

Billboard

The International Music-Record Newsweekly

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

DEPARTMENT & FEATURES

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Rock + Folk + Protest = An Erupting New Sound

By AARON STERNFIELD

NEW YORK — Call it folk-rock, urban folk, protest music or rock with a message. It's so new the trade lexicographers haven't yet agreed on a name. But whatever it's called, the new sound is selling—and selling big.

Here's what's happening. The traditional folk music and the folk-oriented pop product are still selling, but not nearly as much as they did a year ago.

The hard rock product is still the core of the singles mar-

ket, but, again, it's not selling as well as it did a year ago. And it's not quite as hard.

Fresh Urban Lyric

A hybrid, combining the best and instrumentation of rock music with the folk lyric—usually a fresh urban lyric, and often a lyric of protest—is selling across the board.

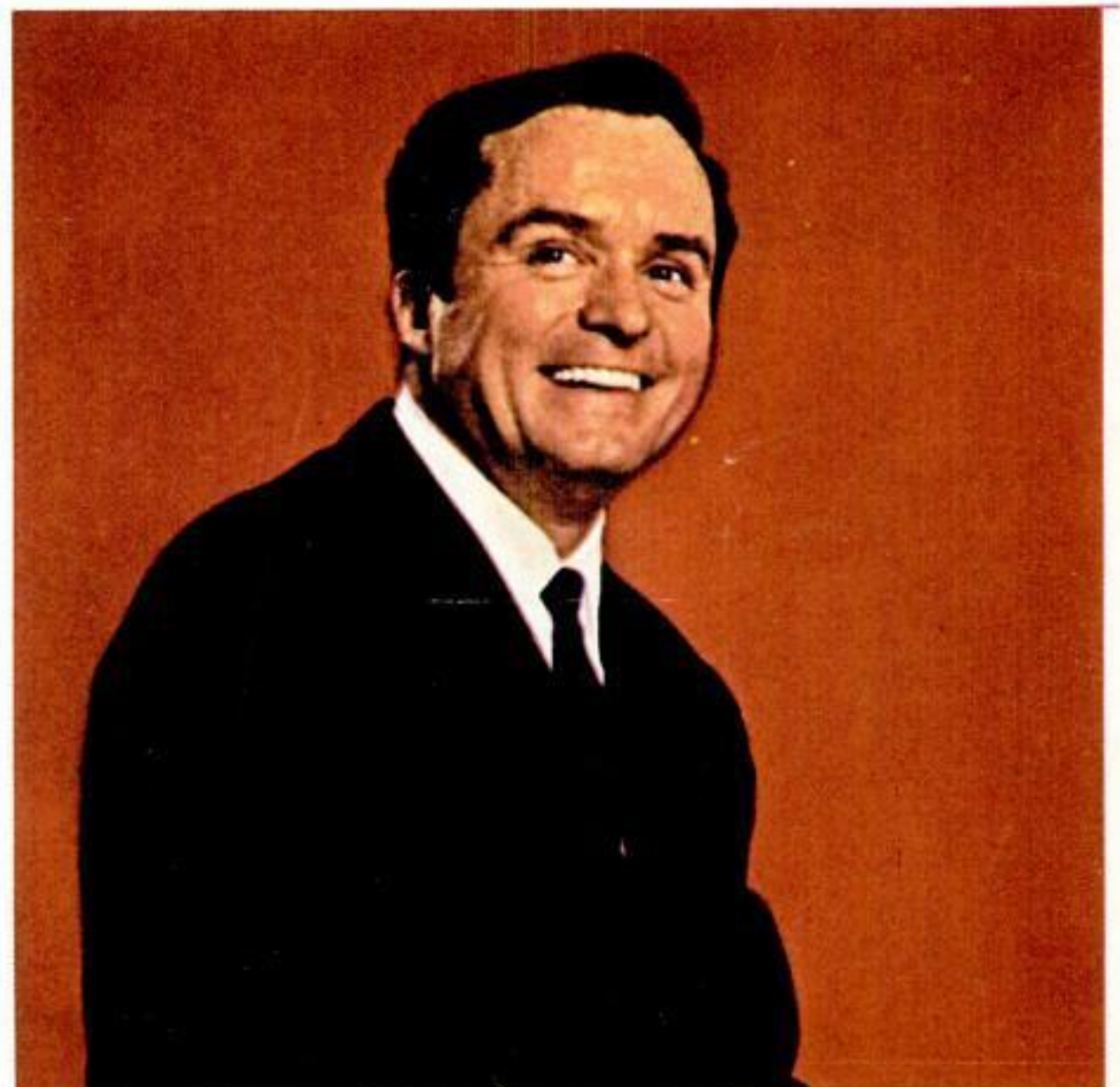
Among the leading exponents of this new form are Sonny and Cher, whose Atco record, "I Got You Baby," hit the top of Billboard's Hot 100 chart for the second week in a row. "All I Really Want to Do," an-

other single in the same vein, is on the charts with versions by Cher on Imperial and by the Byrds on Columbia. Two weeks ago, Sonny and Cher's "Look at Us" album was released on Atco.

Also recently released were singles by Sonny on Atco, and Cher on Reprise. Bob Dylan, Columbia artist who is on the folk-rock kick, is also on the charts with "Like a Rolling Stone."

Elektra, a traditional folk label, last week announced that

(Continued on page 14)



IN THE JULY 31-AUG. 6 edition of TV Guide, a four-page spread on Mike Douglas was headlined "WOMAN'S HOME COMPANION." This hardly tells the story of Epic Records' newest singing star whose first album, shown above, has just been released. Mike's daytime TV'er is seen daily in over 50 cities, and he's on the threshold of the kind of popularity that Arthur Godfrey once enjoyed. The power of the TV tube is about to make its presence felt once again via record sales... this time it's MIKE DOUGLAS. (Advertisement)

City-by-City Market Chart Set

By LEE ZHITO

NEW YORK—Billboard will launch "Top Sellers in Top Markets," a new weekly chart feature providing a market-by-market in-depth report on the best-selling singles in the nation's leading metropolitan centers. The new service will be kicked off in next week's issue.

Each chart will list in rank order of sales the top 40 singles according to actual over-the-counter sales. Radio exposure as an individual factor will not de-

termine the position of records. The only reflection of disk jockey activity on behalf of given singles will be reported as this activity affects sales of the records.

The research and compilation will be conducted by Billboard's Music Popularity Chart Department as managed by Laurie Schenker under the supervision of Don Ovens, director of Reviews and Charts. Methodology for this massive research project was developed by Tom Noonan,

director of Billboard's Record Market Research Division.

Because the time factor is so essential in the life of a single, high-speed methods will be utilized in gathering and compiling the data. It is expected that this will be the fastest continuing product sales report attempt in the market research field.

This new weekly service will be added to Billboard's expanded chart features, and will be published in addition to

(Continued on page 14)

Chicago—Changing Distrib Scene

CHICAGO — The slogan "You can't tell the players without a program" could apply to the city's fast-changing picture of wholesale record distribution. More record lines and record men have changed in the past month than ordinarily move in more than a year.

Biggest moves, of course, were Mercury and Paul Glass, jointly setting up Consolidated Distributing Co. to handle the entire Mercury stable of labels, and MGM-Verve sending in Morrie Price to open its latest branch.

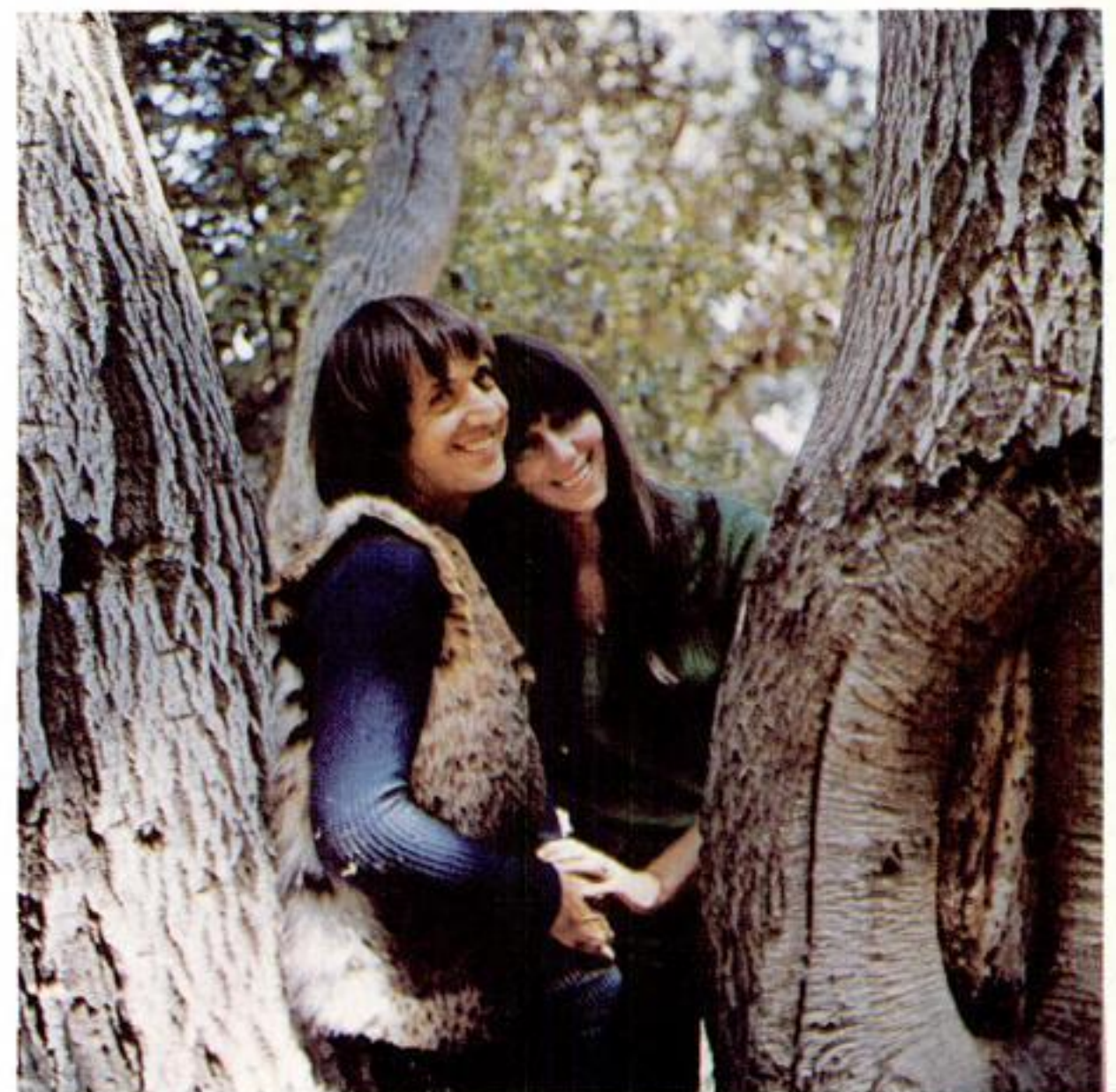
This, however, was accompanied by a raft of other changes. King closed its branch and after giving its line for two weeks to Garmisa Distributing Co., turned it over to Paul Glass' Allstate.

Allstate also picked up Musicor from Garmisa and Argo from Milt Salstone's M-S. On paper, Allstate lost Smash and Fontana, though these labels merely shifted to Consolidated, which is the Glass-Mercury joint venture. Only Mercury label not with Consolidated is Blue Rock, its r&b line, which stays with Ernie Leaner's United Distributing Co.

Morrie Price's Metro Distributing Co. picked up Elektra and Nonesuch from Summit, but the latter distributorship filled the void by picking up Vee Jay from M-S. Summit has also acquired White Whale and Satellite, and has received Southern Ohio and Southern Indiana added to its Chicago territory by Epic and Okeh.

Jimmy Martin's Music Distributors closed its doors after it lost MGM-Verve, leaving several other lines up for grabs. Kent Beauchamp's fast-growing little company Royal Disk picked up Colpix. Dimension and Ava still have made no move.

Russ Bach, promotion man with Martin, moved over to the Liberty branch, reporting to Bob Skaff. Henry Grossman, long-time Chicago record man whose days in the business go back to Morrie Price's ill-fated Apollo Distributing Co. days here, rejoins his old boss in Metro Distributing Co. Jack Solinger, head of Martin's Music Distributing Co., has not made a move but is under doctor's care for a serious back ailment.



SONNY AND CHER are glowing over the blazing sales of their new album and singles on Atco Records. Their current hits include the album, "Look at Us"; the No. 1 single, "I Got You Babe"; Sonny's own record, "Laugh at Me," and their first Atco release, "Just You." (Advertisement)

(Advertisement)

MORE HITS BY THE SUPREMES NOTHING BUT HEARTACHES STOP! IN THE NAME OF LOVE BACK IN MY ARMS AGAIN

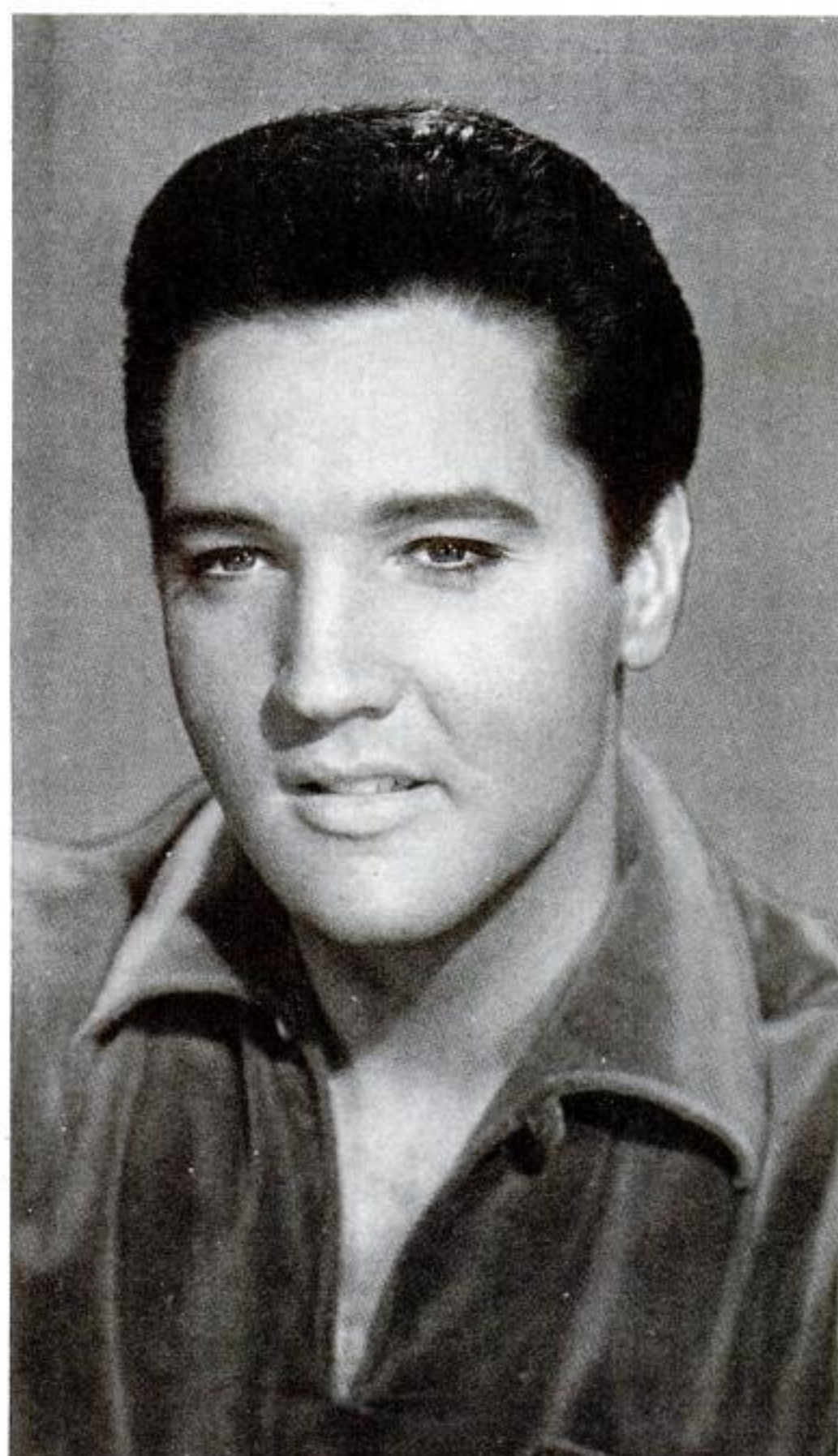
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WJRZ Shows Style

The decision of WJRZ, Newark, N. J., to adopt a country music format reflects the boldness and progressive thinking of the station management. We believe the move represents an important opportunity for the country field, for the station and for its advertisers.

It is quite likely—in the event that WJRZ's move proves successful—that other broadcasters will view the station's operation as a pilot, and pattern their own outlets along similar programming lines.

More and more stations around the country are switching to country music. This trend is very marked. This does not mean that a larger segment of the population is growing fond of "hillbilly" music. What it does mean is that a larger segment of the population is becoming aware of the fact that country music is one of the nation's richest cultural heritages; that country music is broad in its scope, with song material ranging from the sophisticated to the simple; that country writers and country artists are among the music world's most articulate and able talents.

25 Attend Teldec Parley in Stockholm

STOCKHOLM — The Teldec Group, in which record companies from nine countries representing the RCA label are members, had a meeting in Stockholm Aug 8 to 10. Twenty-five record company people from Germany, Switzerland, Austria, Holland, Belgium, Luxembourg, Norway, Denmark and Sweden attended.

On the first day, the different countries played records from their repertoire, talked about changes in taste and discussed the future. A main reason for these meetings, held twice a

year, is to determine how the countries and companies can work together on such things as catalog and promotion.

Stereo vs. mono and prefabricated tape was other discussion objects. The Swedish hosts were told they were still the biggest seller in prefabricated tape. All countries claim that EP and single sales are slipping and that sales of LP's are still growing. The meeting ended with a tour to Sandhamn. The next Teldec meeting will be held in Amsterdam Jan. 18, 1966.

Copyright Hearings' Wheels Grind Again

WASHINGTON — Capitol Records president Alan Livingston will testify this week when the Senate Copyrights Subcommittee begins hearings on the revision of the copyright law, held over from earlier scheduled date. On the same days (Aug. 18-19) the House Copyrights Subcommittee will hear National Association of Broadcasters' counsel Douglas Anello, and music publisher and songwriter spokesmen including Robert Nathan, for MPPA, and attorney John Schulman.

