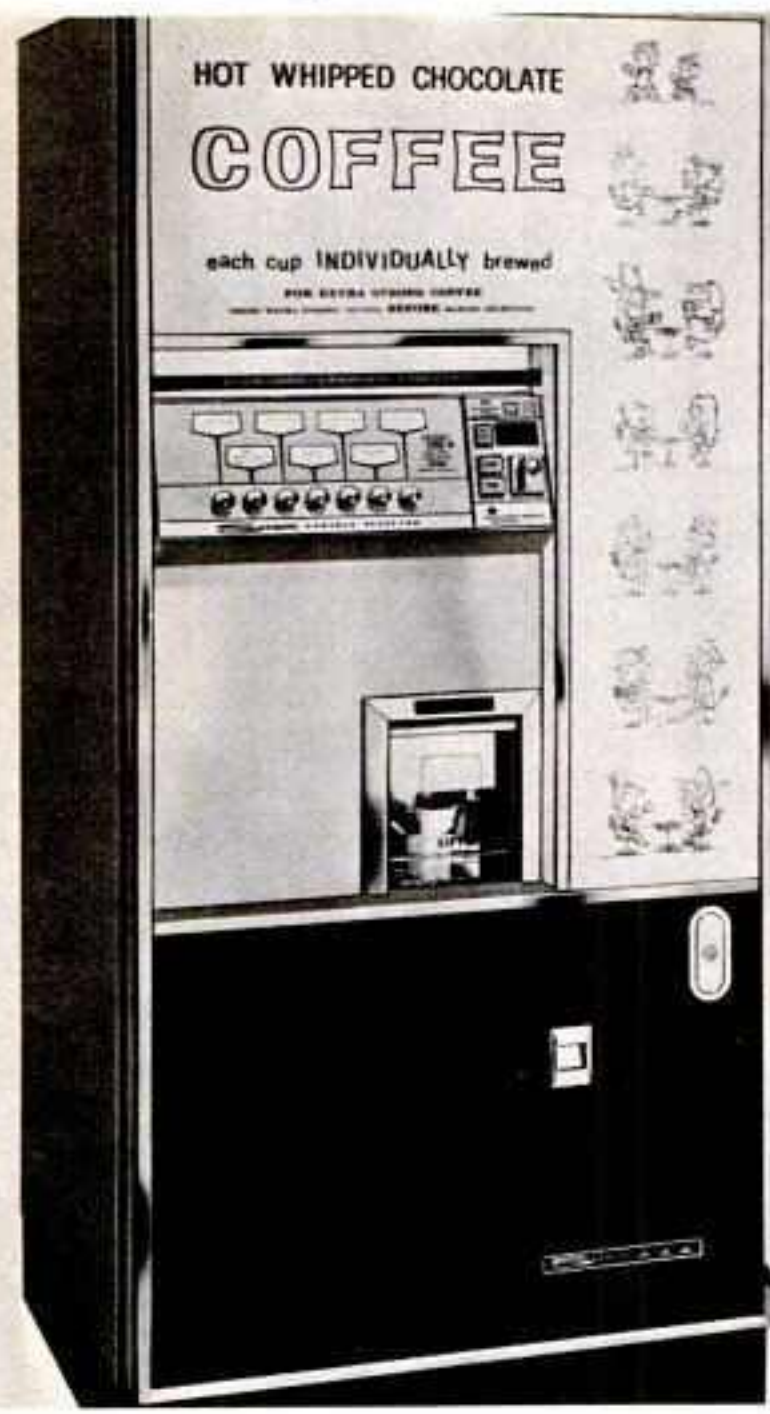
MUSIC VEND DISTRIBUTING CO.

100 ELLIOTT, WEST

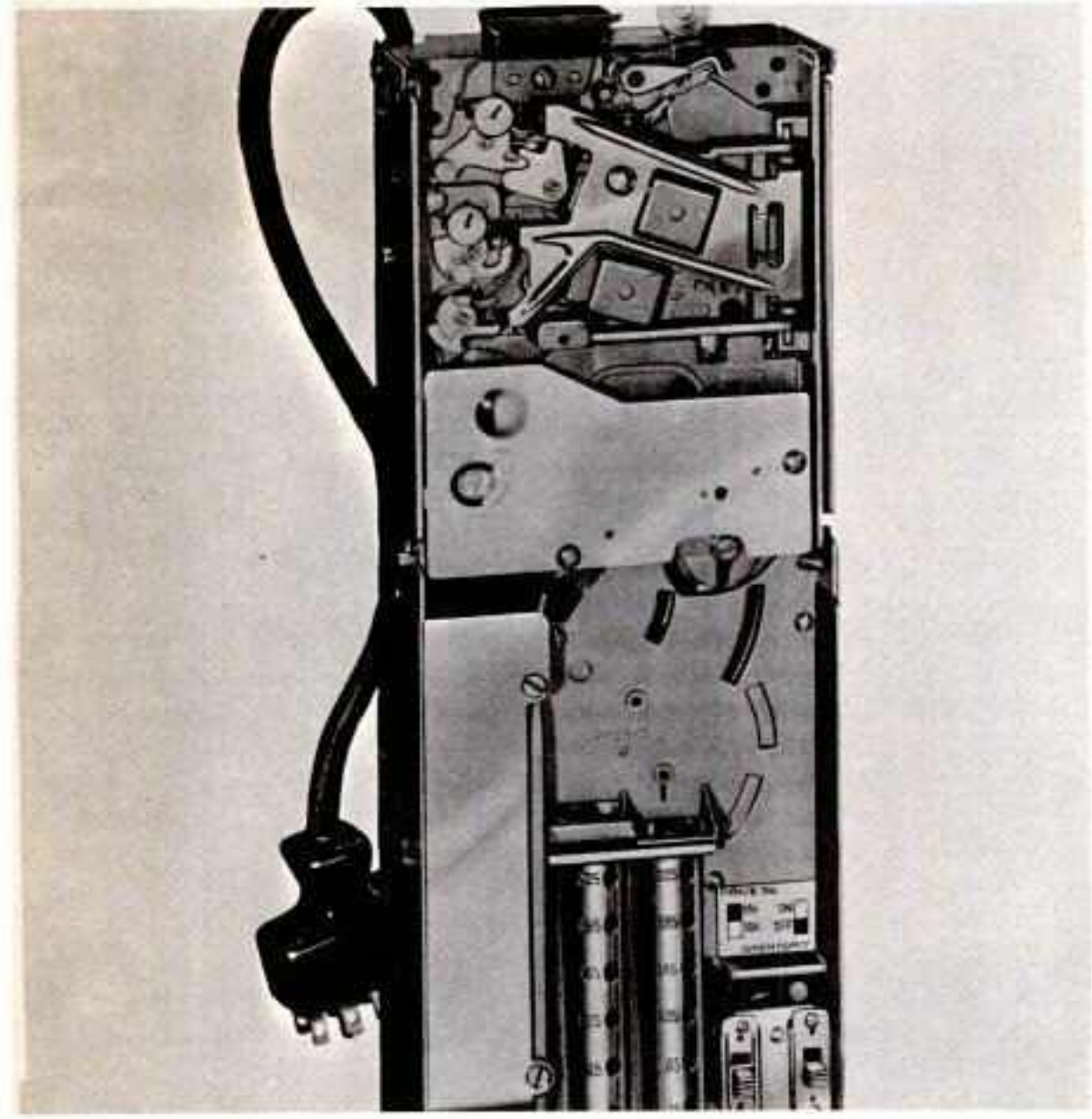
SEATTLE, WASHINGTON 98119

(206) AT 4-7740

NEW EQUIPMENT



TWO SINGLE-CUP COFFEE-HOT DRINK VENDERS in the Marquee (72-inch, pictured above) and Modular (79½-inch) series from the Seeburg Corp. Both feature a new "Hydro-Swirl" brewing system which "supplies a jet of temperature-controlled hot water through a simple, rugged injector, agitating the ground coffee uniformly and achieving maximum, tempting flavor extraction." There are said to be no wet grounds with the system, because each cup of coffee is extracted through a fresh disposable paper filter. Vend cycle is timed at 12 seconds from coin to cup, with 80-cup-in-succession capacity. Also features an "exclusive Water Quality Control Center."