Senate hearings will begin with Librarian of Congress L. Quincy Mumford, together with Register of Copyrights Abraham L. Kaminstein, Deputy Register George Cary, assisted by Assistant Register Barbara Ringer and Copyright Office counsel Abraham Goldman. Also scheduled for the hearing was Music Publishers' Protective Association spokesman Leonard Feist.

Education association spokesmen will argue before both Senate and House subcommittees

for free use of copyrighted material in all educational institutions, including educational television and FM broadcasts, plus broad allowances under "Fair Use." Broadcasters, music and book authors and publishers and music licensors all strenuously object to the educators' demands, which would be somewhat limited under the proposed 1965 Revision bills.

Advance Slowly

While the revision hearings slowly advance the copyright bill toward its final form, both Senate and House Judiciary committees have approved a resolution to extend expiring copyright terms to Dec. 31, 1967. A similar extension was voted in 1962, prolonging terms to Dec. 31, 1965. Both houses are expected to pass the resolution in short order.

At last week's House Copyrights Subcommittee hearings, book publishers were backed by music publishers and authors in their plea for total repeal of the so-called Manufacturers clause in the 1909 Copyright law, which has been somewhat softened, but retained in the proposed 1965 revision. Book manufacturers, printers and binders urge retention of limits on imports of non-U. S. manufacture to protect American industry from competition with cheaper labor abroad.

In the revision, the clause applies to nondramatic literary copyright material of American authorship only (not to works of foreign authorship or co-authorship with an American writer) and would permit import of up to 3,500 copies. Register of Copyrights Kaminstein frankly prefers repeal, but finally came around to compromise.

The Copyright Office Supple-

Verve-Folkways Broadening Its Vista; Enters Deal With MGM

By AARON STERNFIELD

NEW YORK — Verve-Folkways, the label that came into being as a result of a distribution deal between Moe Asch's Folkways Records and the MGM organization, will branch out from its folk music base and become a specialty label for MGM.

Jerry Schoenbaum, MGM executive in charge of the label, and Jim Frey, V-F national sales manager, said while the label will still be primarily folk, it will also have pop country and specialty releases, such as off-Broadway shows.

At the end of the month, V-F will release its first single, a folk-rock record with two new English artists. Folkways had never released a single. Schoenbaum added that V-F will release additional singles to expose new artists.

NARM Talk On Refunds

CHICAGO—A review of the excise tax refund procedure, presented by Albert A. Carretta, general counsel, will be the feature of the midyear meeting of the National Association of Record Merchandisers, to be held at the Continental Plaza Hotel here Sept. 7-9.

Carretta will deliver his talk opening day, at the NARM dinner meeting.

The following two days, rack jobbers will meet with record manufacturers in a series of person-to-person sales conferences.

Sometime during the midyear meeting, an organizational session will be held. Purpose is to add to NARM roster record distributors. Distributors are now eligible to join as associate members. This policy was established several months ago with the folding of the American Record Merchandisers Association, which had been the distributor trade association.

CBS Registers Earnings Dip, Sales Increase

NEW YORK—Earnings for the first six months of 1965 by CBS show a decrease from comparable 1964 figures despite increased sales.

With net sales of \$326,700,032 as compared with \$303,595,550 a year earlier, income dropped from \$23,047,783 to \$21,924,896. Per-share earnings in the two periods dipped from \$1.17 to \$1.10.

The CBS directors Wednesday (11) voted a 30 cents a share cash dividend payable Sept. 10.

While no figures are available, trade sources put the Columbia Records volume, including the Columbia Record Club, at about 20 per cent of the CBS total.

mentary report makes it clear that the clause does not apply to other rights of copyright owners, such as performing, dramatization and motion picture rights unrelated to the reproduction and distribution of copies covered by the manufacturers' clause.

The deal between MGM and Folkways calls for MGM to select 275 albums from the Folkways catalog and to have first refusal on all new Folkways product.

Catalog items are being remastered and repackaged. In addition, new artists are being developed by Verve-Folkways, and artists from the MGM roster will be released on the V-F label.

Asch's contract with MGM calls for royalty payments on all V-F product over a three-year period.

Country Albums

Last week the first V-F program, 12 albums, was released. Two of the releases are with the New Lost City Ramblers and Dickens & Foster, while two are by Peter La Farge and Dave Van Ronk singing blues. The rest, with Lightnin' Hopkins, Leadbelly, the late Cisco Houston, Woody Guthrie and Pete Seeger, are authentic folk.

Schoenbaum feels that while pure folk has a limited and well-defined market, much of folk

borders on rock and country, and the lines of demarcation are blurred.

To limit V-F product to authentic folk, Schoenbaum feels, would be to limit the market to a select few. And to jettison the image built up by Moe Asch and Folkways, Schoenbaum added, would be to abandon a valuable property.

Hence's V-F's policy will be to continue with V-F on an authentic folk label and use the folk base on an expansion platform.

Rack Jobbers

A good deal of V-F's sales effort will be directed toward rack jobbers. Schoenbaum feels the rackers are more and more becoming full-line merchandisers, and that specialty product such as that released by V-F should move well on racks.

Regarding the arrangement with Asch, Schoenbaum pointed out the difficulty of independent labels in getting adequate distribution, adding that tie-ins with larger labels in many cases are the only answers.

An 'A&R Clearing House' Is Established by Liberty

HOLLYWOOD—Liberty Records, Inc., has created its own "casting office" headed by a&r administrator Dave Pell to hire all musicians, book all studios for the company's four labels, and maintain an open-door policy for all music publishers.

Pell's office is now the central point through which all a&r work is cleared. The new arrangement allows the company to have a clearer idea on a daily basis of how its products are being developed.

The clearing office falls under the jurisdiction of Bob Skaff, recently named corporate a&r-promotion vice-president. All Pell's activities are in turn cleared by Skaff, who estimates he spends around 70 per cent of his time on product and 30 on promotion.

Under the company's new division concept, Skaff goes over all preliminary artist contracts and terms with each division manager. If a division manager is adamant about signing an act, Skaff can allow the general manager to retain his autonomy and add the artist to the roster.

Skaff's responsibility also includes final passage of all masters brought in for consideration, terms of the purchase; discussing all single dates as far as the selection of material is concerned; approving all session estimates and reviewing all artist contracts.

A veteran promotion man, Skaff now co-ordinates the activities of all Liberty, Imperial and World Pacific field men plus company owned branch personnel. Weekly meetings are held for both a&r and promotional functions. With Skaff and Pell keeping a watch on the "casting office," it is a smooth, money-saving operation.

Assisting Pell are Kathy Keep, who books all studios for Liberty-Imperial-Dolton and World Pacific activities, and Irma Newton, who handles follow-up work involving mastering and dubbing down.

The new system has eliminated duplicate sessions at the same time, allowing the company to schedule dates and hire those musicians it wants, Pell explained. Pell is also trying to

eliminate midnight and week-end sessions. He calls it a "flagrant example of false economy whereby you spend twice as much on premium rates." Pell is also trying to get staff producers to curtail working through the night. Unless the product is a rush release, he advises them to quit at a reasonable time, get a good night's sleep and come in refreshed the next day.

Staff producers include Joe Saraceno, Andy DiMartino, Tommy LiPuma, Nick DeCaro and Dick Bock, World Pacific general manager.

To create stronger publisher relations, Pell's department has Stephanie Trimble handling all licensing and a new girl, Jill Jones, handling all demo disks and follow-up correspondence.

Pell's system includes dating each demo as it arrives, with Miss Jones routing the record to an appropriate artist-a&r man. If a hold is placed on the material, she notifies the publisher. She also returns unaccepted songs.

Another new development will be a monthly mailing to publishers around the country of a company recording schedule and kinds of material being sought.

In between these administrative chores, Pell records Vikki Carr, Martin Denny, Bud and Travis, Sandy Nelson, Bobby Vee, Johnny Mann, Vern McIntyre and the T-Bones. He started out with Liberty over two years ago as an independent producer.

Col.-SG Themes

NEW YORK—Columbia Pictures-Screen Gems' music division will provide musical themes for 15 TV series pilot films for 1966-1967. New themes are on tap for "Hazel" (NBC), "The Farmer's Daughter" (ABC), and for two new shows, "Gidget" (ABC) and "Camp Runamuck" (NBC). The division has also provided the title song for "Shebang," Dick Clark's West Coast show to be syndicated this fall.

NARA REVEALS NEW PROGRAM

NEW YORK—The National Association of Radio Announcers held a press conference Friday (13) here to unveil the program of the new slate of officers (see page 45). The details of this program were reported exclusively in Billboard Aug. 14. The group also stated hopes of eventually unionizing Negro-oriented stations, pointing out that at present only a small percentage of such stations are members of the American Federation of TV and Radio Artists.

5 on Warner Bros.-Reprise Staff Promoted to Vice-Presidencies



JOEL FRIEDMAN



GEORGE LEE



MO OSTIN



JOE SMITH



ED WEST

HOLLYWOOD — Five Warner Bros.-Reprise veterans have been elevated to vice-presidencies by the WB Records board of directors.

Receiving their stripes were Joel Friedman, merchandising director; George Lee, Eastern operations director; Mo Ostin, Reprise general manager; Joe Smith, national promotion director, and Ed West, treasurer.

President Mike Maitland cited each individual's contributions to the success of both labels in announcing the promotions.

Friedman, one of the first members of the team, directs merchandising, advertising and creative services. He is a former Billboard West Coast editor. George Lee, the New York office head, has been with the label three years in both publishing and records. Ostin has been with

Reprise since its inception and has guided that label's growth. Smith has been with the label three years and has been in both a&r and promotion. West has been the company's chief financial officer since its founding.

Summers Axed

HOLLYWOOD — Bob Summers has been pink-slipped as national sales chief for Warner Bros.-Reprise Records. The sudden firing left the company without a West Coast sales director. Sid Schaeffer continues as Eastern sales chief.

In a letter to all its distributors, the combine stated that unresolved policy differences between Summers and President Mike Maitland was the reason for Summers' termination.

There was no immediate re-

placement. All matters formerly handled by Summers were being directed to Maitland.

Summers said the sudden action caught him without any immediate plans but he hoped to remain in the record business. He was with WB seven years, during which time he was instrumental in developing many of the company's sales policies. Before joining WB he was in retail sales in Minneapolis and with Columbia Records for three and one half years. He entered the record business in 1947.

Lazar Details WJRZ Move To Country

By CLAUDE HALL

NEW YORK — Emanuel Lazar, president of WJRZ-Radio, Newark, made the official announcement Tuesday (10) of the station's switch to a country music format. Lazar told some 50 recordmen, radiomen and members of the Country Music Association and trade press at a luncheon here that "if we had been more courageous, we would have offered this programming to our listeners many months ago.

"But change is difficult, especially when it is also pioneering," he said. "Never before has a radio station in this area committed itself completely to country music. Through the years, there have been isolated programs of country music — an

(Continued on page 42)

Beechwood Expands

HOLLYWOOD — Johnstone Monte Music and Vanguard Songs have been acquired by Beechwood Music, giving it such copyrights as "Easy Street" and "Endless Sleep." Herb Monte was the former owner of both companies.

HemisFair Top Post to Gaines

SAN ANTONIO — James M. Gaines has been named executive vice-president of HemisFair 1968, the top administrative post of the Fair of the Americas. Gaines has resigned as president and general manager of Southland Industries, which owns WOAI Radio and WOAI-TV, to take the position.

The fair will be established on a 93-acre exposition site located in downtown San Antonio and present a "showcase" of the diversified cultures of Pan America.

KATZEL GETS COLPIX POST

NEW YORK — Bud Katzel, veteran record company executive, has been named vice-president and general manager of Colpix Records, replacing Bob Yorke, who left the label recently, it was reliably reported. Katzel had been in charge of 4 Corners Records, a Kapp subsidiary label.

HEARING CONTINUES SEPT. 20

New Jersey Man Held as Phony Booker in Maryland

By RON OBERMAN

WHEATON, Md.—Some 750 teen-agers filed into the Wheaton (Md.) Youth Center in suburban Washington, Saturday night (7), expecting to see two of the country's hottest rock acts, the Righteous Brothers and the Four Tops. Instead, the disappointed youngsters spent the evening dancing to a local rock 'n' roll band.

Montgomery County Police had arrested a man who said he represented the entertainers and had booked them, and singer Rita Lynn, into the center.

Police arrested Philip Charles Brown, 34, of Orange, N. J., who earlier had identified himself as Jerry Mason, after he arrived at the center and asked for his fee of about \$1,000 in advance. Police said Brown told center officials the stars would appear later for the show.

However, the entertainers had no knowledge of the Wheaton show and were playing engagements elsewhere, police said.

Police said the center's director, John Crane, became suspicious of Brown and informed officials of the Montgomery County Recreation Department, supervisors of the center.

Besides checking with legitimate promoters, police say they also contacted Dick Clark, who the suspect said he represented as a road promotion supervisor. Clark denied knowing the man.

When Brown arrived at the center Saturday night, police handed him a fugitive warrant from Fredericksburg, Va., where they said he tried a similar operation the night previous. The Virginia warrant accused him of larceny of electronic equipment, police said.

Montgomery County detectives held Brown on larceny after trust after he accepted his payment from the center and was given a receipt. The \$1,000 he claimed was the cost for hiring the stars is far below their regular fees.

Acuff-Rose Names

NASHVILLE — Don Gant, a beginning artist who has worked in the office of Acuff-Rose Publications, Inc., for three years, was promoted last week to contact man for the publishing firm.

Bob McCluskey, assistant to the president, said Gant would work with a&r men in Nashville placing songs with other artists, in rehearsing artists with new material and in helping writers.

Although the center and police knew in advance the stars would not show, they let preparations continue. The center later refunded the \$2 admission or if the youngster chose he could remain at a \$1 rate for a dance featuring a local band. Most stayed. A preliminary hearing in Silver Spring People Court will be continued Sept. 20.

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Vol. 77 No. 34



BILLBOARD, August 21, 1965

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LIBERTY CASCADING: Joining Liberty Records' artists roster are the Cascades, known for their "Rhythm in the Rain" hit single, shown with their new a&r producer, Andy DiMartino, left, and corporate president Al Bennett, seated.

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Golden to Launch Record Club

By AARON STERNFIELD

NEW YORK—Golden Records will launch a record club next month. Arthur Shimkin, president of the kiddie label, said that a \$3 membership fee entitles the buyer to 20 per cent off list on all Golden product, with a minimum of \$3.78 list on each order. Golden pays shipping charges.

Once a member signs up, he gets a catalog and is advised of all new Golden releases.

Applications will be inserted in all Golden records, and direct mailing will be used. Shimkin says the label has a list of 1,500,000 persons who at one time or another bought Golden Records.

Book-and-Record Sets

Major part of the Golden ef-

fort will be built around the book-and-record sets, which list for 69 cents as singles and \$3.79 as albums.

Product is both the traditional kiddie tales—like "The Three Bears" and "Hansel & Gretel"—and contemporary material—like "Smokey the Bear" and "Rudolf the Red-Nosed Reindeer."

The package, started by Golden early last year, is calculated to encourage youngsters to read by integrating the sight with the sound.

Independent Entity

Golden, which began as a division of Simon & Shuster, book publishers, and later was a division of Pocket Books, has been operating as an independent entity since March. At that time, the current ownership bought all

the stock from Pocket Books and has been running the entire operation, including a&r, sales and pressing plant.

This year, Shimkin says, sales have been running roughly double that of 1964, primarily because the sales organization is controlled directly by the label and records are not regarded as merely an adjunct to paperback books.

The company's fall line, announced this week, includes 20 albums, 10 book-and-record singles sets, four book-and-record album sets, and 12 Golden Language Series disks, six of them French and six Spanish.

New albums include product by the Munsters, Diahann Carroll, Phil Foster and Morey Amsterdam.

RCA to Handle Dunhill Label Overseas

NEW YORK — RCA Victor Records will distribute Dunhill Records overseas, it was announced by Dario Soria, vice-president of Victor's international liaison department. Steve Sholes, Victor a&r vice-president participated in the planning.

In the U. S., Dunhill is distributed by ABC-Paramount Records.

According to Dario Soria, this marks the first time the label has represented another label in all overseas countries. However, Victor does represent other independent labels in individual countries.

Dunhill recordings for overseas distribution will be released under the RCA label. Dunhill production will run about 40 singles and six albums a year, mostly teen-age product.

RCA Elevates Burkheimer to Pop A&R Mgr.

NEW YORK — Donald J. Burkheimer has been promoted by RCA Victor Records to the newly created post of New York pop a&r manager. He had been manager of pop albums and planning.

He will report to B. S. Rosner, pop a&r manager. Producers J. A. Somer, A. J. Wiswell, Joe Rene and Jim Foglesong will report to him.

Burkheimer joined the label in 1958 as manager of tapes and services for RCA's Camden label. He was responsible for advertising and promotion for RCA Camden, RCA Custom, RCA Victor magnetic tape products, educational products, premium records, shows and exhibits, advertising services and the cataloging department.

Last year he was promoted to the merchandising planning position. He worked with sales and a&r, maintaining liaison with advertising and promotion people.

Dot Seattle Unit

SEATTLE—Dot Records has opened a company branch here to cover Washington and Oregon. Distribution was formerly handled by C & C Distributing. Named manager is Lee Lawrence, a former Los Angeles Dot branch salesman. Dot has company-owned branches in 15 other markets.

Liberty Has Own Film Fest

HOLLYWOOD — Additional prints of Liberty Records industrial film, "The Forward Look," are being shown around the world as a result of favorable comment at the company's recent national sales convention.

A print of the 65-minute color film relating the story of the company's growth plus announcing new fall product has already been shown by Southern Distributors in Nashville. A second print is being sent to EMI in London this week and will then be circulated among other licensees. A third screening is

set locally for Tuesday (17) by branch manager Julio Aiello for Southern California dealers at the Lytton Center of Fine Arts.

Additional prints will be made available for dealer showings in other domestic markets. Once the audiences have seen the film, the new product segment will be eliminated and the film will be used as a training aid for new employees.

The company is also incorporating audio-visual equipment in its new conference room for film screenings and album cover blowup analysis.

May Co. Stores Offering 'Watch and Wear' Shows

LOS ANGELES — The May Co. department store chain is giving fall collegiate fashions a rocking flair. Several rock 'n' roll groups have been signed to appear at stores to entertain during collegiate fashion shows.