SELECT-PRICE CHANGER from Coin Acceptors, Inc., is a two-price unit which may be set to vend at either one of two vander sale prices by flipping a "price conversion switch." Offered in three price selection ranges: 10-15 cents; 15-20 cents and 10-20 cents.

duced by many utility companies—by which the meter reader punches out digital data on a special card using a stylus—would be too costly and time consuming.

A method that smacks of practicality is the installation of a tiny punched-tape or magnetic tape device in each juke box which would record—in the "language" of the central computer—all the needed data on juke box record plays. This tiny tape could be removed each week and mailed by the operator with all others from the route to the central processing office. There the deluge of data would be speedily handled by the computer, royalty costs calculated, checks automatically written for all publishing firms and bills made out for royalty payments for all operators. The by-prod-

uct of this, of course, would be market information.

Installation of machine recorders would cost a few dollars per machine. But compared to the \$400 annual per-machine performance royalties now paid by operators in certain foreign countries, the mechanical costs of EDP would be negligible.

Visitor From Down Under
PHILADELPHIA—David Rosen, Inc. here was recently treated to a visit by Leslie Senes, managing director of Pin & Ball, Ltd., Sydney, Australia. Senes said he came to the States to examine the new combination juke box film projection machine offered by Rosen, commenting that the market seemed ripe for such equipment "down under."

Report 15 Colorama Units In Twin Cities

MINNEAPOLIS — Midwest Colorama Corp., four-State distributor (Minnesota, North and South Dakota and Wisconsin) for Colorama, which began operations in July, now has 15 Colorama units on location in Twin City bars and cocktail lounges, with an additional 15 in transit. By the end of October, the additional 15 are also expected to be placed.

All 30 units will be operated by Midwest Colorama, as it continues gathering marketing and location experience to be offered to future operators and local distributors. The firm is seeking distributors at this time.

James Wilson, spokesman for the firm, said best locations to date are proving to be suburban lounges which do not offer competing live entertainment.

Most popular selections are those offering "sophisticated sex," he said, and leading song titles are "Alley Cat," "Derelect," and "Coquette."

RESULTS OF THE OPERATORS' GOLF TOURNEY

ELLENVILLE, N. Y. — The annual coin operators convention and outing, usually a festive occasion, this year was dimmed by the sudden death of Harry Siskind. (See separate story.) The event is held under the combined auspices of the New York State Operators Guild, the Music Operators of New York, and the Westchester Operators Guild. The scheduled events were curtailed.

Results of the golf tournament (sponsored by Atlantic, New York, the Seeburg distributor) were as follows: In the Men's Division, Ben Lynn carded a 75 for low gross score; Abe Green hit a 71 for low net score; longest drive (275 yards) was hit by Lou Tartaglia, others who won in various categories were Al Arnold, Bob Thompson (SESAC), George Goldberg, Jane Weiss, Lee Gordon and Ruby Nuccitelli.

when answering ads . . .
Say You Saw It in Billboard

'WORLD'S BIGGEST' DISCOTHEQUE OPENS

ALBANY, Calif.—The "biggest discotheque in the world" opened here last week in what was intended to have been originally a race track. Tagged the Golden Gate A Go-Go, it is located in Golden Gate Fields in the club house of the track.

Because the club house was empty most of the year, track sponsors decided to do something about it, even in such an unlikely spot as Albany, a quiet and respectable little community on the other side of San Francisco Bay. But opening night drew a large proportion of the younger set who shook and wiggled and contorted their ways through a lively evening.

Featured live on the bandstands were six youths, still in their teens, who bill themselves as the Turtles, all from Los Angeles, whose specialty is a folk-rock, and who have a current disk hit on the juke boxes—their version of Bob Dylan's "It Ain't Me Babe." Another group, alternating with the Turtles, was John Paul Jones and the Buccaneers.

The new world's largest is owned by Jack Yanoff of Basin Street West, a jazz club in San Francisco, and a devotee, by his own admission, of stuff more like "Blue Moon."

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 - Sleek silhouette
- DIMENSIONS:**
 49½" High, 40½" Wide, 26¼" Deep.

SPECIAL NOTE TO OPERATORS: Although we're pretty new as your Seeburg distributor, you'll find our entire staff always trying to serve you better.

SEEVEND, INC.

457 NEILSTON STREET COLUMBUS, OHIO 43215

Seeburg's ALL-NEW ELECTRA Delivers BIG SOUND . . . for listening or for dancing.



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MARTIN & SNYDER

13200 W. WARREN DEARBORN, MICH. (313) LU 2-2300
 5091 W. 164TH ST. CLEVELAND, OHIO (216) 267-3036

BIGGER PROFITS NOW WITH TROUBLE-FREE

COIN-OP POCKET BILLIARD TABLES by National of N. J.

"CORONET"

Manufactured to exacting professional standards

- PICTURE WINDOW BALL VIEWER
- DECORATOR DESIGNED FOR BEAUTY
- SOLID SLATE BED
- TROUBLE-FREE UPKEEP

NOW AVAILABLE 4 x 8 Reg. 52" x 92"
SOON AVAILABLE 4½ x 9 46" x 78"

Write for FREE Color Brochure or Phone 201-672-9100 for Coin-Op, Professional, Billiard Lounge, and Home Tables. The **FINEST** in Coin-Op Table Shuffleboards also available.




This outstanding coin-op professionally designed table in Formica, with Gold anodized aluminum and Aqua-Trim is ahead of its time! It is PROFIT BUILT for you by National of N. J.

ASK ABOUT THE ECONOMY FEATURED "EXECUTIVE" BILLIARD TABLE FOR THE HOME AND BILLIARD LOUNGE

NATIONAL Shuffleboard & Billiard Co. of N. J. 31 MAIN ST., E. ORANGE, N. J.

BUY!
METAL TYPER
 Vending Aluminum
**IDENTIFICATION
 DISC**
WHY!
 1. LIFE-TIME INCOME
 2. TROUBLE-FREE
 OPERATION
 3. ONLY 18"x18"



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 SALE**
 1 National, 13 ft.
 coin operated
 Shuffleboard
\$500.00
 1 Gottlieb Pinball
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\$50.00
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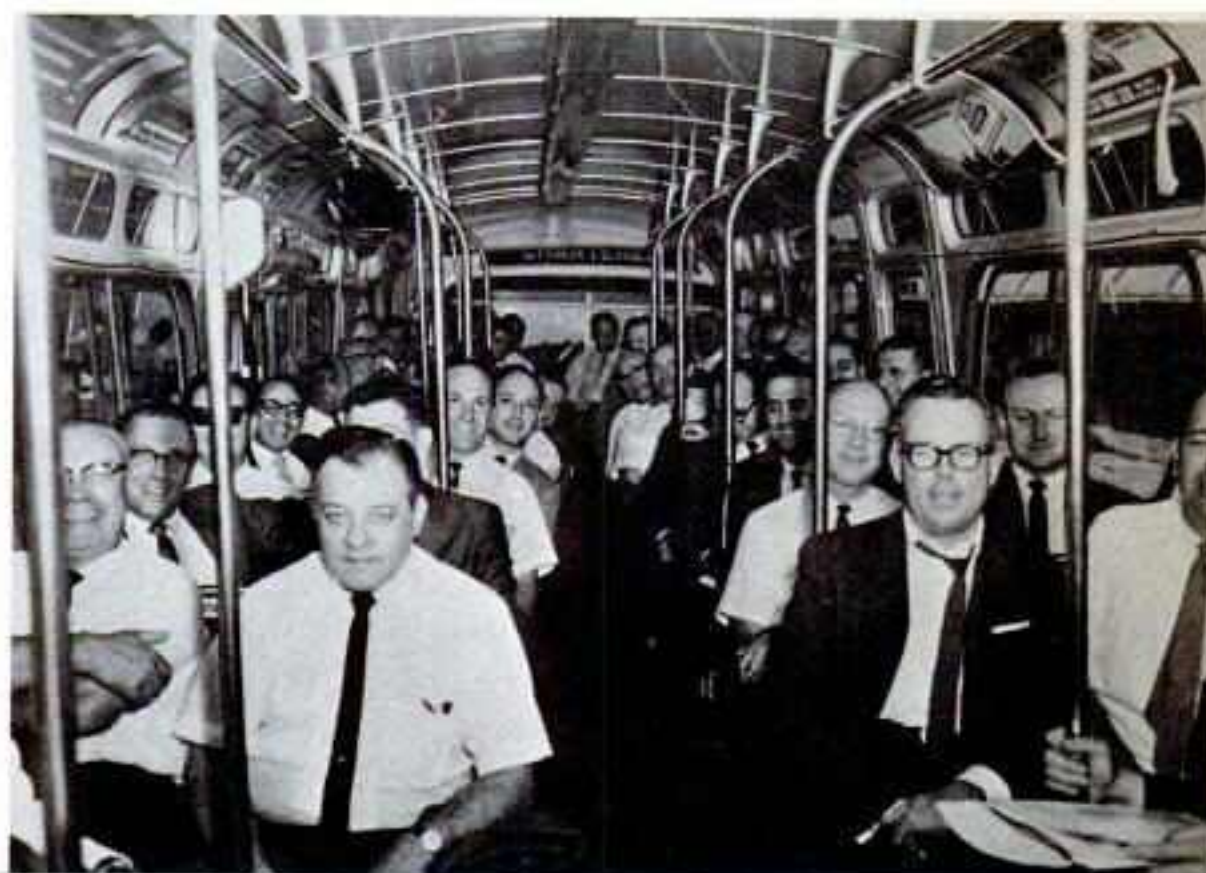
**CMMA to Hold
 Dinner in L. A.**

LOS ANGELES — President Henry J. Leyser has announced that the California Music Merchants Association will hold its annual dinner at the International Hotel here on Oct. 23.

The evening is to offer cocktails, dinner, dancing and a floor-show, Leyser promised.

Ed Schneider, managing director of the association's Southern California chapter, named Sam Ricklin, California Music Association; William Leuenhagen, Leuenhagen Music; Lou Zeiden, Lou-Jac Music, and Marvin Jones, Jones Music Co., to the convention planning committee.

**Seeburg Sets Stage
 For a New Product**



DISTRIBUTORS ARE CALLED IN. This busload of Seeburg distributors is en route to view production of new product at Chicago plant.



EQUIPMENT IS DEMONSTRATED. Here Seeburg vice-president Bill Prutting, who directs record production, shows distributors how Seeburg phonograph records are made.

PIN BALLS — BOWLERS

GOTTLIEB		BALLY	
EGG HEAD	\$150	HOOTNANNY	\$195
FLYING CHARIOT, 2-Pl.	280	SHEBA, 2-Pl.	425
SHIPMATES	450	CROSS COUNTRY	180
UNITED BALL BOWLERS		CUE-TEASE, 2-pl.	225
PLAYTIME	\$210	STAR-JET, 2-Pl.	265
FALCON	350	SKY DIVER	245
SAVOY	295	MAD WORLD, 2-Pl.	350
TIP TOP	295	GRAND TOUR	290
DIXIE	250	2-IN-1, 2-Pl.	365
CLASSIC	350	HARVEST	310
CYPRESS	495	BULL FIGHT	320
		BUS STOP, 2-Pl.	375
		BIG DAY, 4-Pl.	445
		3-IN-LINE, 4-Pl.	295
		BONGO, 2-Pl.	295

Bally ALL-THE-WAY...\$350

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United's CORRAL
 SHUFFLE ALLEY



United's KICKAPOO
 6 PLAYER
 TARGETTE GAME



QUESTIONS ARE ANSWERED. Al Bodoh, Seeburg vice-president/engineering, stops to answer questions of Ohio distributor Al Gitlitz (seated left) and St. Louis distributor Lew Rubin (seated right).



EXECUTIVES JET ABOUT. Here Seeburg president Jack Gordon (left) and vice-president/music Joe Marsala (right) pose with recording artist Hazy Osterwald during tour of Seeburg affiliates in London, Hamburg and Zurich.

**New One-Stop
 In Peoria, Ill.**

PEORIA, Ill.—A new one-stop and rack-jobbing operation, a branch of R&R Record Distributing Co. in Chicago, has

just opened at 313 N. Franklin here.

Carrying the name R&R Record Distributing Co., the outlet is managed by Ron Salpietro.

The firm is owned by partner Robert Kennedy and Richar Sundling.

Massachusetts Vendors at Bay

By CAMERON DEWAR

BOSTON—When the subject of music machines, or vending in any form comes up with the average Bostonian he will usually remark: "Gee, I'd like to get a piece of that. They say it's pretty lucrative." This is also apparently the attitude of the legislators of Massachusetts since every year they make some attempt to hang a new tax on the business. This year is no different.

It's only a little worse because of the crying need (the solons say), to raise more than \$200 million in new revenue. Naturally they turn to music and vending. So far they have only eyed music, which presently is taxed \$160 per year per machine for seven-day play, but they have made definite steps toward vending and cigarettes. The Ways and Means Committee has under consideration at 2-cent hike in the cigarette tax which only recently was raised forcing vending to go from 30 to 35 cents for ordinary brands.

Also considered is the elimination of the 1½ per cent handling tax as well as a general 5 per cent levy on all vending machines. (The Massachusetts bulk vending operators heard a fighting talk by Roger and Harold Folz, officials of the New York Bulk Vending Association, who were able to sidetrack a similar attempt in New York. A 5 per cent vending sales tax measure and a 3 per cent Statewide sales

tax bill were subsequently defeated.)

Cigarette vendors also are threatened by yet another bill which would require operators to purchase and affix stamps on each cigarette package. Operators face several additional costs with the stamp bill such as the cost of the stamps, the purchase of stamp machines and the hiring of more help.