The show, "The Scene: Campus 1965," encompasses new fashions for campus wear plus teen-slanted music groups. Such groups as the Recalls, Denims, Sinners and Carole Connors

have been providing the cacophony.

The May Co.'s ads in the Los Angeles papers have been written in a youthful style. Sample copy lines are: (1) "It's the great, fab college show of 1965. (2) It's almost here, so fly to your nearest May Co. campus shop for free tickets (hurry, they're going, going fast). (3) It's everybody flip!"

Elliot Horne Hiked by RCA

NEW YORK — Elliot Horne, veteran RCA publicity man, has been promoted to manager of popular album planning and merchandising. He will report to Irwin Tarr, who heads Victor's planning and merchandising department.

Horne will develop the label's merchandise plans and programs and work with a&r, advertising, promotion, distributor and dealer people.

Horne has been a Victor publicity man since 1961. Prior to then, he had worked with several press agents and in the Columbia Records publicity department.

He's written a book, "The Hiptionary," and has had articles published in Life, The New York Times magazine section and Down Beat. Horne has also moderated a jazz program over radio station WBAI here.

Cedarwood Post

NASHVILLE — Ted Glasser, 26, was signed last week as West Coast representative for Cedarwood Publishing Co. of Nashville. Glasser was one of the Three G's on Columbia Records for four years and later worked for his brother, Dick Glasser, Warner Bros. a&r chief, for five years.

PROFILE

Ken Glancy: CBS's Well-Rounded Exec

LONDON — When Ken Glancy arrives here Oct. 1 to take over as managing director of CBS Records (England), he will bring with him a rich background in the various facets of the record business.

Glancy resigned his position as vice-president in charge of artist and repertoire at Columbia Records, the American parent firm of the CBS label here, to accept the top post of the London-based CBS record company (see Billboard, Aug. 7).

Glancy's introduction to the record business was as a salesman. In 1959, he was hired by Buhl Sons Co., Detroit, then the distributor for Columbia, and called on dealers. In working in this capacity, he learned the retailers' problems and their needs.

By 1952, his accomplishments with the Buhl firm had so impressed Columbia's management that the record company appointed Glancy its district sales manager headquartered in Detroit. Four years later, he was transferred to Columbia's New York headquarters to work in merchandising.

Elevated Again

Glancy was elevated again within the company's ranks in January 1958, when he was made general manager of Columbia Record Distributing, Inc., which handled the firm's wholly owned branches. Two years later he was appointed a vice-president of CRD. Early in 1963, he moved to a top spot in the Columbia Record Sales Corp. Later that year, he was named vice-president in charge of artist and repertoire, the post he recently resigned to accept the CBS (England) appointment.

Glancy had been to England on frequent trips, and is impressed with the potential of the record market here. He feels that the full impact of the LP



KENNETH D. GLANCY, managing director CBS Records, Ltd., England.

has as yet to hit the British market, and that in the near future the volume of album sales here will take on significant proportions.

"The challenge of building the CBS label in England is tremendous," Glancy said, "and one which I'm eager to tackle."

Glancy becomes the first Columbia Records executive to be sent overseas to head a CBS record firm. (Within the Western Hemisphere, Columbia had made a similar move some time ago when it named Bob Pampe to head Columbia Records of Canada.)

Glancy's appointment to the top CBS Record post here is seen by British disk industry leaders as an indication of Columbia's intention to rapidly expand its position in Britain. Members of the industry here will find Glancy to be an affable, energetic executive who speaks with wit and a marked New England accent.

Hanna-Barbera Chooses M. W. Distributors as an Outlet

MILWAUKEE—M. W. Distributors, a recently organized children's record rack firm, has been named Wisconsin distributor for the Hanna-Barbera label.

M. W.'s specialty is children's disk rack jobbing through its Children's Musical Isle division which has shown fine growth in the Midwest market, Marlie Waak, president of the firm, formerly with Musical Isle Record Corp., one of the industry's major rack firms, took over the

children's division last spring. "Children's Musical Isle has no connection whatsoever with Musical Isle Record Corp.," he said.

According to Marlie Waak, the new Hanna-Barbera pop label releases have shown breaking action in the Milwaukee market. "I Don't Believe," by the Guilloteens and "Roses and Rainbows," by Danny Hutton have been named Pick of the Week numbers by local stations WOFY and WRIT.

Audio Spectrum in Deal

RUNNEMEDE, N. J.—Audio Spectrum has acquired 50 tape cartridges from the catalogs of ABC-Paramount, Command, Impulse, Grand Ward and Westminster.

Among the artists featured on the cartridges are Ferrante and Teicher, Lloyd Price, 101 Strings, Erroll Garner, Eydie Gorme, the Impressions, Fats Domino, the Ray Charles Singers, the Ink Spots, Des Djinns Singers, Billy Butterfield, Pete Condoli, Duke Ellington, Coleman Hawkins, Enoch Light, son, Alfred Apaka, Ray Charles,

Johnny Nash and George Hamilton.

Suggested list price is \$5.95 mono or stereo. Al Weintraub of Bell Sound Studios, Inc., conducted the negotiations on behalf of Audio Spectrum. This brings the label's selections now available on tape cartridges to 150 stereo and 100 mono.

Cameo-Parkway Deal

PHILADELPHIA — Cameo-Parkway Records has signed a distribution deal with Calla Records. The arrangement gives C-P world distribution rights for all Calla product.



**mirror,
mirror,
on the wall,
who's the
hottest of
them all?**

**the
MGM
singles
swingers,
that's
who!**



**I'M HENRY VIII, I AM
HERMAN'S HERMITS
MGM K-13367**



**KEEP ON DANCING
THE GENTRYS
MGM K-13379**



**WE GOTTA GET OUT
OF THIS PLACE
THE ANIMALS
MGM K-13382**



**IT'S GONNA TAKE
A MIRACLE
THE ROYALETES
MGM K-13366**



**RIDE AWAY
ROY ORBISON
MGM K-13386**



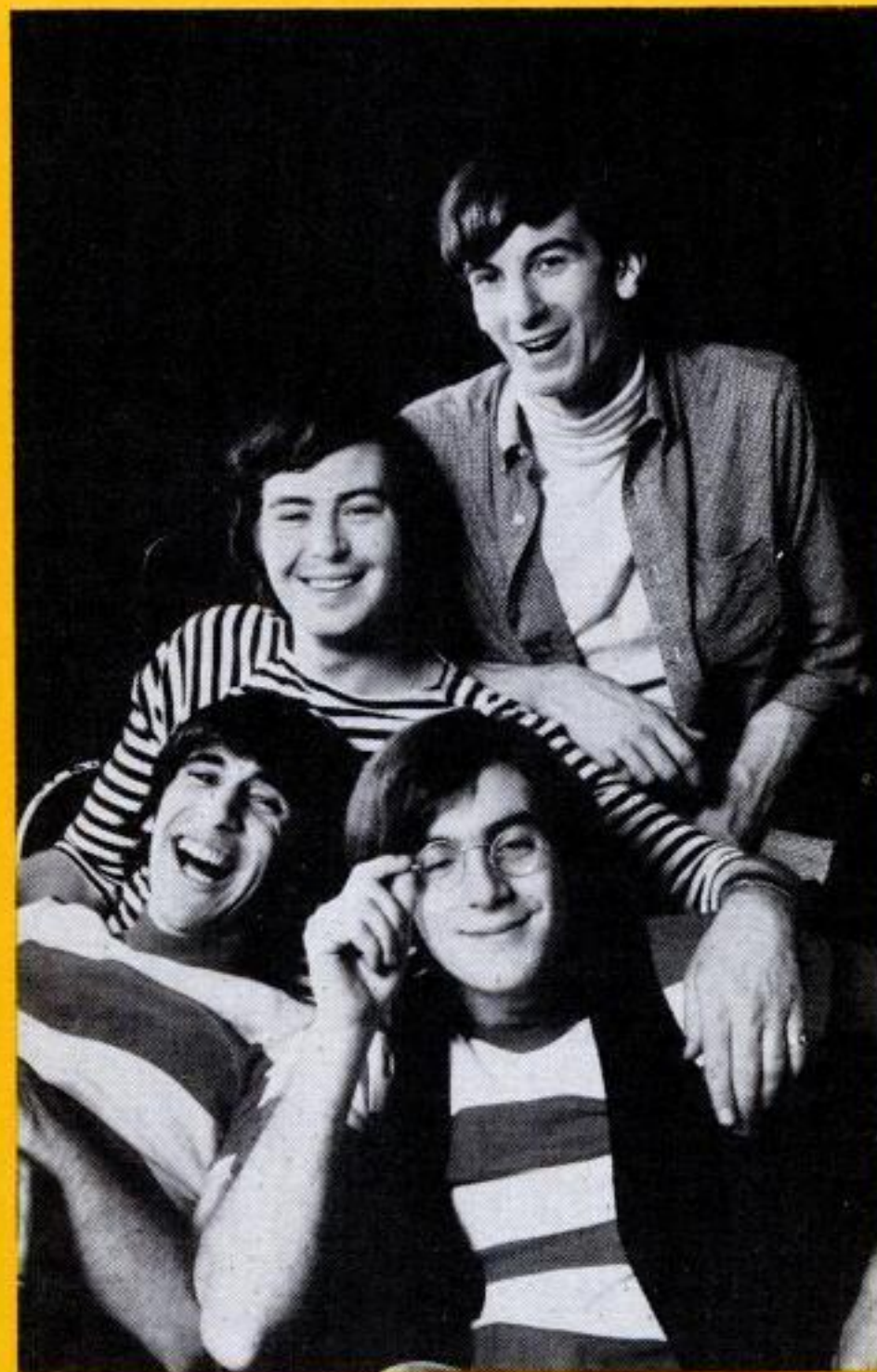
**JU JU HAND
SAM THE SHAM &
THE PHARAOHS
MGM K-13364**



**HEARTACHES
BY THE NUMBER
JOHNNY TILLOTSON
MGM K-13376**



**COME ON IN
JOHN ANDREA
MGM K-13378**



**DO YOU BELIEVE
IN MAGIC
THE LOVIN' SPOONFUL
Kama Sutra KA-201**



**I'M ONLY HUMAN
RAY PETERSON
MGM K-13388**



**ROUNABOUT
CONNIE FRANCIS
MGM K-13389**

**I'M
HENRY VIII,
I AM**

**DANNY
DAVIS
AND THE
NASHVILLE
STRINGS
MGM K-13374**



**YOU'RE MY BABY
THE VAGELS
Kama Sutra KA-200**

**GONE
FOR
BAD**

**JOHNNY
WINTER
MGM K-13380**

**THE
SILENCE**

**ROY
ETZEL
MGM K-13381**

**STAY
AWAY
FROM MY
BABY**

**THE TULIPS
MGM K-13375**



still looking, glass?

MGM's on fire!



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

RECORDS

THE JAZZ BEAT

By ELIOT TIEGEL

World Pacific-Pacific Jazz Records are buzzing with enthusiasm now that they belong to the Liberty Records, Inc., family. Reason for General Manager Dick Bock's elation is that he can now call upon Liberty's expert distributor-promotion network to hoop-la forthcoming product.

Small jazz can hardly compete on national grounds with major companies which have bankrolls to maintain their own sales and promotion people around the country. World Pacific has been one of the West Coast's more successful jazz operations, thanks to Bock's erudite a&r head. But today with no one talking about a "West Coast sound" any more—there really isn't any, anyway—a small jazz label must have the ability to spread its product out of regional pockets and into the national market place. This, Liberty's field force is capable of doing.

Composer-band leader Gerald Wilson is due for a major build-up by the Liberty team. There are already five Wilson LP's in the WP catalog, mostly of original compositions. As a possible indication of what acquisition can mean to WP artists, Wilson's roaring band has been teamed for the first time with Liberty's sultress of song, Julie London, for a new LP. This exposure, plus a recent band backing for Al Hirt at Carnegie Hall, which produced an LP for RCA, will undoubtedly assist in building Wilson's name. Bock believes.

Other Projects

Other new projects from WP will include the release in the U. S. of German trombonist Albert Mangelsdorf and his Quintet. Mangelsdorf, a respected modern jazzman, has never been released here on an American label.

Bock, who does the majority of the a&r work, in addition to his administrative post of reporting to Liberty's President Al Bennett, plans pairing Clifford Scott with Billy Larken and the Delegates and flutist Hubert Laws with the Jazz Crusaders.

Bock also foresees a small build-up in Latin jazz activities. He is considering signing four groups, two of which are in the Latin bag. "The Latin-blues market draws fans from both quarters," he says. "Combined they are larger than either individually. Witness the chart success of Cal Tjader and Mongo Santamaria."

Bock pulled a shrewd deal when he signed Gil Fuller and Dizzy Gillespie for a one-shot deal which gained him a single, "Be's That Way" and "Theme From 'Sandpiper'" which has been receiving AM radio airplay and an LP featuring both artists and the Monterey Jazz Festival Orchestra. The label plans selling this package at the Festival in mid-September. With hardly any record companies setting up booths to sell jazz product at festivals, WP could easily sell out this album at Monterey.

Based on the security provided by Liberty, WB has an increased budget with which to function, its general manager noted. This money, plus field strength, are two ingredients Bock hopes will enable him to expand and become competitive against the likes of Verve, which has been guiding its artists more and more into commercial products.

Would WP attempt to touch the avant-garde market, now controlled by Impulse and Blue Note? "We're not going to be a champion of avant-garde music," Bock answered. "A certain percentage of this experimental music will crystalize and be accepted tomorrow," Bock said. "But most is not ready for records because it still hasn't crystalized to the point where it reaches a large enough audience to support it."

SOLOS: Irv Jacobs is head of the Duke Ellington Jazz Society in San Diego and conducts an hour Ellington show on KFMX, La Jolla, Sundays. He notes that Maria Cole, before she married the late Nat Cole, was a singer with Duke's band and is heard on a V-Disc of "Black, Brown and Beige" cut in 1946 at the Los Angeles Philharmonic Auditorium. He also had a copy of the original King Cole trio on Ammor playing "Black Spider" and "By the River St. Marie."

Dr. Denny Zeitlin, presently a resident at the Langley Porter Neuropsychiatric Institute in San Francisco, will appear with his trio at the Monterey Jazz Festival Saturday (18) afternoon. . . . Los Angeles musicians Local 47 has begun its sixth season of free jazz concerts in Venice By the Sea. First concert featured Allen Fisher's 18-piece band and William Green's sextet. . . . Saxophonist Charles Lloyd's new group includes Gabor Szabo on guitar (ex-Chico Hamilton), Ron Carter (ex-Miles Davis) and drummer Joe Chambers, ex-nothing. Lloyd was with (Cannonball) Adderley for the past two years.

This column will consider jazz items mailed to it at Billboard, 1520 North Gower Street, Hollywood.

Hanna-Barbera Offering Zany LP for Radio Play

HOLLYWOOD — Hanna-Barbera Records has created a limited edition LP of wild tracks for radio use. The package is titled "Dropins" with 1,000 copies printed the first time around. Several copies have been tested in major markets, the label says.

The tracks offer animal sounds and short, punchy voice lines taken from copious HB TV shows. Any station wishing a copy of the free LP need only write to the label at 3400 Cahuenga Blvd. in Hollywood to secure a copy, record head Don Bohanan said.

The executive has just re-

turned from a 15-city trip to reveal six new LP's to distributors. With this Sept. 1 release, the fledgling company will have a dozen \$1.98 cartoon series LP's on the market. HB's first film soundtrack, "Swinging Summer," marks the label's entry into the \$3.98 field.

Artists in the new release are Johnny Quest, Touche the Turtle and Dum Dum, Wilma Flintstone, Top Cat, Doggie Daddy and Augie Doggie and Sannelpuss.

In addition to the cartoon series, the label is building its pop division with the addition to the roster of Monroe Powell,

Radio, TV Spots, Industry Party Mark Campaign on CMA Album

HOLLYWOOD — Radio and TV stations around the country have begun spot advertising for the CMA album, "Original Hit Performances" featuring 25 top c&w artists. An industry party Tuesday (24) at the Continental Hotel beginning at 7 p.m. will launch the campaign on the Coast.

Scheduled to attend the party are members of the CMA board of directors who will be attending a meeting in San Francisco on Thursday (26). Mail order advertising executive Martin Gilbert, whose firm, Country Hall of Fame, is merchandising the premium album, has invited broadcasters, record-

men, publishers and disk artists to the program.

Hired as MC is comic Pat Butrum with such luminaries as Gene Autry, a past official of the CMA, and Buddy Ebsen of the "Beverly Hillbillies" TV show expected. All the country artists performing on the LP have been invited in addition to other c&w performers in the area.

Two local TV stations, KHJ and KTTV plus radio stations KFOX and KIEV have begun airing the spots. Gilbert anticipates one million spots to sell the LP over 300 TV and 500 radio stations. He expects the largest volume of sales in the

shortest span of time for this country LP. It sells for \$2.

KFOX, A leading country station in Southern California, will do a remote broadcast from the hotel, with its personnel in the lobby as guests arrive and at the rooftop location where the party and show will be held.

A helicopter carrying an electric sign boosting the LP and CMA will fly over the area concentrating on the hotel site. KFOX disk jockeys will in addition to interviewing guests live, also tape the conversations for a subsequent show which will be made available to other country stations, Gilbert revealed.

Bill Hudson, the CMA's public relations director, arrives here from Nashville Thursday (19) to assist the Gilbert organization in co-ordinating the party. Gilbert said several TV stations are interested in filming the party for newscasts.

Gilbert's firm is producing five color films for TV which provide equal exposure for all 25 artists contributing their talents to the package.

A Canada Unit Established by Pickwick Int'l

TORONTO—Pickwick International has established a Canadian subsidiary—Pickwick International (Canada), Ltd., President Cy Leslie announced last week. George E. Wade has been named managing director of the new firm.

Wade is no newcomer to Pickwick International, having handled the lines with the distributing firms of Arc Sound, Ltd., where he was vice-president; Sonex Corp., Ltd., where he was president, and Waco Sales, Ltd., where he was president.

Leslie said that a sales force for the Pickwick International unit will be established, plus a national co-op ad program. Wade is slated for a coast-to-coast trip to line up distributors, subdistributors, and will visit buyers.

Chi Symphony Cancels Season

CHICAGO—The 1965-1966 season of the Chicago Symphony Orchestra has been canceled. The action was taken by the orchestra's trustees after a breakdown in negotiations between them and Local 10-208, American Federation of Musicians.