Before prorogation, the Legislature is determined to enact a tax bill expected to produce approximately \$250 million either by a sales tax or a combination of levies including an additional bite in the State income tax. The chairman of the House Ways and Means Committee is on record as saying that a vending tax "definitely" will be recommended to the Legislature.

NAMA SCHEDULES WAGE-HOUR MEETING

MIAMI—Pending wage-hour legislation in Washington has prompted the National Automatic Merchandising Association to schedule special discussions of the issues at the Oct. 16-19 national convention here. NAMA executive director Thomas B. Hungerford has announced that Dr. Benjamin Werne, NAMA labor relations consultant; William Newman, director of vending, Interstate United Corp.;



WERNE

William C. McConnell Jr., president, Servomation of New England, Inc.; and Richard W. Funk, NAMA legislative counsel, will discuss the problems inherent in proposed changes of the Fair Labor Standards Act. The meeting will be held on Tuesday, Oct. 19, at 10:45 a.m. in the Hotel Fontainebleau's West Ballroom. Werne is a member of the labor relations committee of the American Bar Association, has served as chairman of the committee on wage and salary stabilization of the association and has written several books on labor relations.

NAMA Drive Nets 100 Members

CHICAGO — An organized National Automatic Merchandising Association quest for new members has netted 100 firms thus far, with likelihood of a number more joining before the drive closes with the NAMA convention in Miami Oct. 20.

"It is significant that so many good vending operators were

ready to join the ranks of the NAMA," said membership committee chairman Arthur D. Stevens, president of Automatique, Inc., Kansas City. "We are especially indebted to the many present members and field representatives who made hundreds of personal contacts in this drive."

A committee of 400 is working in the campaign.

Seeburg's ALL-NEW ELECTRA Delivers BIG SOUND . . . for listening or for dancing.



FEATURES

- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- **BIG SOUND** . . . 8 stereo speakers pour out living volume.
- Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotique Libraries for dancing and listening.
- Sleek silhouette

DIMENSIONS:
49½" High, 40½" Wide,
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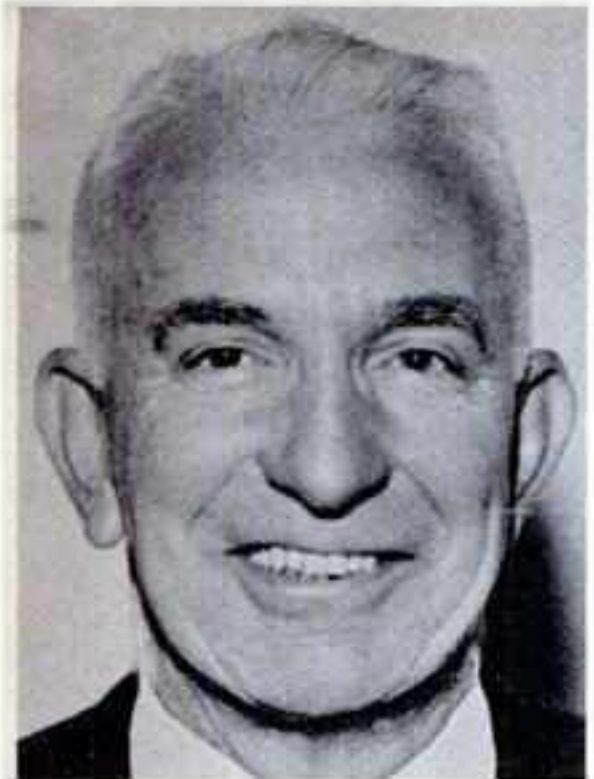
TO OPERATORS WE SERVE: If you haven't seen or heard the new Electra; won't you make it a must and see and hear it today?

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MEMPHIS 3, TENN.
(901) 275-1212

214 SIXTH AVE., SOUTH
NASHVILLE, TENN.
(615) 255-1129

NAMA Western Show Chairman



FRED W. CONRAD, of Medford, Ore. (Rouge Valley Vending Service, Inc.), will chair the 1965 Western Conference and Exhibit of the National Automatic Merchandising Association. The show will be held at the Ambassador Hotel in Los Angeles Nov. 19-21.

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!

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

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
Seeburg 220	345.00
Wurlitzer 2204	265.00
Wurlitzer 2404	345.00
Wurlitzer 2510	445.00
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Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
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Wanted

Used Scopitone,
Filmtheque or
other sound movie
machines.

Give price and condition.

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Billboard
Box 236
188 West Randolph
Chicago, Illinois 60601

Seeburg Moves Nicastro Up

CHICAGO—Seeburg Corp. President J. Cameron Gordon announced last week the appointment of Louis J. Nicastro as an executive vice-president in the company.

Nicastro joined Seeburg in May as vice-president/finance. Nicastro is a specialist in distributor financing. Prior to joining Seeburg he was a vice-president at Inland Credit Corp., New York.



COINMEN IN THE NEWS

LONG BEACH, Calif.—Cool weather forced the annual Harbor Music Operators Association luau indoors on Friday, Sept. 17, without detracting one bit from the enjoyment of 165 colorfully garbed guests.

Hosted by association president Bob Holland, the Polynesian-themed event was held at the Edgewater motel here. Holland's colleague, Bill Brown, acted as emcee for the evening. Chairman of the event was Norm Garrison; Melba Kendig headed the entertainment committee.

Entertainers on hand were Danny Currie, Arc Records; Virginia Davis, Velvet Records; Jerry Wallace, Mercury Records; the Sun Rays, Tower Records, and a dancer named Doreen.

Story of the frolic is best told in these photos by Billboard's Sam Abbott.



EMCEE BILL BROWN (left) with Mercury Records' Jerry Wallace.



BOB PORTALE, Advance Automatic Sales, Los Angeles and wife Lotte.



BIRTHDAY CELEBRATING Chuck Klein, manager of LA/R. F. Jones Co. (seated with wife Wanda). Showing Klein's age are (from left) Art Wright, service manager; Frank Navarro, accountant; Don Edwards, Ron Chimel and Bill Gray, salesmen, and Jim Crosby, credit manager.



PAUL HAUN (left) and wife, LeRoy Mudrick, Cleveland Parks, Frances Scherb and Dick Kellison, all of Advance Automatic Sales.



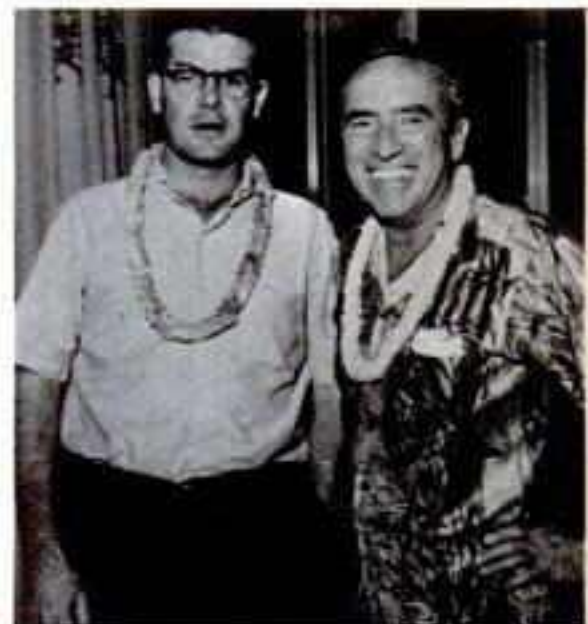
BARBARA PEALE (from left), Frances Wilkes, Lee Walker, Jerry and Velma Dickens and Ed Wilkes, Weymouth Distributing Co.



MR. AND MRS. ED SCHNEIDER (left), host Bob Holland and wife Dorothy, and Brenda Wilson.



AT WURLITZER TABLE: (from left) Branch manager Clayton Ballard, his wife, Garna; Lydia Hicks; Don Beamsyel, manager, Wurlitzer Disneyland exhibit; Leonard Hicks and Johnny Morris, salesmen; Ilene Morris; Cliff Jones, Jones Music, Long Beach and Phil Cracraft.



STAN LARSON (left) manager of Struve Distributors, Los Angeles and Johnnie Miller, Long Beach music operator.



AT SIMON DISTRIBUTING CO. TABLE: (from left) Service foreman "Vinny" Lanciscero; Harry Burd, Los Angeles Associated Coin Amusement Co.; George Muraoka, vice-president, Simon Distributing Co. (seated from left) Mary Lanciscero, Hitomi Muraoka and Delphine Burd.



OPERATOR Marvin Jones (left) and Al Bettelman of the C. A. Robinson Co.

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

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Thoroughly Reconditioned!

SLATE TOP — NEW CLOTH — NEW CUES

IRVING KAYE

- MARK IV—105" \$495
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- MARK 11—85" \$255
- MARK I—75" 210

VALLEY POOL

- 950—90" \$325
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- 745A—75" \$225
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- SPECIAL: 875A—88" \$345

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LOS ANGELES

H. O. Chapman, Kings Distributing Co., back from a week's business trip to San Diego, Brawley and Indio. . . . **George Muraoka**, Simon Distributing Co., reports of a new shipment of pool tables—magnetic controlled with a two and one-quarter-inch cue ball. . . . **Joe Merrel**, parts department, Simon Distributing, leaves for Chicago and a family reunion vacation. . . . Operators visiting Simon include **Dave Rose** from Japan and **Dick Stuart** from Canada. . . . **Jack Simon**, also of Simon Distributing, back from Florida, Cincinnati and Chicago.

Leo Simone, sales manager of Badger Sales & Vending Co., impressed with a new game, Par-Golf, which he labels the most complete golf game. Simone also pleased with a new game from Germany and Australia tabbed Foosball. Although quite popular in Europe, Simone says, the game is brand new on the Coast and proving quite popular here. . . . **Ed Schneider** sunned in Catalina attending a meeting of the Footprinters Association, a local chapter of businessmen.

BRUCE WEBER

MISSOURI

Quite a lot of activity on the local scene lately, with Rowe AC's **Bob McGregor** stopping of fat Advance Distributing and Seeburg's **Bob Dunlop** visting the L&R folks during the week preceding the MOA which found quite a few area coiners journeying into Chicago.

Unusually brisk fall business did keep some of the distributor people like Musical Sales' **Joe McCormick** hard at work locally, but quite a few were seen MOA-ing it up at the Pick-Congress, including **Dottie** (Wurlitzer) **Sears** and her husband; veteran Seeburg salesman **Art Woods**; **Norwood Veatch** from Central Distributing, who was to have been joined by his son **Earl** until the cold bug felled the younger Veatch, and **Harvey Hofmeister**, division director of National Vendors.

Several St. Louis ops were in, including **Seymour Raiffie**, **Walter Morris** and **Marvin Nissenbaum**, all bringing their distaff half. Up from the Illinois side were Bellville's **Hershel Taylor**, who's never missed an MOA; the **August Heimers** of Mascoutah, and newly elected to ICMOA posts during the convention, Jacksonville's **Chick Henske** and **Bud Hashman** from Springfield.

It seemed like nearly everybody from Fisher Manufacturing Co. down Tipton, Mo., way, came to the show and from around Kansas City a big contingent—W. B. Music's **Harry Silverberg**, **Dave** and **Bill Sutherland**; the guys from Missouri Valley Amusement at Lees Summit, veteran bulk distributor **Bernard Bitterman**, and MOA committeemen **John Fling**, **Charles Bengimina**, and **A. L. Ptacek** from Manhattan, Kan.

EARL PAIGE

DETROIT

Art Hebert, veteran manager of Miller-Newmark Distributing Co., one of the most diversified distributing firms in the area, negotiated arrangements for the firm to become associate distributor for Wurlitzer phonographs in both the Grand Rapids and Detroit branches over this past weekend. Arrangements were made with the Angott Distributing Co., long Wurlitzer distributor for Michigan, who continues as the key distributing

firm. Miller-Newmark was for many years distributor for AMI, a Grand Rapids product, which was recently taken over in this area by Shaffer Music Co. of Ohio. The latter firm, with **Ed Cromwell** as local manager, has established headquarters on East Milwaukee Avenue.

A second group of coin-operated bowling leagues will start operation here Oct. 18. Three leagues are already playing in Detroit, plus two other leagues upstate—one in Pontiac

and one in Grand Rapids. These are full strength 12-team leagues with six-man teams. Last year there were just two leagues in Detroit, one of 12 and one of eight teams. **Dan Evans** of Miller-Newmark, who has been a leader in this development, comments that "It's been profitable for the operators."

William Van Koughnet, operator of the Union Coin Machine Service Co., is back on the job a few hours daily, but still taking things easy. He was

in Detroit Osteopathic Hospital for a considerable time because of a bad back.

Ray Nadeau, service manager at Miller-Newmark, is back with a fresh set of callouses from a three-week vacation which he spent driving to California and back. . . . **Dan Evans**, Miller-Newmark sales manager, is leaving this week for his vacation, which been deferred because of illness in his family. They will spend a couple of weeks visiting relatives in northern Michigan. **HAL REVES**

FOR THE 1st TIME... SOMETHING DIFFERENT!



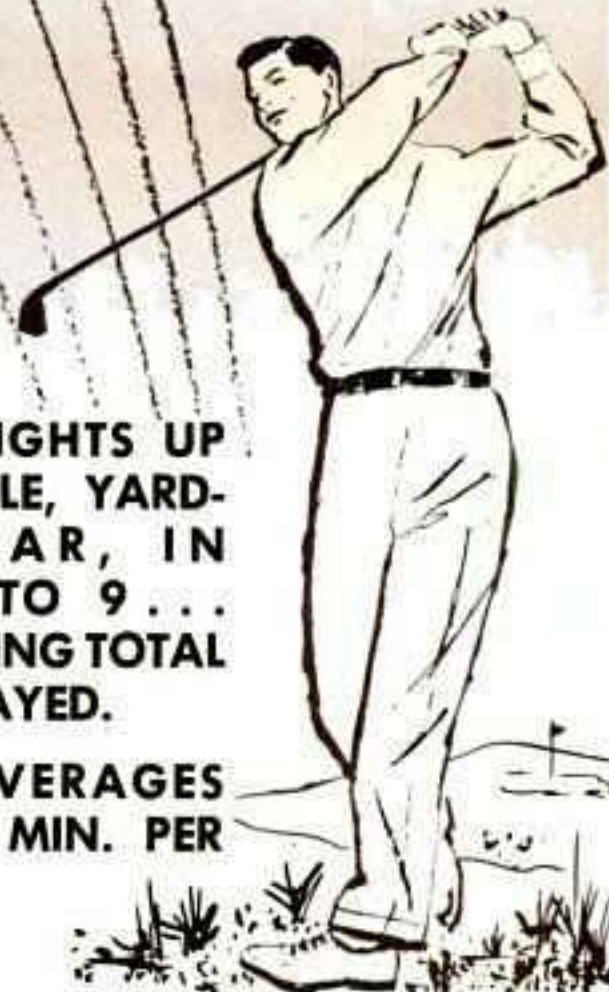
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Cheat-proof Reinforced Front Door

CHICAGO COIN'S

PAR GOLF

provides exciting, challenging action on a 9-HOLE-PAR 35 ACTUAL "COURSE"!