Trustees of the Orchestral Association said they would develop a program without a symphony orchestra. The current 38-week season ended with a \$400,000 deficit.

Dean's New Single

NEW YORK—Jimmy Dean's new single, "Harvest of Sunshine," was released Monday (16) by Columbia Records, following his newest album release last week of "The First Thing Ev'ry Morning." The album contains both the hit title tune and "Harvest of Sunshine," both written by Ruth Roberts. "The Jimmy Dean Show," over ABC-TV network, begins a new season Sept. 17. The first show will be from Nashville.



MORRIE PRICE, recently named head of MGM's new Chicago branch, was honored in New York by fellow staff members and awarded the "Great Guy" plaque at a surprise luncheon last week. First row, left to right, are: Gene Moretti, Sol Handwerker, Val Valentine, Tom White, Mort Nasatir, Price, Arnold Maxin, Ed Barsky, Irv Stimler, Dave Seidman and Irv Trencher. Top, left to right, are: Jim Viennau, Jack Maher, Sid Dicker, Art Denish, Sid Love, Sol Greenberg, Jim Frey, Al Lewis and George Figler.

Fond, Touche New Set Up

HOLLYWOOD — Two new West Coast record labels just formed are Fond in Los Angeles and Touche in El Cerrito. Fond is going into the pop-r&b fields and has signed Joey Van. Fond's president is Bill Spector; Mel Fabor is vice-president. The label is located at 5907 W. Pico Blvd.

Touche is headed by Jacques and Suzanne Bronson, with James Bronson a&r-promotion head. First release is "September in the Rain," featuring Pony Poindexter and the Cellar Jazz Quartet. The label's address is P.O. Box 96, El Cerrito, Calif.

Kostelanetz Signed

NEW YORK—Columbia Record artist Andre Kostelanetz will conduct the Promenade Concerts for the next two seasons. Kostelanetz, who has been the Promenade's principal conductor for the last three seasons, signed the two-year contract with the New York Philharmonic last week. The five-week seasons begin in late May.

Orbison Disk Push

NEW YORK — MGM Records is promoting Roy Orbison's single, "Ride Away," with an 8-by-17-inch streamer, which is being shipped in bulk to distributors. The streamers are for placement in store windows.

Jean King, Roger and Lynn, Corky Wilkie, the Guilloteens and Danny Hutton.

'Magnif Men' Flying High

NEW YORK—A promotion that worked for 20th Century-Fox Records' "Zorba the Greek" album is being used to boost sales of the album "Those Magnificent Men in Their Flying Machines." Album sales are already over 50,000 — mostly in the cities where the movie is showing, according to Al Calder, label exploitation co-ordinator.

Like the "Zorba" album, the original soundtrack "Magnificent Men" album is being heavily promoted in those cities where the movie is playing. As of Aug. 11, the movie had been scheduled in 40 theaters, nationwide. Eleven more theaters are set to open the film through September.

The key promotion, Calder said, is exposure. Not only do movie patrons hear the music in the film, but stereo sets have been installed in the theater lobbies in most cities to give the music extra exposure. The same promotion worked well with the "Zorba" record.

Calder, Chris Saner, national sales director and Doug Moody, head of singles promotion, have just returned from a nationwide trip promoting the album and other product.

Big 7 Taps English

NEW YORK—Scott English has been appointed head of Big 7 Music, according to an announcement released by Hugo and Luigi in association with Morris Levy of Roulette Records. Scott was previously with Claus Ogerman's firm, Helios Music.

'Eve of Destruction' Has Its Day

By NICK BIRO

CHICAGO — Barry McGuire's "Eve of Destruction" may be too controversial for the city's middle-of-the-road radio stations, but it represents a new trend in music, according to WLS and WCFL, the city's rockers.

The record also has all the earmarks of being a hit in terms of retail sales. Bob Garmisa, of Garmisa Distributing Co., says he's moved 17,000 copies in the Chicago area in the past three weeks.

Fred Sipiora, of Singer One-Stop, says he's sold 1,500 and has another 1,500 on order. "Dealers are starting to ask for the record," Sipiora says.

WCFL Broke Disk

WCFL broke the record in late July and was followed by WLS a week later. Some of the more conservative radio outlets, however, are keeping hands off.

Jack Williams, recently named program director at WIND, Group W's powerful middle-of-the-roader, termed the "Eve of Destruction" lyrics "sick." "It's not the sort of record we want to play for our audience," Williams said. WIND evaluates its playlist weekly, and Williams said "Destruction" has been voted down twice.

At NBC's WMAQ, Glenn Bell, program director, said:

"We're not playing it because it's too hard for our middle-of-the-road sound." Bell, however, said he felt the record will have the greatest impact on the world of pop music of any record issued in the past several years.

"If I were on a Top-40 station, I would play it," Bell said. "In fact, I would make it a pick."

Earmarks of a Hit

At kingpin WLS, Clark Weber, the station's new program director, said "Destruction" had all the earmarks of a hit. WLS' sister stations WXYZ, Detroit; WABC, New York, and KQV, Pittsburgh, all put it on the air at the same time.

Weber described "Destruction" as a "message record blending folk and r&b."

"It bites," he said.

The WLS music man feels that the British hold on pop music may be on the wane and that "Destruction" may represent a type of music which will "move up to fill the void."

WCFL's program chief Ken Draper predicted flatly that "Eve of Destruction" would be "a very big record."

"Pop music doesn't create taste, it reflects it," Draper said. He said he felt that "protest music" was already a trend. "It's a little frightening, it makes us look at ourselves, but it's here," Draper said.

The WCFL programming chief said the McGuire record was nothing more than a logical follow-up to other "protest" disks done by such artists as Sonny Bono, Bob Dylan, Sonny and Cher and Jody Miller.

"Tragedy is nothing new to music," noted Draper. "Operas are filled with it, and people consider it art. When people hear it in a pop song lyric, it shakes them up a little."

Liberty Buys Record Plant

HOLLYWOOD—Liberty Records has purchased Research Craft, a pressing plant, and will operate the facility as a subsidiary under the current management.

Former President Al Ellsworth has joined Liberty as the plant's general manager. The facility has 16 presses and will service both Liberty and custom clients, Liberty President Al Bennett said.

The plant, a custom servicer to other labels, is Liberty's first company-owned factory. The purchase came right on the heels of the company's 10th anniversary and is a continuation of the corporation's expansion policies. It recently purchased World Pacific, a jazz line. The factory is located at 1011 North Fuller Avenue, Los Angeles.



STANLEY MILLS, general professional manager of Mills Music, receiving a bouquet and a plaque at a recent convention of Teleflora at the Shoreham Hotel, Washington, D. C. The occasion commemorated Mills' promotion of flowers through its copyrights, "Red Roses for a Blue Lady" and "Thanks, Mr. Florist." Stanley is continuing the flower kick. He's now working on Mills' "Millions of Roses," recorded by Steve Lawrence on Columbia and James Darren on Warners.

Flexible Looking for The Post-Hit Market

CHICAGO — Flexible Records, heretofore restricted largely to giveaway promotions, might eventually open a big post-hit market for record manufacturers.

So speculates Lawrence Johnson, sales manager for the Eva-Tone Co. here, manufacturer

of a paper-thin recording medium called "sound sheets."

A division of the American Evatype Corp., Eva-Tone has been manufacturing the sound sheets in their present form for three years at its plants in nearby Deerfield, Ill., offering them for use as mailing pieces, financial reports, product instruction, sales training and packaging inserts. Price for the 7½-inch sheets, recorded at 33½ rpm, is about 6 cents each.

Eva-Tone sound sheets were bound into the August 1965 issue of the National Geographic as a part of a 73-page special portrait of Sir Winston Churchill. Recorded by Decca, the sound sheet featured David Brinkley's narration of the Churchill funeral and excerpts of Sir Winston speeches.

Fidelity of the sound sheet recording was extraordinary, quite up to the sound of the average 45-rpm single.

Johnson does not rule out the possibility of a retail application of the sound sheets and called attention to the flexible records being sold in Japan.

"Using French equipment," said, "a Japanese company is manufacturing sound sheets, four recordings to a sheet, and selling them for about a dollar.

The sound sheets feature only songs that have been bled to death as hits on solid disks and sell at about a dollar each. Thus, the company gets more mileage out of the song, and the record buyer gets a bargain. He is certain of getting four good songs instead of a good number on one side of a disk and something questionable on the other."

Johnson said that U. S. makers could do the same thing.

Gov. Kerner Hails Fest

CHICAGO — Illinois Gov. Otto Kerner praised the sponsor of the Chicago Jazz Festival scheduled for Aug. 13-15 and expressed the hope that the event will become annual.

Kerner told the festival sponsors last week: "You have assembled an outstanding program of artists, which, I am certain, will attract jazz enthusiasts from throughout the nation. We are proud that you have seen fit to stage this Festival in our great State."

Co-producers are George Wein, Chicago sportsman Michael Butler and Downbeat magazine publisher John Maher.

Revercomb Jaunt

HOLLYWOOD — Imperial's general manager Ken Revercomb is on a five-week domestic jaunt to distributors as a follow-up to the parent company's recent national sales convention.

Revercomb is discussing new fall LP product and will schedule meetings with his district sales manager, Dick Bowman, in the South; Jack Bratell, Midwest, and Mel Fuhrman, East.

Rick Frio, Imperial's national sales manager, will take a trip upon Revercomb's return.

Donovan to Make New U. S. Tour

NASHVILLE—Donovan, the English folk singer who was a big hit at the recent Newport Folk Festival, will be back in the U. S. this fall for a concert tour which will include an appearance at Carnegie Hall.

The tour will cover from the last week of October to the first week of December. Donovan records in England for Hickory Records. The tour is being booked by Acuff-Rose Artists Corp. of Nashville.



TWO SIX-FOOT HERO SANDWICHES were presented to the staff of Kapp Records by Bob Booker and George Foster, who produced Kapp's "You Don't Have to Be Jewish" album. Kapp secretaries Shelia Horn and Pat Costello eye the six-foot goodie, which the Kapp pack later chomped through.

WAY TO GET SINGLE ON THE BOARDS

NASHVILLE — New artist Jack Merlin of Hickory Records came up with a different approach last week in promoting his first single. He mailed out three sheets of four by eight ft. plywood boards.

The big boards, painted as postcards, were mailed to DJ Gene Taylor at WLS in Chicago and Dick Clark and Lloyd Thaxton in Hollywood.

Merlin's record, "Are You?" by veteran songwriter Boudleaux Bryant, was attached to the board with a message asking that they play it.

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 Overseas rates on request.

Company _____
 Name _____
 Address _____
 City _____ State & Zip _____ Title _____
 Type of Business _____

HANNA-BARB., AFM IN ACCORD

HOLLYWOOD—The American Federation of Musicians has reinstated Hanna-Barbera Records after canceling its recording pack several weeks ago. Local 47 President John Tranchitella said the termination of the agreement followed a technical misunderstanding of the pact by company personnel. "We are convinced that any violations of the agreement were certainly not intentional on the company's part," Tranchitella said.

TAPE CARTRIDGE TIPS

by Larry Finley

IT'S now official that Ford is announcing the availability of an eight track tape cartridge stereo unit as optional equipment in its '66 line. Their ads will break" the latter part of September.

The industry has been waiting for this word. We at ITCC are especially happy about it, as we are the only ones already in production on both the four and eight track cartridges, and are the only ones in the industry who can supply both.

To "blow our own horn," we are the only company that produces continuous loop tape cartridges, offering 29 big name labels consisting of 619 complete single albums as well as 115 double albums in both the four and eight track. Playing time runs from one-half hour to two full hours of beautiful stereo reproduction.

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Brave New Sound Sweeping Nation: Rock + Folk + Protest

• Continued from page 1

its fall program would include a heavy dose of the rocking urban folk product.

This week Verve-Folkways, another folk label, said it would branch into the folk-rock field this fall.

Sound and Message

With many notable exceptions, folk music has been more concerned with the message and the narration than it has been with the sound. And rock music has been more concerned with the sound than the message.

The latest development has been to take the rock sound and instrumentation and use folk-oriented lyrics. The singer or group has something to say. Until recently, the message would be delivered with a guitar and a plaintive voice. Now it's delivered, often with a group, by hard rock instrumentation.

A case in point is Barry McGuire's "Eve of Destruction," released last week on Dunhill. The beat is solid, but the lyric, aimed at teen-agers, deals with the dropping of a nuclear bomb.

Jody Miller's "Home of the Brave" on Capitol, which defends the right of youngsters to



SONNY AND CHER incorporate the instrumentation and delivery of rock with the folk message.

dress as they see fit, is another on the folk protest genre which is served up with a rock beat.

Donovan, Hickory artist currently on the charts with "Colours," falls in the same category.

The reconstituted Highwaymen, making their first ABC-Paramount album, have come

out with a Bob Crewe-produced rock sound, but the message remains in the folk idiom.

The songs are plain enough. Traditional folk, while it will continue to serve its specialized market, and what has come to be considered rock music, is being influenced to a major degree by the folk lyric.

BEATLES DISK INTERVIEWS

NEW YORK—Radio stations who would like a free record of open-end interviews with the Beatles may obtain it by writing I-N-S, G.P.O. Box 1112, New York 1, N. Y. 10001. The interviews were recorded during the first and second American tours of the Beatles by Ed Rudy and the recordings contain more than 80 questions. The package comes complete with script. If you desire faster service in getting the recordings, enclose \$1.

Mell Promoted By Kama-Sutra

NEW YORK—Frank Mell has been promoted to vice-president at Kama-Sutra, independent production company and record label. He will be in charge of administration and will also head K-S's publishing arm, Tender Tunes.

Next month Kama-Sutra moves into larger quarters at 1650 Broadway, and incorporates under a new name—World of Kama-Sutra.

Average Profits of Radio Station Up 7.5% Over '63

WASHINGTON—The average profit of a radio station in 1964 was up 7.5 per cent over 1963, according to a report just released by the National Association of Broadcasters. William L. Walker, director of the broadcast management department, said that a survey also found broadcasters anticipate increases in revenue this year of 3 per cent in radio, 5.4 per cent in TV.

The survey indicated that a typical radio station had total revenues of \$121,100 and total expenses of \$112,000, leaving a before-taxes profit of \$9,100. Most radio revenue came from local advertisers—86.3 per cent—with the remainder from national and regional advertisers.

The cost of programming at these stations was 33.1 per cent of the total expenditures, while general and administrative costs accounted for 38.9 per cent of the total cost. Selling accounted for 18.6 per cent, technical 9.4 per cent.

TV profits were up a record

18.1 per cent. A typical TV station had total revenues of \$1,266,600 after agency and representative commissions and expenses of \$1,307,300, leaving a before-taxes profit of \$229,300. TV stations expected a 5.4 per cent increase in revenue in 1965.

Frank Sweeney Exits WKNR

DETROIT—Frank Sweeney, music director and morning air personality of WKNR-Radio here, resigned Saturday (7) after finishing his morning show. Frank Maruca, program director, said that Paul Cannon, former all-night man at the Top 40 station, has been named music director. Jim Jeffries of sister station WKFR, Battle Creek, Mich., has been brought in to handle DJ chores on a temporary basis.

Maruca said Sweeney had been planning to give up his air time on Aug. 23 to devote himself strictly to music director duties. He did not give any reason for Sweeney's resignation.

Market Chart Set

• Continued from page 1

Billboard's Hot 100 and Top LP's charts.

The purpose of this service is to chronicle the changing positions of singles in the individual markets. It is aimed as a programming service to broadcasters within the markets and as a buying guide to the dealers in each of the metropolitan centers covered.

Billboard was the first to introduce charts in the music record industry more than a quarter of a century ago. The new in-depth list marks a new first for the industry, according to Hal B. Cook, Billboard's publisher.



TOM JONES signs autographs during a personal appearance at Barker's department store in Bridgeport, Conn. Store officials termed it one of the most successful promotions of its kind.

CASH CASHES IN ON TREND, TOO

NEW YORK—The country music field also has its artists who are dipping into the folk-protest-message trend. Columbia Record's Johnny Cash recently stated that Bob Dylan's work is having a tremendous influence on him at present. Cash often uses Bob Dylan's songs in his personal appearances and has recorded them.

Recently country artist Johnny Sea opened at the Bitter End in New York and paced his own material—much of it message-flavored—with protest or hard folk material, including "Masters of War," written by Dylan.

Gregory Shot In Coast Riot

LOS ANGELES—Dick Gregory, comedian who has recorded for Colpix and Vee Jay Records, was shot early Friday morning (13) while attempting to convince rioters to go home. A small calibre bullet, fired from the mob, entered his left thigh. He was not seriously wounded.

According to Don Smith, chairman for the Los Angeles Congress of Racial Equality, "Dick was talking to a group of people telling them that their wives and children were in danger when guns were fired from across the street."

He fell, got up, then continued talking to the rioters and succeeded in preventing further shooting.

The riots were set off Wednesday night (11) when a white policeman arrested a Negro driver on a drunken driving charge.

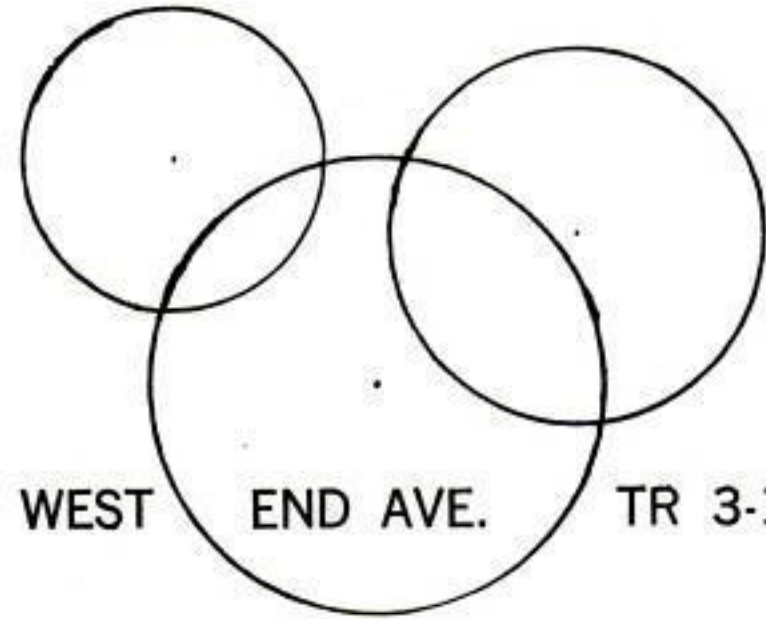
CIVIC TRIBUTE FOR RANDALL

CLIFTON, N. J.—Frankie Randall, RCA Victor recording artist, gets a special civic tribute at the Central Theater, Passaic, N. J., Tuesday (17). The night, sponsored by the New Jersey District 4 of Unico National, is being held in conjunction with the local showing of his first starring film, "Wild on the Beach," released through 20th Century-Fox. Victor is releasing the soundtrack.

Randall, a native of neighboring Clifton, will perform a one-hour club act with backing from a 14-piece orchestra.

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Rebellion Way of Kids' Life: Writing Team on Protest Songs

By CLAUDE HALL

NEW YORK — One of the hottest songwriting teams around—the husband and wife duo of Cynthia Weil and Barry Mann—both feel that reason for the current boom in message-protest songs is that kids have always felt like protesting. Now the sound has become more commercial, a rock beat, allowing kids and young adults to identify with the music.

"There's no doubt that Bob Dylan is leader of the present movement, Mann said. "He's affected so many people with what he's writing and singing." The craze won't die, but it may evolve into something else, he said, "the way the Beatles have changed."

Weill and Mann have two songs presently on Billboard's Hot 100 that are message songs—Glenn Yarbrough's "It's Gonna Be Fine," No. 76, which The New York Times described as stressing "patience and hope in a problematic situation," and "We Gotta Get Out of This Place," No. 68, by the Animals, which The Times said is a song about "social entrapment and hope from the tedium of meaningless work."

Anyway you say it, the songwriting team is riding the crest of the trend toward message-protest songs with a hard rock beat. Their "Home of the Brave" has been recorded by both Jody Miller and Bonnie and the Treasures. One of the key lines—the song is about a boy barred from school because of his long hair—is "why won't

they let him be what he wants to be." Both records have received Billboard Spotlights. Mann said they song was written a year ago, but at that time no one would have played it.

"We don't consciously set down and say we're going to write a protest song," Mann said. His wife added, "Our last three songs haven't been protest songs." Because you have to be careful, said Mann. "You have to believe in what you're writing," she said. And he said he didn't want to write a song protesting about something he

wouldn't feel that same about tomorrow.

One of the reasons why the team feel they've been so successful lately is their demonstration records. "The production of a song today is equally important as the lyrics or the melody," Mann said. Miss Weill, who writes most the lyrics for their songs, said that they use the same musicians on each demo record they tape.

The team, of course, has been successful on their non-protest songs as well. Gene Pitney has

(Continued on page 47)



THE SONGWRITING TEAM of Cynthia Weil and Barry Mann take a break during a recording session to make a demonstration record of one of their songs.

Streisand and Lopez Shine at NY Concerts

NEW YORK—Barbra Streisand, the gifted girl with the Greenwich Village manner and the Londonderry air, was on target but failed to hit the bull's-eye at her West Side Tennis Club concert on Sunday (8).

One cannot fault her singing. She was in excellent vocal form, displaying the unique style, the clarity of tone, the range that make her one of the great new stars in the musical firmament today. She sang some oldies such as "I Got Plenty of Nuthin'," "When the Sun Comes Out," "My Man" and "Fine and

Dandy." She sang some newies from a forthcoming musical, "Yearling," including "When in Rome" and "Why Did I Choose You," and in between there were a few novelty-type tunes and humorous little anecdotes.

But there was no impact, just an appreciative response from the overflow audience of 15,000-plus who applauded politely and occasionally exchanged remarks with her—a factor even more surprising when one considers that the crowd consisted mainly of teen-agers and young

(Continued on page 47)

Belafonte and Troupe Toast of the W. Coast

LOS ANGELES—Harry Belafonte may be headquartered in New York City, but Los Angeles claims him for their own. This was evidenced Monday (9) when Belafonte and company opened at the Greek Theater, where in 1957 he developed his concert concept.

Belafonte's touring group includes five musicians, nine singers, country rural blues

singers Sonny Terry and Brownie McGhee and exciting Greek vocalist Nana Mouskouri.

Belafonte's concert concept involves total entertainment within dramatic lighting. The sold-out opening night audience (the theater had advance sales of \$250,000) loved Belafonte's songs and humor, tried and tested, and his adlib.

Seventeen songs were sung by Belafonte, touching on religious, folk, blues and calypso grounds. His voice was light and carefree on "Shake That Little Foot," but somber and

(Continued on page 47)

More Talent Stories
On Page 47

Leslie Uggams Delightful Treat at Cocoanut Grove

LOS ANGELES—Leslie Uggams' sophisticated singing style proved a delightful summer treat Tuesday (3) at the Cocoanut Grove.

There is an unbridled rhythmic quality in Miss Uggams' voice. Very often this characteristic to blend right in with a wailing arrangement lifts her out of the ordinary class of popular vocalists. She never strains to get a jazzy feeling. In this engagement, the Dick Stabile 13-piece brass orchestra had marvelous Luther Henderson arrangements to work with.

Henderson's pen turned "Gonna Build a Mountain" into a funky hora with lithe Leslie moving supplely around the huge stage while belting out the

lyrics. This ability to sing and dance at the same time was further evidenced on "Hard Day's Night," included in a show-stopping tribute to Mitch Miller. A prop of the sing-along leader stood stage center, its eyes and hands moving to indicate pleasure ("You Are My Sunshine") and displeasure ("My Momma Done Told Me").

Miss Uggams' skill in dramatically interpreting lyrics was showcased on "Who Can I Turn To?" "Somewhere," "The Last Time I Saw Paris" and "The Man I Love." The only flaw in her act was an uncomfortable coyness in chatter between songs. A small pittance, however, after such intense concentration. ELIOT TIEGEL

PEOPLE AND PLACES

"Houston," by Dean Martin, has pleased that Texas city of the song title so much that they will make him an honorary Houstonian. . . . Sept. 11 has been designated as country music square dance day at the New York Pavilion at the World's Fair. Among the country music groups who'll appear are Gracie and the Ranch Hands of Newburgh, N. Y.; Gil Rogers and the Country Playboys of Hyde Park, N. Y.; Donald La Plaute and the Country Ramblers of Stoney Point, N. Y.; Slein Sweeney and the Golden Nuggets of Stoney Point, N. Y., and Sonny Campbell and the Krazy Kounty Kuzzins of Port Jefferson, N. Y.

Shawn Elliott, whose new Roulette Record "The Joker" has just been released, will play a week at Miami's Fontainebleau beginning Aug. 17. . . . Dale Brooks, in London for a Dolphin Records session, will play a stint at La Dolce Vita, New Castle, England, Aug. 16-23. . . . Leslie Uggams, who'll be in the movie "The Singing Nun," has been signed by MGM for two more movies.

The Standells, currently at P.J.'s Club, Hollywood, will take time out for an appearance on KCOP-TV's new weekly "Hollywood Discotheque" show due to air Aug. 23. . . . Burt Jacobs is talent buyer for the new rock 'n' roll "Hollywood Discotheque" show over KCOP-TV, Hollywood; Kip Walton and Jim Schatz are director and producer.

The Kim Sisters, whose latest release on Monument Records is "Ticky Ticky Took," has left for a five-week tour of Europe. . . . Vivanne Greene is currently appearing at the Balcony Lounge at the World's Fair. . . . The Serendipity Singers at the Bitter End through Aug. 23; they leave the next day for concerts including Canton, Ohio, Aug. 24; Detroit, Aug. 26-Sept. 1; Essex, Vt., Sept. 2-3; Hershey, Pa., Sept. 4-6, and then a week's tour of Canada.

Patti Page opened at the new Copa Room at the Sands Hotel, Las Vegas, Aug. 11 for two weeks. . . . Nippon Columbia is plotting a New Christy Minstrels invasion of Japan based on the group's success with newly released Japanese vocals there. . . . Billy Eckstine and the Four Tops are among the acts headlining the Apollo Theater, New York, which opened the new season Aug. 13.

Margie Rayburn appears at the San Joaquin County Fair, Stockton, Calif., Aug. 19-23. . . . The Soul Brothers and Georgie Porgie and the Cry Babies are holding down the action at Trude Heller's, New York.

Robert Goulet opened a two-week stint at Hotel Thunderbird, Aug. 10. . . . Don Costa's DCP International Records will soon release an album, "Little Anthony and the Imperials—Royal Hits," by the group. . . . Ketty Lester will introduce her latest record, "I'll Be Looking Back," on TV's "Shindig," "Where the Action Is," "American Bandstand" and "Hollywood Discotheque." CLAUDE HALL



NANCY AMES, the girl who vocalized the theme song for two years of NBC-TV's "That Was the Week That Was," signs a recording contract above with Epic Records. Watching the proceedings are, from left, Ken Martell, Miss Ames' personal manager; Manny Kellern, Epic associate producer, and Leonard S. Levy, Epic vice-president and general manager. Her first single is due out soon.

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 132—Last Week, 141

* 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

TOM JONES—WITH THESE HANDS (Bloom, ASCAP)—Just as his hit "What's New Pussycat" starts to slip, comes this bluesy, soulful revival of the meaningful ballad. Jones builds it into an exciting production. A fast chart climber. Flip: "Some Other Guy" (Duchess, BMI) **Parrot 9787**

ELVIS PRESLEY—I'M YOURS (Gladys, ASCAP)—(IT'S A) LONG LONELY HIGHWAY (Presley, BMI)—Two sides from his film "Tickle Me" and both potential blockbusters. Top side is strong ballad material with straight, plaintive performance while the flip is a well-done blues rocker. **RCA Victor 8657**

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

DICKEY LEE—THE GIRL FROM PEYTON PLACE (Screen Gems-Columbia, BMI)—Hot follow-up to his hit "Laurie" is this new and well-written ballad from the pen of Lee and Reynolds, not to be confused with the TV theme song. Can't miss. Flip: "A Girl I Used to Know" (Glad & Jack, BMI). **TCF-Hall 111**

THEM—IT WON'T HURT (HALF AS MUCH) (Web IV, BMI)—Pulsating, hard-driving and powerful follow-up to their "Here Comes the Night." Wails from start to finish. Flip: "Gonna Dress in Black" (Bernice, BMI). **Parrot 9784**

MARY WELLS—ME WITHOUT YOU (Shakewell, BMI)—Soulful blues beat ballad is this sure-fire entry that should put the soft warbler rapidly up the charts. Flip: "I'm Sorry" (Josco-Shakewell, BMI) **20th Century-Fox 606**

GUESS WHO—HEY HO WHAT YOU DO TO ME (Flomar, BMI)—Hot on the heels of "Shakin' All Over," this rocker with catchy lyric is another sure winner. Flip: "Goodnight Goodnight" (Expressions-Flomar, BMI). **Scepter 12108**

ZOMBIES—WHENEVER YOU'RE READY (Mainstay, BMI)—A rockin' ballad serves as a strong follow-up to "Want You Back Again" destined for a fast chart item. Flip: "I Love You" (Mainstay, BMI). **Parrot 9786**

BETTY EVERETT—TO HOT TO HOLD (Flomar, BMI)—Charged with electricity is this gospel-oriented rouser, a natural for fast chart action. Powerful vocal performance. Flip: "I Don't Hurt Anymore" Hill & Range, BMI). **Vee Jay 699**

MIKE SETTLE—BHUBEE BABY (Hollis, BMI)—Hot debut for the folk-oriented blues shouter is this wailer performed in a raucous, funky beat. Hit sounds throughout. Watch this one! Flip: "Funny Feeling" (Hollis, BMI). **RCA Victor 8656**

CHART Spotlights—Predicted to reach the HOT 100 Chart

GEORGIE FAME—Like We Used to Be (Miller, ASCAP). **IMPERIAL 66125**
BOBBY DARIN—That Funny Feeling (T. M., BMI) **Capitol 5481**
BOB MORRISON—Let Her Go, Little Heart (South Mountain, BMI). **COLUMBIA 43368**
STEVE ALAIMO—Blowin' in the Wind (Witmark, ASCAP). **ABC-PARAMOUNT 10712**
STEVIE WONDER—High Heel Sneakers (Medal). **TAMLA 54119**
BITTER END SINGERS—King Lonely the Blue (Rumbalero, BMI). **MERCURY 72469**
JORGEN INGMANN—Zorba (Miller, ASCAP). **ATCO 6370**
THE VEJTABLES—I Still Love You (Taracrest, BMI). **AUTUMN 15**
DON GANT—High Hoss Baby (Acuff-Rose, BMI). **HICKORY 1317**
DON & THE GOODTIMES—Little Sally Tease (Burdette, BMI). **DUNHILL 4008**
DENISE GERMAINE—He's a Strange One (Metric, BMI). **ABC-PARAMOUNT 10645**
JOHNNY HARTMAN—Yesterday's Roses (Damian, ASCAP). **ABC-PARAMOUNT 10714**
THE BOYS NEXT DOOR—Why Be Proud (Ringneck, BMI). **SOMA 1439**
SANDY NELSON—Drums A Go-Go (Drive-In, BMI). **IMPERIAL 66127**
JOE & EDDIE—I Got You (Viva, BMI). **CRESCENDO 355**

RONNIE DOVE—I'LL MAKE ALL YOUR DREAMS COME TRUE (Picturetone, BMI)—With his winning sing-a-long style Dove has another top-of-the-chart contender in this familiar ballad melody that will fast take the place of his "One Kiss for Old Times' Sake." Flip: "I Had to Lose You" (Picturetone, BMI). **Diamond 188**

ANDY WILLIAMS—AIN'T IT TRUE (Wemar & Claudine, BMI) — A wailing, soulful Williams emerges in this hard-driving, rocking blues number destined for a rush up the charts. Left-field smash. Flip: "Loved One" (Mayfair, ASCAP). **Columbia 43358**

JOAN BAEZ—THERE BUT FOR FORTUNE (Applesseed, BMI)—Currently climbing the British charts, the classic folkster should equal the heights on the U. S. charts with this moving Phil Ochs ballad. Flip: "Daddy You Been On My Mind" (Witmark, ASCAP). **Vanguard 35031**

JOHNNY PRESTON—YOU CAN MAKE IT IF YOU TRY (Conrad, BMI)—Clear powerhouse vocal backed by a solid beat on a real ballad mover that never quits. Flip: "Sounds Like Trouble" (Hall-Clement, BMI). **TCF-Hall 110**

THE ECHOES—I LOVE CANDY (Blue Balloon, BMI)—Marking their debut on the Ascot label, the group comes up with tasteful material commercially arranged in today's pop music vein. A winner. Flip: "Paper Roses" (Lewis, ASCAP). **Ascot 2188**

MITCH RYDER—I NEED HELP (Saturday, BMI)—A rousing discotheque number with strong vocal work that rocks and wails all the way. Hitsville. Flip: "I Hope" (Saturday, BMI) **New Voice 801**

RAY CHARLES SINGERS—MY LOVE, FORGIVE ME (Gil, BMI)—Smooth, polished revival performed in the hit style of the Charles singers. A programming and juke box winner, headed for the charts. Flip: "My Guitar and My Song" (Wendy, ASCAP). **Command 4073**

MICHAEL ALLEN—WHERE FM WANTED (Saturday, BMI)—Unique vocal performance of an easy-go Bob Crewe piece of material. Clever arrangement should find its way up the charts. Flip: "Love Me Now" (Saturday, BMI). **MGM 13385**

TOKENS—THE BELLS OF ST. MARY (Benell, BMI)—The Crosby classic gets a powerful pop workover that should spiral it up the charts. Flip: "Just One Smile" (January, BMI). **B. T. Puppy 513**

BUCKINGHAM IV—Endless Sleep (Johnstone-Montel-Elizabeth, BMI). **IMPERIAL 66124**
JERRY KELLER—She's Just a Quiet Girl (Mae) (Miller, ASCAP). **REPRISE 0397**
ANDREA CARROLL—Sally Fool (Metric, BMI). **RCA VICTOR 8618**
SOUP GREENS—That's Too Bad (Peer, BMI). **GOLDEN RULE 5000**
THE MANCHESTERS—I Don't Come From England (January, BMI). **VEE JAY 700**
THE SUPERBS—My Heart Isn't in It (Leeds, ASCAP). **DORE 741**
THE OVERLANDERS—Rainbow (Leeds, ASCAP). **HICKORY 1327**
LEE GARRETT—I Need Somebody (Screen Gems-Columbia, BMI). **WORLD ARTISTS 1061**
THE FEARSOME FOURSOME—Fly in the Buttermilk (Gullay, BMI). **CAPITOL 5482**
JOHNNY AND THE CANADIANS—Say Yeah! (Nebbish, BMI). **COLUMBIA 43353**
KNIGHT OWLS—Goody Galum-Shus Fabulo Scrum-Shus (Picturetone, BMI). **CAMEO 379**
THE WHISPERS—As I Sit Here (Hillary, BMI). **DORE 740**
THE LOST ONES—Trouble in the Streets (Radford, BMI). **VALIANT 721**
(SHY) CLYDE OWENS—Pitching Wishing Pennies (Peach, SESAC). **GREAT 1040**

COUNTRY SPOTLIGHTS

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

WAYLON JENNINGS—STOP THE WORLD (AND LET ME OFF) (4 Star, BMI)—The Carl Belew country rouser has equal possibilities in the pop vein with this fine Jennings interpretation. Flip: "The Dark Side of Fame" (Harbot, BMI). **RCA Victor 8652**

BOBBY BARE—JUST TO SATISFY YOU (Irving & Parody, BMI)—Strong follow-up to his hit "It's Alright" is this well-written Bowmen-Jennings ballad with a smooth rhythm backing. Flip: "Memories" (Central Songs, BMI). **RCA Victor 8654**

BOBBY GRIGGS—THAT'S NOT WHAT HE'S GOT ON HIS MIND (Tree, BMI)—Tremendous piece of country material serves as a strong Tower Records debut for the popular Griggs. Should make it up the country charts in short order. Flip: "Cotton Picker" (Tree, BMI). **Tower 159**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

WYNN STEWART—I Keep Forgettin' That I Forgot About You (Yonah, BMI). **CAPITOL 5485**
MARY TAYLOR—Before He Was Yours, He Was Mine (Central Songs, BMI). **CAPITOL 5484**
THE TEXAS TROUBADOURS—Leon's Guitar Boogie (Window, BMI). **DECCA 31837**
GINNY WRIGHT—(The Answer To) The Bridge Washed Out (Peach, SESAC). **CHART 1250**
MARK WAYNE—Blue Party (Pamper, BMI). **BOONE 1030**
MAX POWELL—A Taste of Heaven (Forest Hills, BMI). **DECCA 31829**
BETTY ROGERS—He's Not in Your World (Four Star, BMI). **JED 009**
VON STAR—If It Satisfies Your Mind (Billie Fran, BMI). **BILLIE FRAN 100**