SCORE RACK LIGHTS UP NUMBER OF HOLE, YARDAGE AND PAR, IN SEQUENCE, 1 TO 9... REGISTERS RUNNING TOTAL OF STROKES PLAYED.

FAST PLAY - AVERAGES WELL UNDER 2 MIN. PER 9-HOLE GAME!

DRIVE AND PUTT

Player drives as many times as needed - 100 to 250 yards - to get on green. HOOKS! SLICES! PERFECT DRIVES! When on green, player Putts to hole out.

HOLE-IN-ONE on 250-yard 5th hole, when players 1st drive makes lighted 250 yards green.

EAGLES BIRDIES PARS BOGEYS

- Beautiful 3-Dimensional Animated Back Rack
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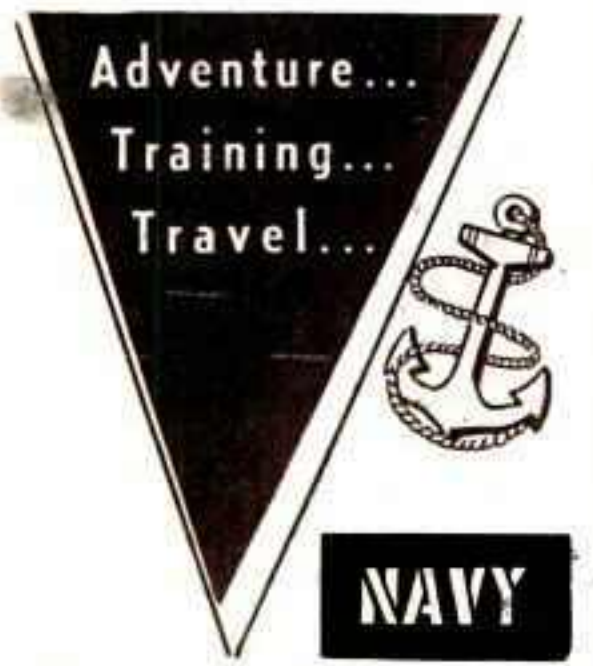
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CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

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ELECTRA

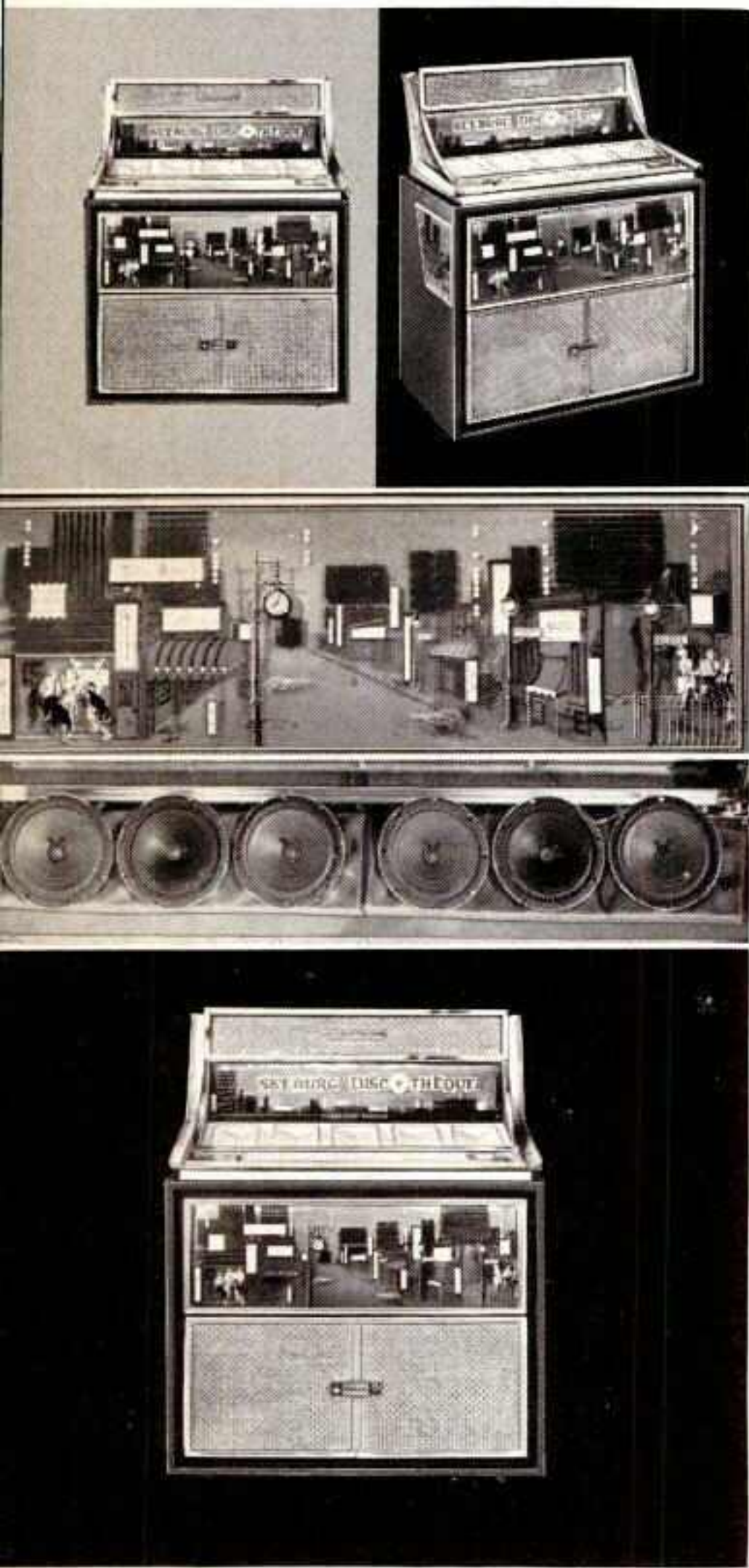
ELECTRA IS

- "Black Light"—the newest feature in the industry. Glows like a starlit sky. Draws patrons with its amazing new look.
- An eight-speaker torrent of stereo sound. And with the Rhythm Twins added—those great theatre-quality floor and wall speakers—"Electra" is a hurricane of soaring fidelity.
- All types of Discothèque music for listening and dancing: Rec-O-Dance*, Disc-O-Teen*, Rhythm & Blues, Country & Western. And only *locations* can have it.
- The new phonograph for operators who want to keep their present locations, obtain new locations, and increase their take-home profits.

*T.M.