R&B SPOTLIGHTS

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

OTIS REDDING—RESPECT (East-Time-Redwal, BMI)—A wailing blues belter that can't miss hitting the top of the chart. Flip: "Ole Man Trouble" (East-Time-Redwal, BMI). **Volt 128**

FRED HUGHES—YOU CAN'T TAKE IT AWAY (Custom, BMI)—Big band backs a soulful blues rhythm ballad in this hard-to-beat Hughes style. A blockbuster. Flip: "My Heart Cries Oh" (Custom, BMI). **Vee Jay 703**

BILLY BUTLER—(I'VE GOT A FEELING) YOU'RE GONNA BE SORRY (Custom, BMI)—A sure-fire, hard-driving rhythm ballad with tasty wailing from Butler. Hot chart mover. Flip: "(You Make Me Think) You Ain't Ready" (Curton-Jalynne, BMI). **Okeh 7227**

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

THE OVATIONS—I'm Living Good (Fame, BMI). **GOLDWAX 117**
DON BRYANT—Don't Turn Your Back On Me (Jec, BMI). **HI 2095**
JIMMY REED—I'm the Man Down There (Conrad, BMI). **VEE JAY 702**
CORKY WILKIE—Little by Little (Leeds, BMI). **HBR 448**
KINGS AND QUEENS—I Can Feel It (Meager, BMI). **ASCOT 2185**
JIMMY BRAND—Fly in the Buttermilk (Meager, BMI). **PRESTIGE 360**
THE MODERN REDCAPS—Empty World (Palmina-Zig Zag, BMI). **LAWN 254**
X-CELLENTS—Hey, Little Willie (Miami, BMI). **SMASH 1996**
TRIBE—Dancing to the Beat of My Heart (Little Guy, BMI). **COLUMBUS 1042**
PRECISIONS—You're Sweet (Mah's, BMI). **D-TOWN 1055**
RICHARD MOOREHEAD—You Must Cry Alone (Meager, BMI). **AURA 88121**

BILLBOARD, August 21, 1965

The Voice of the Uncommon Man **ADLAI STEVENSON**

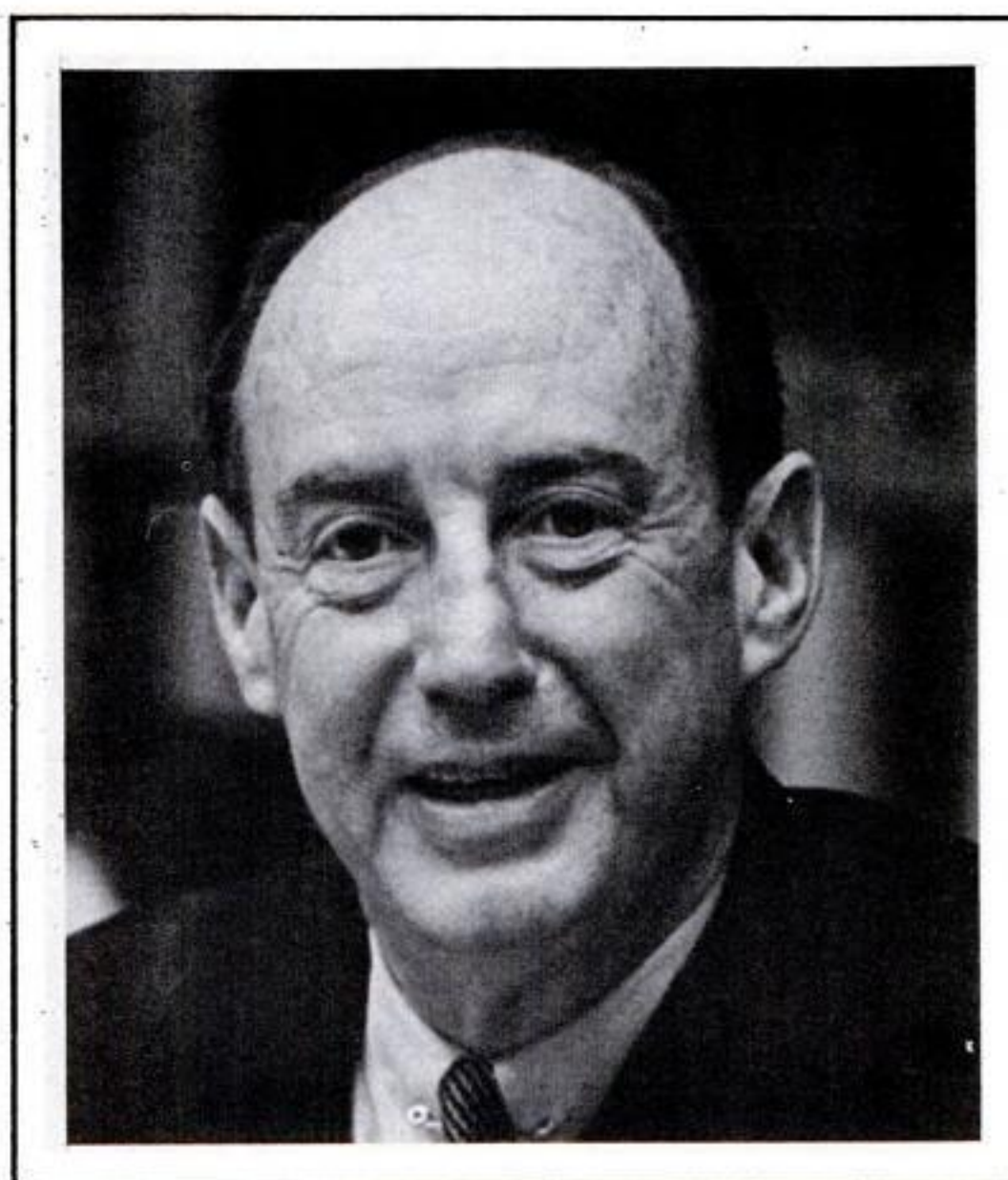
The voice of a most uncommon man was stilled on July 14, 1965.

Adlai Stevenson was fatally stricken as he enjoyed a stroll along Upper Grosvenor Street in London on a warm and glowing mid-summer afternoon.

The shock of his death spread sorrow through the free world and through much of the world behind the Iron Curtain. For this was a man whose dignity and appeal knew no barriers. And the esteem in which Adlai Stevenson was held by the world did us honor because he spoke for us in the forum of the world—the U.N., an institution which he had helped to found.

But how cold his words appear on the printed page. How flat and grey they seem without the voice that powered them to greatness. The Stevenson voice—a reedy, but clear and handsomely cultured sound—made the witty quips sting and the eloquent phrases sing.

His was, truly, the voice of an uncommon man.



And you had to hear it to begin to realize how this American used language. He was articulate, but he was more than that. His words nourished us, gave us courage, spoke what we felt...to Russia or the U.N. or the Democrats or the Republicans, or even to each other.

The voice of this uncommon man is stilled, but not forever. His words live in print and, through recordings, in this album as well as in miles of film and videotape.

He will no longer be here to comment upon the issues and crises of our days. But we do have his words, not the memory of them, but the actual words to hear again and again, to draw on for purpose, to savor for their feeling.

And through such living documents as this album we hand these words on to generations yet to come so that they, too, may be touched by his greatness, moved by his eloquence.

In this way we perpetuate his memory. In this way we keep alive for all time the voice of the uncommon man.

Hear the Sound of History on... **MGM** E-4329 D



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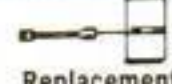
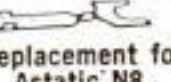


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\$7.95 ea. suggested list	your cost \$1.39 ea.	 Replacement for G.E. VR11. Order #1470D Monaural.	 Replacement for Ronette BF40. Order #1504D Stereo.	 Replacement for Electrovoice 21D, 26D. Order #1506D Stereo.
 Replacement for Astatic N8, Vaco ST20, 40, Ronette T0200. Order #1464D Monaural.	 Replacement for Astatic N8, Ronette T0200, Vaco ST20, 40. Order #1464XD Stereo.	 Replacement for B.S.R. TC8. Order #1513XD Stereo.	\$6.95 ea. suggested list	your cost \$1.29 ea.

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

RONNETTE #BF40 1504-12
No. 1504
TIP: SAPPHIRE
SPEED: LP/STEREO
USE FOR: Ronette-Stereo BF 40
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.
RETAIL PRICE **\$30** PER CARD
\$6.00 per card

ELECTROVOICE #21D, 26D 1506-12
No. 1506
TIP: SAPPHIRE
SPEED: LP/STEREO
USE FOR: Electro-Voice Stereo 21D, 26DST.
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.
RETAIL PRICE **\$30** PER CARD
\$6.00 per card

SONOTONE #2T 1385-12
No. 1385
TIP: SAPPHIRE
SPEED: ALL
USE FOR: Sonotone-W9980 & 2TS.
INSTRUCTIONS: Life spring clip under cartridge to remove old holder. Replace in similar fashion.
RETAIL PRICE **\$42** PER CARD
\$9.00 per card



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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE Artist, Label & Number	Weeks on Chart
1	1	1	5	SAVE YOUR HEART FOR ME... Gary Lewis & the Playboys, Liberty 55809	4
2	2	3	7	HOLD ME, THRILL ME, KISS ME Mel Carter, Imperial 66113	10
3	3	14	19	YOU WERE ON MY MIND... We Five, A&M 770	8
4	5	7	8	YOU'D BETTER COME HOME... Petula Clark, Warner Bros. 5643	7
5	10	34	—	HOUSTON... Dean Martin, Reprise 0393	3
6	4	2	4	THEME FROM "A SUMMER PLACE"... Lettermen, Capitol 5437	10
7	6	4	2	TOO MANY RIVERS... Brenda Lee, Decca 31792	12
8	8	9	11	ONE DYIN' AND A BURYIN'... Roger Miller, Smash 1994	7
9	11	24	—	IT'S TOO LATE, BABY TOO LATE Arthur Prysock, Old Town 1183	3
10	12	13	15	MOON OVER NAPLES... Bert Kaempfert & His Ork, Decca 31812	8
11	13	17	20	HERE I AM... Dionne Warwick, Scepter 12104	8
12	15	36	—	MOONLIGHT AND ROSES... Vic Dana, Dolton 309	3
13	9	15	18	IT'S GONNA BE FINE... Glenn Yarbrough, RCA Victor 8619	7
14	18	29	33	SUMMER WIND... Wayne Newton, Capitol 5470	4
15	20	—	—	IS IT REALLY OVER?... Jim Reeves, RCA Victor 8625	2
16	26	—	—	TWO DIFFERENT WORLDS... Lenny Welch, Kapp 689	2
17	17	19	21	FLY ME TO THE MOON... Tony Bennett, Columbia 43331	7
18	19	23	26	OOWEE, OOWEE... Perry Como, RCA Victor 8636	4
19	14	20	23	CANADIAN SUNSET... Sounds Orchestral, Parkway 958	6
20	22	33	37	WHERE WERE YOU WHEN I NEEDED YOU... Jerry Vale, Columbia 43337	4
21	23	—	—	YOU CAN'T BE TRUE, DEAR... Patti Page, Columbia 43345	2
22	25	31	36	THE SWEETHEART TREE... Johnny Mathis, Mercury 72464	5
23	24	27	31	I DON'T WANT TO LIVE (Without Your Love)... Bobbi Martin, Coral 62457	4
24	27	32	34	THE SWEETHEART TREE... Henry Mancini, His Ork & Chorus, RCA Victor 8624	6
25	21	21	22	AFTER LOVING YOU... Della Reese, ABC-Paramount 10691	7
26	7	5	3	MARIE... Bachelors, London 9762	12
27	28	—	—	I CAN'T BEGIN TO TELL YOU... Buddy Greco, Epic 9817	2
28	36	—	—	SIMPLE GIMPEL... Horst Jankowski, Mercury 72465	2
29	37	—	—	SUMMER WIND... Roger Williams and the Harry Simeone Chorus and Ork, Kapp 55	2
30	34	—	—	NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT... Samita Jo, Epic 9821	2
31	30	23	32	MOONGLOW & THEME FROM PICNIC... Esther Phillips, Atlantic 2294	5
32	—	—	—	BECAUSE YOU'RE MINE... James Darren, Warner Bros. 5648	1
33	40	—	—	I'M LETTING YOU GO... Eddy Arnold, RCA Victor 8632	2
34	—	—	—	I'M LOSING YOU... Aretha Franklin, Columbia 43333	1
35	—	—	—	MILLIONS OF ROSES... Steve Lawrence, Columbia 43362	1
36	—	—	—	OLD CAPE COD... Four Freshmen, Capitol 5471	1
37	—	—	—	THE SILENCE (Il Silenzio)... Al Hirt, RCA Victor 8653	1
38	—	—	—	WHERE DOES THAT LEAVE ME... Nancy Wilson, Capitol 5455	1
39	—	—	—	HAPPINESS IS... Ray Conniff & the Singers, Columbia 43352	1
40	35	16	17	THEME FROM HARLOW (Lonely Girl)... Bobby Vinton, Epic 9816	7



Says England:

**"You can have the Beatles!
...Give us Joan Baez!"**

England's No. 1 Female Vocalist

JOAN BAEZ

her latest single...

**"THERE BUT
FOR FORTUNE"**

B/W "DADDY, YOU BEEN ON MY MIND" VRS-35031



Currently No. 7 on the English charts - headed for No. 1

Page 2—MELODY MAKER, July 31, 1965

MELODY MAKER POP 50

1	(-)	HELP!	Beatles, Parlophone
2	(1)	MR. TAMBOURINE MAN	Byrds, CBS
3	(7)	YOU'VE GOT YOUR TROUBLES	Fortunes, Decca
4	(11)	WE GOTTA GET OUT OF THIS PLACE	Animals, Columbia
5	(2)	HEART FULL OF SOUL	Yardbirds, Columbia
6	(8)	THERE BUT FOR FORTUNE	Joan Baez, Fontana
7	(5)	IN THE MIDDLE OF NOWHERE	Dusty Springfield, Philips
8	(16)	CATCH US	Hollies, Parlophone
9	(4)	I'M ALIVE	Elvis Presley, RCA
10	(3)	THE CHAPEL	Sam the Sham, MGM

Friday, July 30, 1965
NEW MUSICAL EXPRESS *

NME TOP THIRTY
FIRST-EVER CHART IN BRITAIN
—AND STILL THE FIRST TODAY!
(Wednesday, July 28, 1965)

Last This Week	1	HELP!	Beatles (Parlophone)	1-1
	2	MR. TAMBOURINE MAN	Byrds (CBS)	6-1
	3	YOU'VE GOT YOUR TROUBLES	Fortunes (Decca)	4-3
	4	WE GOTTA GET OUT OF THIS PLACE	Animals (Columbia)	3-4
	5	HEART FULL OF SOUL	Yardbirds (Columbia)	8-2
	6	THERE BUT FOR FORTUNE	Joan Baez (Fontana)	4-7
	7	IN THE MIDDLE OF NOWHERE	Dusty Springfield (Philips)	6-5
	8	CATCH US	Hollies (Parlophone)	10-1
	9	I'M ALIVE	Elvis Presley (RCA)	3-14
	10	THE CHAPEL	Sam the Sham (MGM)	6-6
	11	WOOLY BULLY	Sam the Sham (MGM)	4-10
	12	CRYING IN THE CHAPEL	Hollies (Parlophone)	6-11
	13	WITH THESE HANDS	Elvis Presley (RCA)	10-1
	14	TO KNOW YOU IS TO LOVE YOU	Tom Jones (Decca)	3-14
	15	IN THOUGHTS OF YOU	Peter and Gordon (Columbia)	6-6
	16	ONE IN THE SHED	Sam the Sham (MGM)	4-10

**Joan Baez
High in Brit.**

LONDON—Joan Baez is now the Philips label's best selling artist in Britain. She bounced back with an unexpected single hit, "There But for Fortune."

In one week's recent lists of the Top 50 singles and Top 20 albums and EP's, Joan had three LP's, two EP's and two singles, a feat unequalled in this country by a female artist.

BILLBOARD, July 31, 1965

Now available in the U.S.A.



VANGUARD
RECORDS

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-66.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher and licensee information.

Table listing songs A-Z with publisher and licensee information.

Table listing songs A-Z with publisher and licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100.

**Which will get to the top first
...his new single or his new LP?**

TOM JONES

**"WITH
THESE
HANDS"**

9787



STEREO PAS 71006

TOM JONES

WHAT'S NEW PUSSYCAT?

also
includes

**WITH
THESE
HANDS**



Mono PA 61006

Stereo PAS 71006



Ortega: The Rage of Argentina

By CLAUDE HALL

BUENOS AIRES — A 24-year-old Argentinian singer who writes most of his own songs believes he has evolved the perfect formula for writing hit song: If, after dating a girl a few times, she hasn't inspired him to write a song "out she goes," said Palito Ortega.

There must be a lot of inspiring girls around Argentina because Ortega, who lives here, has not only written 80-plus songs, some of which have been hits by other artists, but has written and sung several of the tunes in the movies in which he starred.

Two songs he wrote — "El

Mapa" (The Map) and "Tante Amour"—won for him the first prize for writing and singing at the Festival de la Musica y el Canto in Hollywood on July 17. Furthermore, his album "Boleros" was in the top album charts of Argentina prior to his trip to the United States and the Hollywood music fest. "Calor," a single record, was in fifth or sixth place. Five of his records have been Latin-American equivalents of million-sellers.

The "Boleros" album — recorded in Brazil—will be released in the U. S. by Victor before the end of the year as part of an international push for the artist.

He will visit Spain in January

to star in a movie, for which he will write all the songs and sing them. Also, he hopes to make personal appearance tours soon in Japan. RCA Victor's Dario Soria, vice-president in charge of International liaison, said that the label will provide full backing of the Latin-American star wherever he goes.

He's also a TV star. Ortega has two weekly TV shows, one in Buenos Aires, the other in Montevideo. In addition he has a contract for a stage musical show in Argentina next March.

His biggest ambition? To record in Nashville for that Nashville Sound: He hopes to do so next year.