ISS



*the new
Seeburg phonograph
to listen to -
to dance to -
that looks like a
Discothèque should.*

Here is the sweeping color, the exciting glitter and glamor, the Big Sound of big-time entertainment. Seeburg's brilliant new "Electra" presents a thrilling show of Stereo music that location customers can *not* hear on transistor radios, on TV, or buy in record shops. Only *location patrons* can enjoy the combination of Seeburg leased record libraries and the glorious voice of "Electra." For listening *and* dancing — all kinds of Discothèque music — all in that sensational Seeburg

BIG SOUND

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AM 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

THE WORLD'S GREATEST SINGER

Petula Clark. Warner Bros. W 1608 (M); WS 1608 (S)
Destined to be her third hit album in a row, this one tops the others in performance, variety and commercial appeal. The fine stylist is as much at home with the adult "The Boy From Ipanema" as she is with the teen "I Want to Hold Your Hand" dressed up in a warm, lush ballad arrangement by Tony Hatch.



POP SPOTLIGHT

TRY A LITTLE LOVE

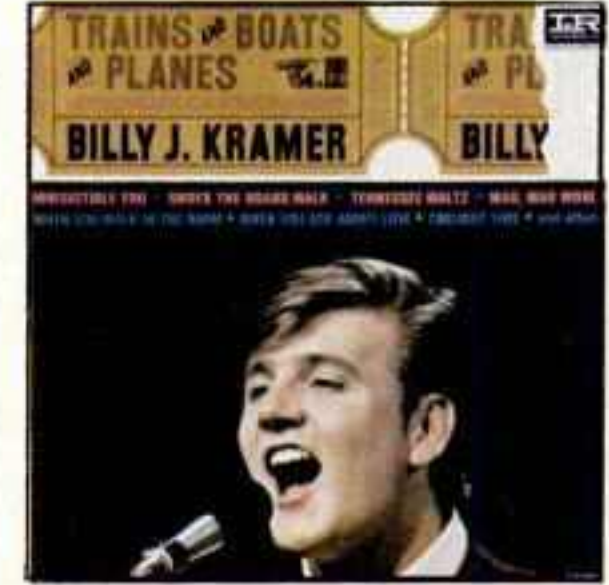
Sam Cooke. RCA Victor LPM 3435 (M); LSP 3435 (S)
Outstanding album of a wide variety of material beautifully performed by the late Sam Cooke. Standouts include a soulful, slow swing version of "Love Song From 'Houseboat'" and a sensitive revival of "The Gypsy." Appeal for all ages in this chartbuster package.



POP SPOTLIGHT

TRAINS AND BOATS AND PLANES

Billy J. Kramer. Imperial LP-9291 (M); LP-12291 (S)
The dynamic teen favorite comes up with one of his most exciting programs which features his recent singles success "Trains, and Boats and Planes." In addition, "Under the Boardwalk" and a raucous, rocking version of "Tennessee Waltz" are standouts. The pulsating "Don't Do It No More" is another winner in this commercial package.



POP SPOTLIGHT

IT AIN'T ME BABE

Turtles. White Whale WW 111 (M)
Having just become a hot sales group via their "It Ain't Me Babe" singles hit, the Turtles have a winner in this, their debut album. The group of six offer an exciting program of which "Wanderin'" and "Like a Rolling Stone" are standouts.



POP SPOTLIGHT

THE CHIPMUNKS A GO-GO

Alvin, Simon & Theodore with David Seville. Liberty LRP 3424 (M); LST 7424 (S)
Chalk up another hot sales item for the Chipmunks! Irresistible as ever, they lend their own unique and distinctive style to a dozen of the biggest pop hits of the year and the result is a topper for their successful Beatle Songbook album. Alvin's emotional renditions of "The Race Is On" and "King of the Road" are worth the price.



POP SPOTLIGHT

BABY DON'T GO

Sonny & Cher and Friends. R 6177 (M); RS 6177 (S)
Spotlighting their single Sonny and Cher hit, "Baby Don't Go," Reprise Records has cleverly combined this with three numbers performed by Bill Medley (Righteous Brothers), three by the Lettermen and three by the Blendells. Artists are now under contract to other labels; however, this hot package will be a sales winner for the Reprise label.



POP SPOTLIGHT

I'LL TAKE YOU WHERE THE MUSIC'S PLAYING

Drifters. Atlantic 8113 (M)
The Drifters know how to roll with the times. The group has stayed in the forefront for more than 10 years by keeping abreast of current tastes. This package shows that they continue to know what the public wants. Their style and repertoire is right on target in all respects.



POP SPOTLIGHT

TOGETHER!

Mr. Acker Bilk & Bent Fabric. Atco 175 (M)
The pairing of Acker Bilk's clarinet and Bent Fabric's piano is a natural for big play. Both have scored independently and are stylists in their own right but they also know the value of teamwork; together they make a musical sound of high order.



COUNTRY SPOTLIGHT

STRANGERS

Merle Haggard. Capitol T 2373 (M); ST 2373 (S)
Based upon his successful single "Strangers" and his current hit, "I'm Gonna Break Every Heart I Can," both featured, this powerful debut package of exceptional Haggard performances can't miss. His rich, warm and plaintive style make him a standout ballad singer who is fast becoming a leader in country sales. A welcome newcomer!

COUNTRY SPOTLIGHT

GOING IN TRAINING

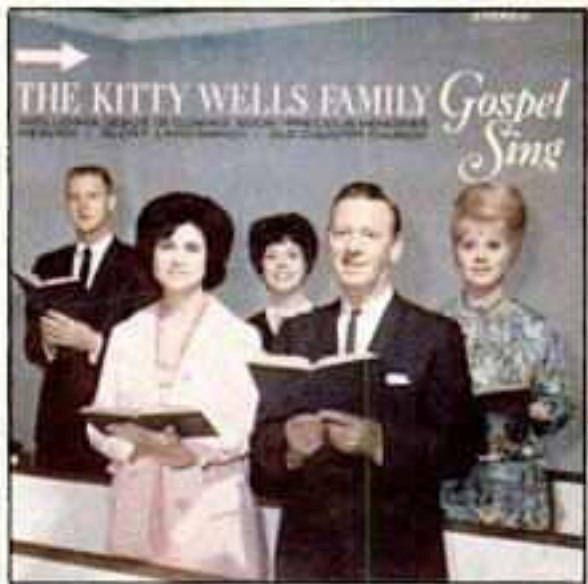
Hank Cochran. RCA Victor LPM 3431 (M); LSP 3431 (S)
Hank Cochran, a songwriter as well as a singer, comes on strong in this package that launches the entertainment off with a bouncy "Sally Was a Good Old Girl," and features the plaintive "I Ever Saw." The latter tune was written by Cochran and Harlan Howard. The album was produced by Chet Atkins and Bob Ferguson.



COUNTRY SPOTLIGHT

THE KITTY WELLS FAMILY GOSPEL SING

Decca DL 4679 (M); DL 74679 (S)
This is a gospel sing at the home of Kitty Wells, and with the Queen of Country Music are Johnny, Ruby and Sue Wright. They all share the vocals with Kitty, and there are also instrumentals. A heartwarming package. Material includes "Jesus Is Coming Soon," "Family Gathering at Home," "Precious Memories."



CLASSICAL SPOTLIGHT

J. S. BACH: GOLDBERG VARIATIONS

Peter Serkin. RCA Victor LM-2851 (M); LSC-2851 (S)
Peter Serkin makes an impressive debut as a solo pianist on this recording. His "Goldberg Variations" comes up against some strong competition already on the market but he emerges as a potent contender with a performance that's exciting as well as artistically and musically correct.