RCA VICTOR RECORDS' Dario Soria welcomes the label's Argentine star, Palito Ortega, to New York. Ortega, left, shows Soria, division vice-president in charge of the International Liaison Department, the first prize trophy he won for writing and singing at the Festival de la Musica y el Canto. Ortega was his country's representative in the contest.

CBS Germany, Magazine Tie-In

By OMER ANDERSON

FRANKFURT—CBS Schallplatten has linked up with Der Stern, West Germany's mass-circulation (around 2 million) illustrated magazine, to produce "Stern Musik," top pop LP's aimed at a mass market.

First release will feature Ray Conniff and Bobby Solo, the

1965 San Remo festival winner; Fats and His Cats, the Jacob Sisters, and the German top singers Bernd Spier and Hans-Juergen Baumler.

CBS will stress U. S. artists on "Stern Musik," according to the disk firm. Later releases will include the Supremes, Andre Previn and Barbra Streisand.

CBS's link-up with Der Stern

follows what has become a pattern of disk company-publishing house alliances. Electrola has a tie-in with Hoer zu, Germany's giant radio-TV guide (circulation: 5,000,000) and Ariola is a division of the Bertelsmann publishing empire.

The new trend is to use the mass circulation of German publications as a merchandising vehicle for records. It is reported that other major German disk companies are weighing link-ups with Quick and Revue magazines, each of which circulates over a million issues.

The modus operandi is for the disk firm and the publishing house jointly to decide titles—all low-priced LP's. The disk firm then produces the title and publishing house promotes it.

Attempts are made to infiltrate as much culture as the mass market will allow, and some partisans of the sound-and-text alliance argue that it promotes good music by placing the price within reach of the low-income bracket.

In a related development, Bertelsmann has just acquired controlling interest in the UFA film empire, and UFA artists and soundtracks will be made available to Ariola.

U. K. Pop Jazzfest Filmed By Epstein, U. S. Producer

LONDON — The three-day Richmond Jazz Festival (6-8), which attracted popular music fans from all over Britain, was filmed jointly by American producer Leon Mirrell for Selmur Productions and Brian Epstein's Subafilms, which was associated with making the new Beatles' film "Help!"

It was filmed by American twin 'Gemini' cameras in both film and VTR process; in both color and black and white. Mirrell and Epstein plan to make it available to the world for TV showing this fall. Mirrell has been in Britain filming acts for ABC-TV's "Shindig."

Popular stars of the jazz festival included Manfred Mann,

the Animals, the Yardbirds, the Moody Blues, Georgie Fame, the Who and the jazz bands of Kenny Ball and Chris Barber.

But there were many variations of the groups as opposed to their normal lineups. For example, the Animals were augmented with a brass section, Manfred Mann added a drummer so that Mike Hugg could play vibes. The event also highlighted the New Jazz Orchestra.

The filming was directed by Peter Croft and the festival was presented by Harold Pendleton and Georgio Gomelski on behalf of the National Jazz Federation.

Sales of Tapes Rise in Japan

TOKYO — Sales of pre-recorded stereo tapes, which are exempt from royalty payments, are on the rise in Japan.

Recording companies don't issue tapes of contemporary popular music. It's mostly classical.

The Japan Phonograph and Record Association has filed a formal request with JASRAC (the performance rights society) and the Ministry of Education for immediate establishment of a copyright royalty rate on recorded tapes.

Recorded tapes are distributed to subscribers by four Japanese background music suppliers — Muzak, Musitapes, Altofonic and Reditune.

Philips Shows Strong Fall Line

LONDON — Philips Records here gave a presentation of their fall program to their sales force and 450 London dealers last week. Making full use of the audio-visual method of slides and disk segments from new releases, general manager Darcy Glover and a&r men Johnny Franz, Jack Baverstock and Mike Hawker, dealt out some of the aces in the Philips, Mercury and Fontana pack this fall.

Mercury will get a big build-up with new U. K. artists, and the Mercury "Limelight" jazz series will have a strong promotion tie-in. Mercury a&r manager Mike Hawker has signed up five new groups for the label, plus Karl Denver and Trio, previously on British Decca. A new single on Mercury by Julie Rogers was issued Aug. 8 titled "Day by Day" which has every potential of doing for her what "The Wedding" did. Written by Gordon Mills, composer of "It's Not Unusual," it presents Julie in a new, up-tempo style as a change from ballads.

There are 25 albums in the Mercury program, including five soundtrack albums. Gould told the meeting that Mercury was also going out after show albums and results of these efforts would be seen during the next few months.

Popular Line

On the Philips album line, there are 13 issues, with Roger Miller's "The Return of Roger Miller" topping the list. Dusty Springfield, Walker Brothers, Nina Simone, Les Swingle Singers and Harry Secombe, Philips' Artist of the Month, are among them.

Fontana, which has a very strong folk and jazz line, has 43 albums scheduled, which include five from Joan Baez. Fontana's popular album issue of 13 disks includes guitarist Joe Pass's tribute to Django Reinhardt, in which members of the Vienna State Opera Orchestra and Choir have recorded with a jazz group.

The classical issues on Philips total 43 albums and there are six from Caedmon, four works

of Shakespeare, Sheridan's "The Rivals" and "Alice in Wonderland."

It was noticeable that the company has paid a good deal of attention to their jazz issues, an indication of anticipated growth in this area. This presentation sets the tone of confidence in a good market for the coming season.

Overseas guests at the meeting included: C. Fach, "who received a standing ovation for Smash success story," (Smash Records, U. S.), H. Cats (Fontana, Holland), E. Garretsen (Philips, Baarn), B. Spits (Philips, Baarn), L. Boudewijns (Phonogram, Holland), O. Wiss-holm (Nordisk Polyphon, Copenhagen), B. Lofberg (Philips-Sonora, Stockholm), W. Wilhelmson (Philips-Sonora, Stockholm), H. Duchable (Philips A. G., Switzerland), A. Dulaz (Philips, Paris), T. Rosengarten (Truton Pty., Johannesburg), R. Steyer (Philips Ton, Hamburg), A. Augustin (Philips Ton, Hamburg), R. Nolte (Philips Ton, Hamburg), R. Whittington (Mercury, Int'l, London).

MUSIC CAPITALS OF THE WORLD

HOLLAND

Gerry Oord, Bovema's president, last week welcomed Mr. Ishizaka, executive managing director of Toshiba Musical, Ltd. The Japanese guest, who is touring Europe, was interested in the company's Dutch productions. . . . Bovema's annual Kaag Talent contest concluded its final rounds at Warmond's Meerrust. The Markees, a five-piece hard-beat group, won the first prize. . . . Atlantic's newly signed avant-garde trumpeter Ted Curson, combining radio/TV shows and holidays, visited Gramophonehouse. His first album is expected to be released shortly. . . . Coming female star in Holland is Liesbeth List, the young songstress who was in the winning Dutch team of Knokke 1965. Liesbeth is a member of the popular Shaffy Chantant cabaret in Holland. Latest Liesbeth List release was "In October" b/w "Zo Lang." . . . The first CBS album by the Louis van Dyke Trio has become one of the best selling jazz LP's in this country. . . . The Shepherds doing their widely acclaimed act in Sleswijk's new 1965 show, also climb

individually: The female, third of the group, Helen Schaap, waxed "Puppet Doll" for Bovema's HMV label. RAYMOND DOBBE

LONDON

The Kinks' recording manager Shel Talmy has formed Mossy Music with Rolling Stone Bill Wyman mainly to exploit new American songs here. . . . The Karl Denver Trio, which had a string of major hits on Decca in 1962, has switched to Philips where it will be recorded by Mike Hawker for the Mercury label. . . . CBS has issued Bob Dylan's six-minute single "Like a Rolling Stone" and pressed special copies for dj's, putting it into two parts. . . . Donovan is considering an offer of a U. S. tour in the fall for promoter Harry Leventhal which would include a date at New York's Carnegie Hall. . . . Brian Epstein's film of the Beatles' concert at Shea Stadium on Sunday (15) will be made available to TV companies throughout the world for showing at Christmas if he considers it suitable. . . . Decca's Dave Berry undertakes promotional appearances in Belgium and Holland, commencing with a return to the casino at Knokke (where he won the recent song contest) on Sept. 17. . . . Marianne Faithfull has canceled American bookings set for the end of this month, including appearances in State fairs at Michigan and Ohio because of the baby she is expecting early next year and her recent collapse before a British concert. . . . Brian Poole and the Tremeloes will begin their third successive new year tour of Sweden Dec. 31.

On Columbia, EMI issued Buddy Greco's "Time's-a-Wasting" to coincide with his current season at London's Talk of the Town nitery; Pearl Bailey is expected to follow Greco in mid-September. . . . EMI has lost promotion manager Fred Exon to the international division of Deutsche-Grammophon. He will be based in Canada, but tours Europe and the U.S. before taking up his post next month. . . . CBS makes a move in the direct-to-retailer selling war by announcing that its Realm label will only be available from its factories and not through wholesalers. . . . The Pretty Things, Yardbirds and Unit Four Plus Two were the last three of 22 British acts signed by executive producer Leon Mirrell to be filmed during this London shooting for "Shindig." . . . Bob Barratt, formerly assistant to Columbia recording chief Norrie Paramor, has been made a full recording manager. . . . Polydor has issued 15 albums of interna-





VISITING LONDON RECENTLY to survey the British record scene and, hopefully, to persuade British artists to visit Japan to promote records, was Ishizaka, managing director of Toshiba, Japan, a firm owned 50 per cent by EMI, England. From left: B. J. Dockery, EMI manager of the licence department; Ishizaka; S. Stern, export promotion manager of EMI, and A. M. Smith, EMI export manager.

tional music under the theme "Around the World," backed by a major campaign.

CHRIS HUTCHINS

MILAN

Adriano Celentano (Clan Records) just finished a guest TV shot on "La Trottola," new summer show, doing a group of his past hits. Celentano's current single, "E Voi Ballate" hit the top five in Italy. . . . Edoardo Vianello (RCA Italiana) continues his five-year streak of summer hits with "Il Peperone," which is well on its way up the charts. No less than four versions are out on the popular World War II Partisan Ballad, "Bella Ciao." It's out by the New Christy Minstrels (CBS). Los Marcellos Ferial (Durium), Yves Montand (EMI) and Giorgio Gaber (RiFi). . . . Italian folk ballads

seem to be the new vein. . . . Mariolino Barberis (RCA Italiana) and Roberta Mazzoni (Jolly-Saar) two young Cantagiro discoveries, are enjoying their first appearance on Italian charts following the show's tour which included Vienna and Moscow. Sides which are hitting, are "Il Duca Della Luna" and "Ho Sofferto Per Te." . . . Domenico ("Volare") Modugno (Curci) has just cut "18 Agosto," an Edizioni Sidet Tune. . . . Iva Zanicchi, newly signed RiFi star, has just returned from Knokke De Zoute, Belgium, where she participated in the European song contest as member of the Italian team. Other team members included Nicola di Bari (Jolly-Saar), Ico Ceruti (Fantasy), Margherita and Bruno Lauzi (CGD). . . . Ruggiero, of Ricordi Records has left on an overseas tour which will include Budapest, Warsaw, Prague, East Berlin and London. . . . English

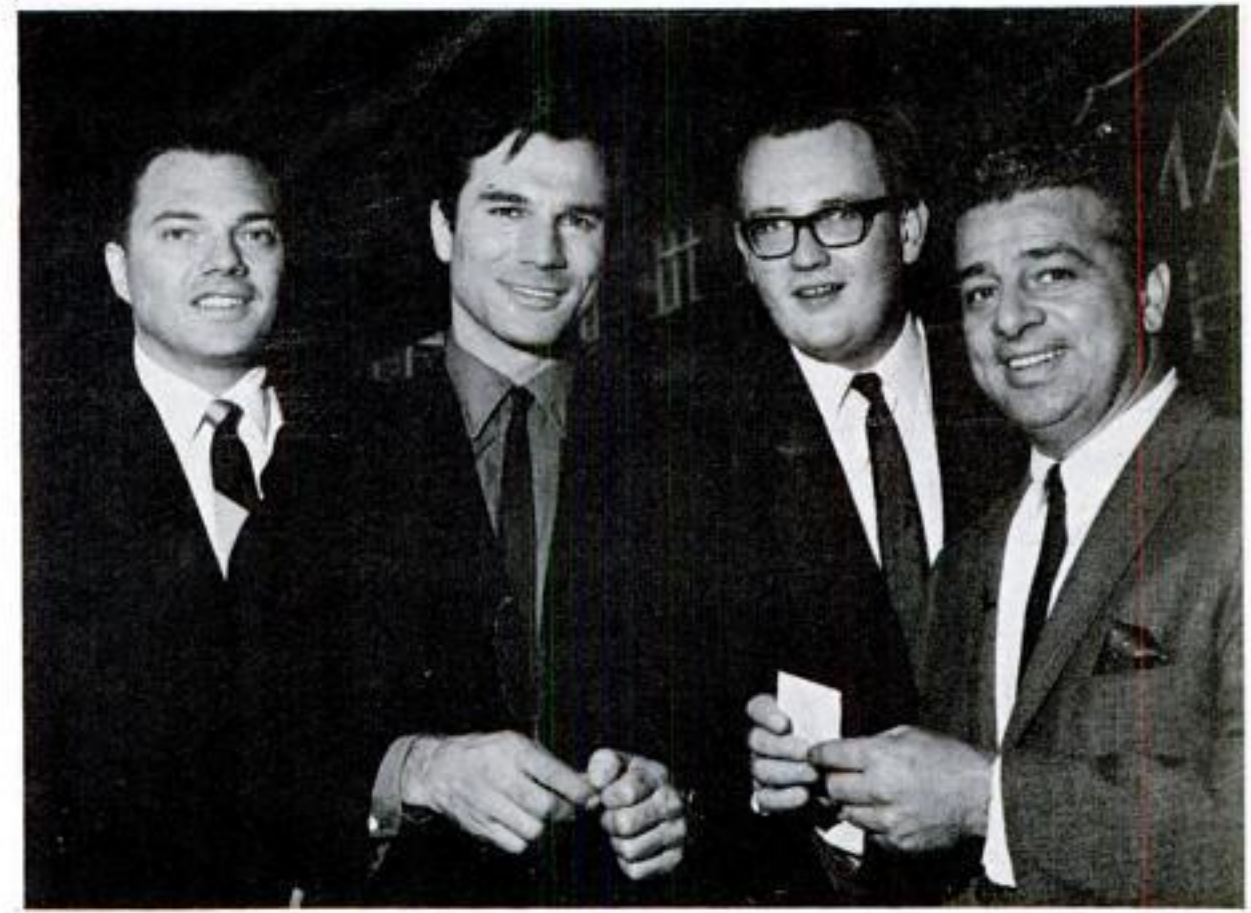
composer Buddy Kaye, who wrote Dusty Springfield's hit "All Cried Out," was in town visiting with Enrico Carrera of Messaggerie Musicale. . . . Singer Mina (RiFi) has been pacted to record her latest hit "Uno Anno D'Amore" both in Turkish and Spanish. She'll be in Barcelona in September to receive a gold record from Belstar, her Spanish distributor. Mina's "Un-Buco Nella Sabbia" on RiFi has reached the 300,000 mark in Japan, and the record is still moving.

Giuseppe Velona, international director of RiFi, reports Mina's version of the San Remo Festival winning entry, "Si Piangi, Se Ridi," is being released in Japan by Philips Record Co. . . . Italian product generally seems to be hitting in Japan these days. . . . Bobby Solo (Ricordi), Gigliola Cinquetti (CGD) with "Si Piangi, Se Ridi" and "Una Lacrima Sul Viso" respectively are racking up top sales volume. . . . Also, RCA Italiana recently sent a group of 25 of their artists on Japanese tour, and the promotional crusade has been most successful. . . . Catherine Spaak (Ricordi) has returned from her Japanese tour.

GERMANO RUSCITTO

PARIS

Festival will distribute the Markal (Marc Aryan) label in France. The first disk just released includes the big Belgian success, "Katy." . . . Latest Johnny Hallyday EP released by Philips includes the French version of the big Animals hit "Reviens Donc Chez Nous" (Bring it on Home to Me). . . . For his 77th anniversary Maurice Chevalier is preparing a four-disk album called, "Sixty Years of Song" for Decca. It will feature 60 Chevalier favorites and will be released in France in October. . . . Sirtaki albums, EP's and singles are still pouring out from all major disk companies here. . . . Vogue is releasing 10 new low-priced Horizon albums, featuring among others accordionist Aimable and the late Sidney Bechet. . . .



GEORGE MAHARIS, Epic Records recording artist, has just completed two weeks of personal appearances in Uruguay and Argentina. He takes a breather in Buenos Aires with Joe Sherman, musical director, left; Tony Palmer, EMI representative, second right, and Dee Anthony, his personal manager, right.

Eddie Barclay has signed two German singers to his label—Heidi Stroh and Frank Bergen. . . . The highly successful Rolling Stones EP "Got Live If You Want It" is making it big in France. . . . Vogue's new Pop Four series of EP's which sell for only 80 cents are selling so well that the factory cannot turn them out fast enough. . . . Marianne Mille has recorded Vince Guaraldi's "Cast Your Fate to the Wind" with French lyrics ("Ne Tremble Pas Mon Pauvre Coeur") for RCA Victor.

Francois Hardy's latest for Vogue includes "Dis-Lui Non," the French version of "Say It Now." . . . Barclay artist Monty will appear in the Mediterranean Song Festival in September. . . . Vogue is doing extensive promotion over Radio and TV Marseille and Radio Monte Carlo during the holiday season. . . . Virginia Vee, one of the original Peters Sisters, who came to France from the States

in 1949, is making a career as a solo singer. Gilbert Becaud has written her a song "Ou sont mes dix-huit ans?" which she featured recently on French TV. . . . The Mars Club, once one of the liveliest jazz clubs in Paris has finally closed its doors after months of steadily declining business. . . . Dionne Warwick is doing a concert tour of the French Riviera.

French singer Henri Salvador, who has his own disk label (Rigolo), plans to open a recording studio in Cannes in September. . . . The Houston All-City Orchestra of 105 musicians aged 9 to 18 years played a Musicorama concert at the Paris Olympia Theater.

French jazz pianist Pierre Franzino, who played with Art Farmer at the Antibes Jazz Festival, will leave his native Nice to live in New York. . . . Peter,

(Continued on page 26)

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MUSIC CAPITALS OF THE WORLD

• Continued from page 25

Paul and Mary will play a season at the Paris Olympia Theater in September. . . . Among international stars who have appeared this summer at top French holiday resorts are Sandie Shaw, Dionne Warwick, Nina Simone, Cliff Richard and the Shadows and Prince Ranier and Princess Grace at the Monte Carlo Sporting Club in a gala for the Monaco Red Cross. He contributed his \$6,000 fee to the Red Cross. After the concert, Trini remained on the Cote d'Azur for a vacation.