CLASSICAL SPOTLIGHT

DEBUSSY/RAVEL

New York Philharmonic (Bernstein). Columbia ML 6154 (M); MS 6754 (S)
Bernstein and the New York Philharmonic give polished and brilliant performances of Debussy and Ravel. The haunting "La Mer" and the much-performed "Afternoon of a Faun" are delivered with imagination and technical excellence. The performance of Ravel's "Daphnis and Chloe Suite No. 2" is one of the best ever recorded.



CLASSICAL SPOTLIGHT

OPERATIC ARIAS

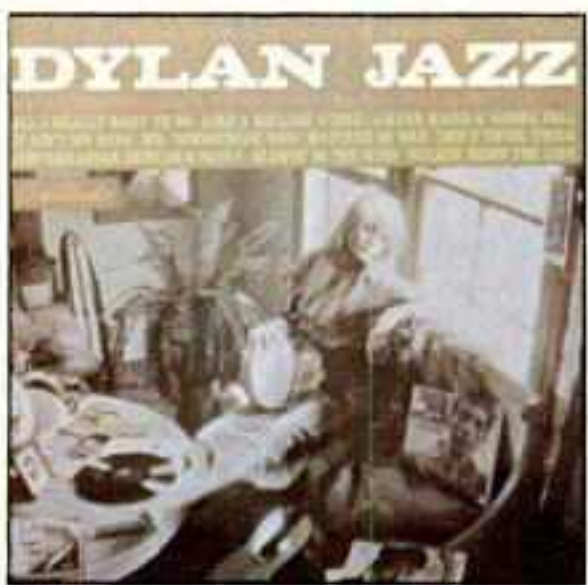
Mirella Freni. Angel 36268 (M); S36268 (S)
This is Freni's one Italian debut and a very auspicious one it is indeed. The repertoire here is well-chosen and perfectly suited to her sweet-voiced, lyrical style. She achieves here range and vastness heretofore dormant. Included are arias from "Turandot," "La Traviata" and "Puritini."



CLASSICAL SPOTLIGHT

HUGO WOLF SONGS

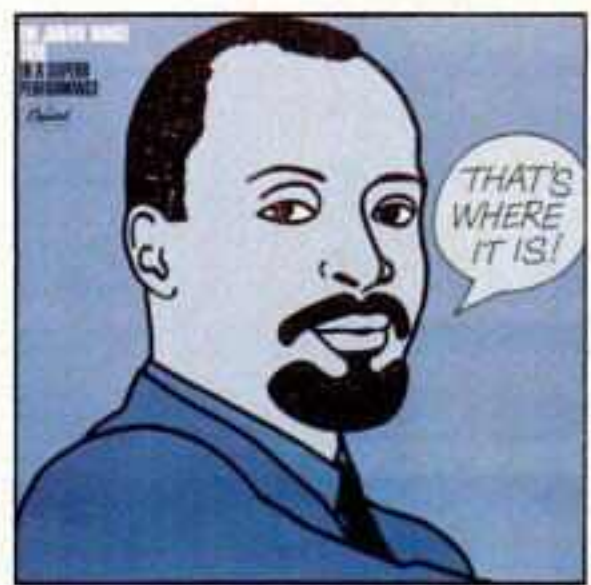
Elena Gerhardt. Angel COLH 142 (M)
A grand collectors' item here in this reissue of the great Gerhardt with vintage songs by Hugo Wolf, recorded in London in November and December 1931. Technical reproduction is excellent and richly restored, keeping intact the high quality of the soprano's voice. A fine, sensitive recording.



JAZZ SPOTLIGHT

DYLAN JAZZ

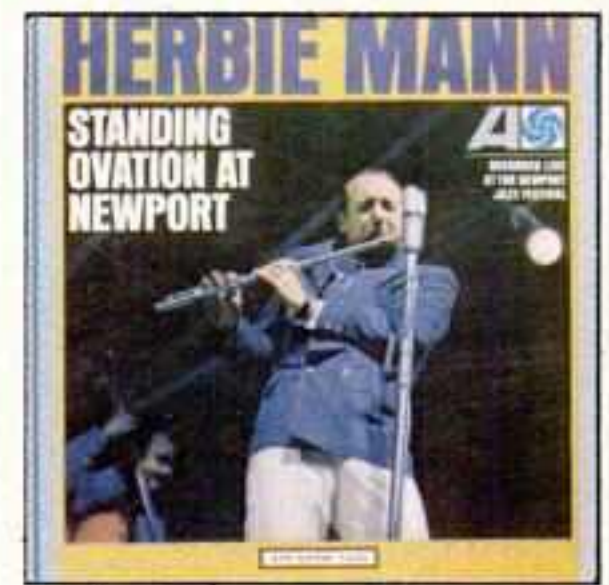
Gene Norman Group. Crescendo GNP 2015 (M)
The popular composition of Bob Dylan has been recorded in just about every form and this new and exciting jazz concept should prove one of the most successful. The Dylan appeal is widespread and these tasty arrangements and production work are exceptional. A bow to executive producer Bud Dain and five top musicians.



JAZZ SPOTLIGHT

THAT'S WHERE IT IS!

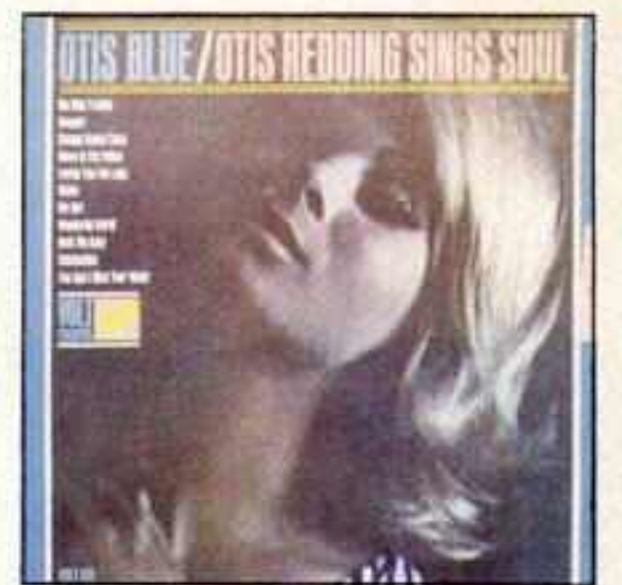
Junior Mance Trio. Capitol T 2393 (M); ST 2393 (S)
A major jazz poll award winner, blues-rooted Mance presents sensitive interpretations of material ranging from Gershwin and Handy to his own originals. This is the sort of relaxed yet swinging-after-hours jazz that almost anyone can curl up with. Strong traditional background with a deft new touch.



JAZZ SPOTLIGHT

STANDING OVATION AT NEWPORT

Herbie Mann. Atlantic 1445 (M)
Herbie Mann's stint at the Newport Jazz Festival last summer was a highlight that demanded preservation on disk. It's here with all the excitement and musicianship left intact and points up in no uncertain terms that when Mann takes clarinet in hand memorable music is made.



RHYTHM AND BLUES SPOTLIGHT

OTIS BLUE/OTIS REDDING SINGS SOUL

Volt 412 (M)
The wailing, soulful Redding is in top form in this blockbuster album. He rocks with ease through a strong program which includes a solid beat version of Sam Cooke's "Shake" and the Rolling Stones' "Satisfaction." Tremendous Redding performances.