The 16th Menton Festival, running until Aug. 24, was brilliantly opened by Karl Munchinger and the Stuttgart Chamber Orchestra. Also taking part this year are Samson Francois, Arturo Michelangeli and the National Orchestra of Monte Carlo, Elizabeth Schwartzkopf, the Dusseldorf Chamber Orchestra, the 35 soloists of the Festival of Marlboro, the Swingle Singers and the Deller Consort Singers. . . . Johnny Hallyday, making his first public appearance since his release from the French Army, was guarded

by 150 policemen at the Ostend Kursaal-Casino. . . . Vogue is releasing an album by Jean-Jacques Debout backed by the orchestras of Jean Bouchety, Tony Hatch and Mickey Baker.

MIKE HENNESSEY

RIO DE JANEIRO

Singer-composer Dorival Caymí and producer Aloysio de Oliveira returned from the States, after a two-month visit. . . . Veteran promotion man Francisco Menezes left RCA Victor. . . . Trombonist Raulsinho, just in from Paris, formed a quartet with pianist Tenorio Jr. . . . Astrud Gilberto is top news these days. The former wife of Joao G. was the feature of several four-color page interviews published by Manchete and Cruzeiro weeklies. . . . Top Brazilian record executives will fly to Buenos Aires the first week of October to attend the Congress of Latin-American Record Manufacturers. . . . Vocal group O-O-Four, singer Silvinha Telles, sambaman Joao Do Valle, pianist-arranger Eumir and a quintet topped by trombone men Edison & Edmundo Maciel are the main attractions of

a new show, "MPM 65." . . . Elenco executives say Warner Bros. LP "The Wonderful World of Antonio Carlos Jobim" will be pressed with the Elenco label. Odeon men say the disk will be released by EMI with its original label.

SYLVIO TULLIO CARDOSO

ROME

A new musical TV show, "La Trotola" (The Spinning Top), has created a disk flurry. It was recorded by its two distaff stars, Sandra Mondaini for Style and Marisa del Frate for CGD. . . . Cinema continues to seek out recording names. Newest castings are Adriano Celentano, who will co-star with Toto in "Lower Than Above" and do a number, "My Fair Boy," and Remo Germani, who acts and sings in "How to Make the Army Miserable." . . . Annie Girardot, French film actress who did her first singing on CGD records in Italian, will now do a French version of the Pietro Garinei - Sandro Giovannini-Renato Rascel musical, "Day of the Turtle" in Paris. . . . A series of six regional Italian records have been issued by Fonit-Cetra. . . . Resignation of Aldo Bovio from directorial triumvirate of Naples Song Festival, now set for Sept. 16-18, has once more put the onepostponed event in jeopardy. While the songs were chosen more than two months ago, no singers have been announced to date. . . . It's a close race to see whether "A Record for the Summer" or the "Cantagiuro" competition furnished the most best sellers. Of the top 50 on one authoritative list, 16 were first presented in the former event, 12 in the latter.

SAM'L STEINMAN

SYDNEY

Local singer Darryl Stewart of the national top-rated TV show "Sound of Music" has just completed an album, "A Tribute to John McCormack." . . . With the Righteous Brothers right on top here and radio-wise with "Justine" and "Unchained Melody" working for them, Festival rush-released

(Continued on page 33)

British Record May Sales Up

LONDON — For the first month this year British record sales were higher in May than in the equivalent month in 1964. Although only 6,103,000 records were pressed — 971,000 records less than in May 1964—sales was \$4,505,200 representing an \$800,000 increase.

These figures emphasize the swing towards LP's in the British market.

Breaking down the numbers of records pressed in May there were 1,264,000 albums, an increase of 153,000, and 3,794,000 singles and EP's, down 1,129,000.

UK Decca, Stones Pact; Minus US

LONDON — Independent producer Andrew Oldham has re-signed his Rolling Stones with Decca but the new pact gives the company world rights excluding America. He is negotiating a new U. S. label for the group—Britain's second hottest. Oldham has formed his own disk company for which he has set up a release deal with Philips.

Oldham's independent contract for the Stones with Decca expired in May and has been in abeyance ever since. The producer boldly claims that his new deal means Decca paying a higher royalty than any record company has ever given before, but he will not disclose



RCA VICTOR'S U. S. A&R MANAGER, Steve Sholes, center, discusses British record business above in London with Peter Baumberger, left, president of RCA Overseas, Geneva, and Dick Broderick, merchandising manager, RCA International Division. Sholes then left for a Teldec sales and a&r meeting in Stockholm.



EDDIE BARCLAY, head of Barclay Records, stops outside of the church with his new bride, Marie-Christine, to accept congratulations from artists Charles Aznavour, left, and Jacques Brel, right.



A DINNER CULMINATED THE FERMATA Records convention held recently in Buenos Aires, Argentina. Attending were executives of both Fermata and Odeon (Electric & Musical Industries) which press and distribute Fermata product. From left, are, Fernando G. Lopez, Juanito Belmonte, Jose A. Rota, G. L. Grassi, Jorge G. Ferguson, Odeon general manager Philip N. Brodie, Fermata general manager M. S. Brenner, Dr. Carlos G. Menica, Enrique O. Rosso, and Roberto Abatte.

FLYING TO NEW RECORD HEIGHTS ALL AROUND THE WORLD



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- Mexico • RCA Victor Mexicana, Mexico City Sept. 1965
- Norway • Iverson & Frogh A/S, Oslo Oct. 1965
- Panama • RCA Victor Mexicana, Panama City Nov. 1965
- San Salvador • RCA Victor Mexicana, Salvador Nov. 1965
- Spain • Hispavox S.A., Madrid Fall 1965

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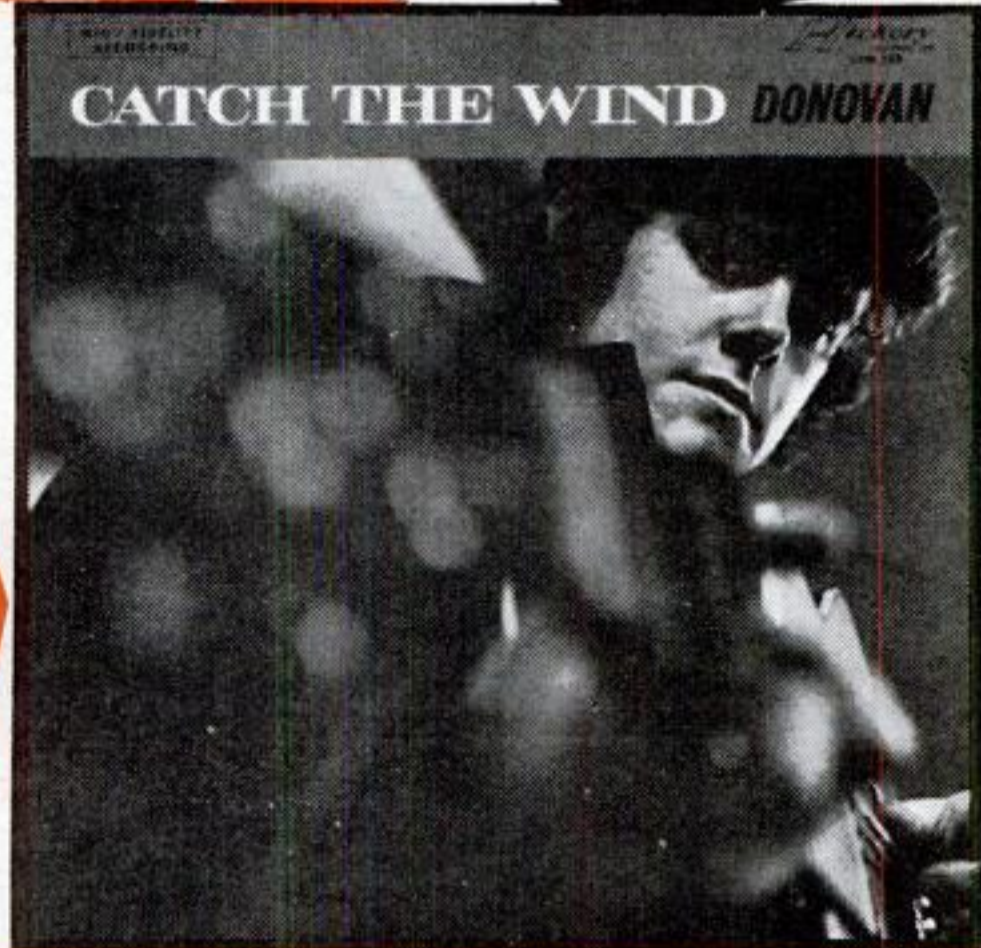
- SHINDIG
- LLOYD THAXTON SHOW
- HOLLYWOOD A-GO-GO
- AMERICAN BANDSTAND
- 9TH STREET WEST
- SHIVAREE
- WHERE THE ACTION IS
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QUEEN OF FOOLS

c/w
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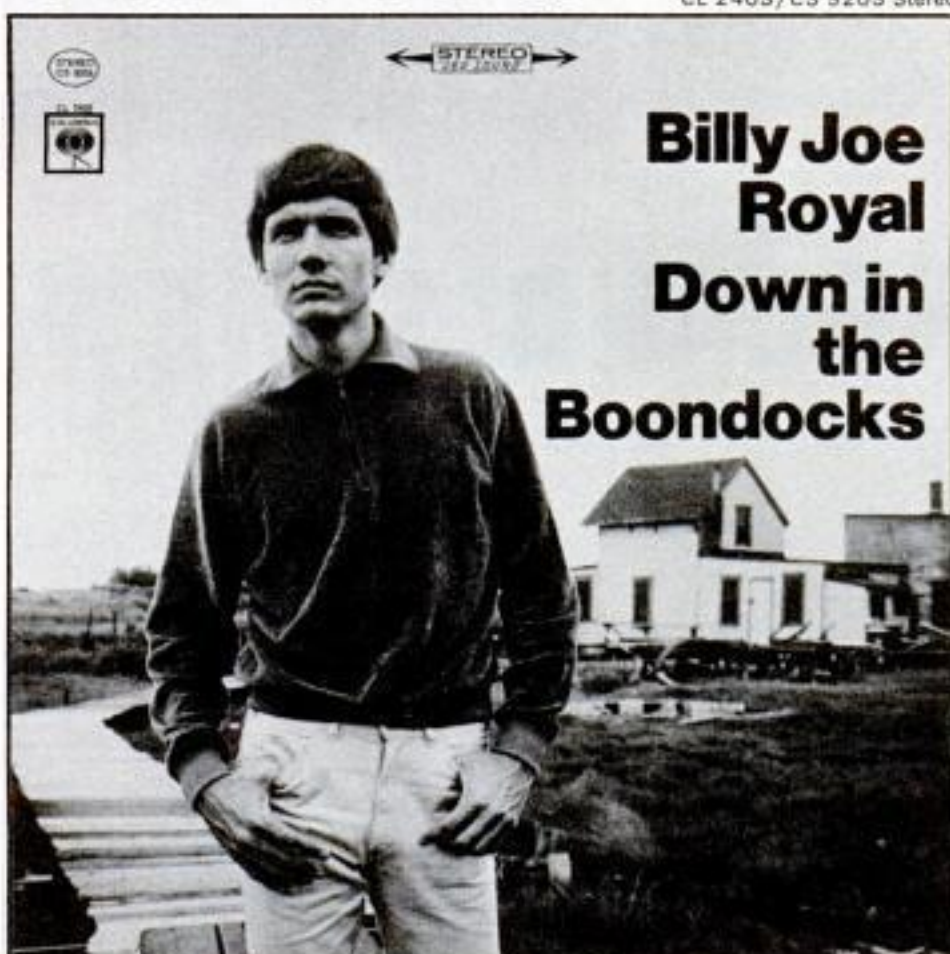
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Main table with 3 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 100 entries across three columns.



SOUNDTRACK SPOTLIGHT
THE IPCRESS FILE
 Original Soundtrack. Decca DL 9124 (M); DL 79124 (S)

"The Ipcress File" is a soundly plotted and devilishly conceived film about agents and counter-agents. John Barry's score is plotted along the same lines. It's probably his best score to date. He uses the jazz idiom to create mood, and the music never gets in the way of the plot. The album should sell, partially because of the film, and partly because, by itself, it's a work of genuine artistic merit.



COUNTRY SPOTLIGHT
AM I THAT EASY TO FORGET
 Carl Belew. RCA Victor LPM 3381 (M); LSP 3381 (S)

A steady sales artist in the country field, Carl Belew seems to really extend himself in performances of his own material and thus, "Am I That Easy to Forget," a song he helped write, is easily the outstanding selection here. But his fans will also enjoy "She Reads Me Like a Book" and "Even the Bad Times Are Good," two numbers Belew also helped to pen.



SOUNDTRACK SPOTLIGHT
"THE KNACK"
 Soundtrack. United Artists UAL 4129 (M); UAS 5129 (S)

John Barry's reputation as a composer for films will be enhanced by the soundtrack score for "The Knack." It has the funky, jazzy Barry trademark, and some great organ work by Alan Haven gives the soundtrack added dimension. Johnny De Little does a good job with the vocal of the main theme.



COUNTRY SPOTLIGHT
WHERE YOU'RE CONCERNED
 Justin Tubb. RCA Victor LPM 3399 (M); LSP 3399 (S)

The songs on this album have two things going for them—they're not only sung by Justin Tubb, but he wrote them all himself. "Love Is No Excuse" is a sharp tune with a bright, catchy sound. "As Long as There's a Sunday" is one of those tear-jerkers that always do well in the country field. This album is loaded with goodies, many of them hits for other artists at one time or another, that will provide definite purchase motive.



POP SPOTLIGHT
THE MAGIC MUSIC OF HOLLYWOOD
 Carmen Cavallaro. Decca DL 4669 (M); DL 74669 (S)

The "poet of the piano" offers one of his most commercial as well as artistic packages to date in this clever choice of some of the top popular film hits of recent years. The Cavallaro touch has the feel and tenderness much like a great lyric singer as he phrases a love ballad. His interpretations of "Call Me Irresponsible" and "Charade" are standouts.



CLASSICAL SPOTLIGHT
VLADIMIR HOROWITZ, VOL. II
 Angel COLH 300

If a classical pianist can be called "hot," certainly Horowitz deserves that description. Horowitz's recent Carnegie Hall concert and the recording thereof have set the stage for heavy sales of his Bach-Scarlatti-Beethoven-Chopin-Debussy-Poulenc recital, recorded from 1932-1936.



POP SPOTLIGHT
CLASS OF '65
 Floyd Cramer. RCA Victor LPM 3405 (M); LSP 3405 (S)

The king of the country piano and part of the famous Nashville Sound, shifts gears to pop numbers. With a tender touch—and the Floyd Cramer magic—he creates a wonderful feeling with "Try to Remember" from a successful off-Broadway play. Other superb numbers here that will gain the album much airplay on good music stations, include "King of the Road," "Downtown," and "Red Roses for a Blue Lady."



CLASSICAL SPOTLIGHT
STRAVINSKY: PETRUSHKA SUITE/KODALY: HARY JANOS SUITE
 Philadelphia Orch. (Ormandy). Columbia ML 6146 (M); MS 6746 (S)

Eugene Ormandy and the Philadelphia turn in sparkling performances of Stravinsky and Kodaly ballets. The "Petrushka Suite" is based on the original 1913 version. The "Hary Janos Suite," with martial airs and Hungarian folk themes, is a melodic and imaginative work.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MORE HITS BY THE SUPREMES
 Motown 627 (M); S 627 (S)

THE HIT SOUNDS OF THE LETTERMEN
 Capitol T 2359 (M); ST 2359 (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.

WHY IS THERE AIR? . . .
 Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)

THE DECLINE AND FALL OF THE ENTIRE WORLD AS SEEN THROUGH THE EYES OF COLE PORTER . . .
 Kaye Ballard, Columbia OL 6410 (M); OS 2810 (S)

SOME FOLK, A BIT OF COUNTRY AND A WHOLE LOT OF DIXIE . . .
 Village Stompers, Epic LN 24161 (M); BN 26161 (S)

ENGLAND'S GREATEST HITMAKERS . . .
 Various Artists, London LL 3430 (M); PS 430 (S)

GENTLE IS MY LOVE . . .
 Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)

ANIMAL TRACKS . . .
 Animals, MGM E 4305 (M); SE 4305 (S)

KINDA KINKS . . .
 Kinks, Reprise R 6173 (M); RS 6173 (S)

LOVE AFFAIR . . .
 Ray Conniff & the Singers, Columbia CL 2352 (M); CL 9152 (S)

MARIE . . .
 Bachelors, London LL 3435 (M); CS 435 (S)

MORE AMOR . . .
 Eydie Gorme & the Trio Los Panchos, Columbia CL 2376 (M); CS 9176 (S)



CLASSICAL SPOTLIGHT
HOLIDAY FOR ORCHESTRAL!
 Philadelphia Orch. (Ormandy). Columbia ML 6157 (M); MS 6757 (S)

This album, a bridge between traditional and classical music, contains selections such as "Camptown Races," "Jamaican Rhumba," "March of the Mandarins," "Londonderry Air" and "The Flight of the Bumblebee." It's light and frothy—it's as much pop as it is classical.



CLASSICAL SPOTLIGHT
TELEMANN: SONATAS AND TRIOS
 Maxence Larrieu Quartet. Nonesuch H-1061 (M); HS-71061 (S)

A fine recording which, when combined with the Nonesuch label's midas touch in the baroque field, should prove to be a strong contender for significant sales.



LATIN SPOTLIGHT
TITO RODRIGUEZ IN BUENOS AIRES
 United Artists UAS 6449 (S)

With the exception of the pachanga, "Rincon," the album is all cha-cha and mambo, performed in the traditional Rodriguez style. Rodriguez himself is a vocal stylist, and he's particularly effective with "Te Comiste Un Pan." It all adds up to first-rate Latin dance music.



CLASSICAL SPOTLIGHT
BAROQUE MUSIC FOR TRUMPET VIRTUOSO
 Adolf Scherbaum. Deutsche Grammophon 136 470 SLPEM (S)

Scherbaum's uncanny command of his instrument and the musicianship of the Hamburg Baroque Ensemble makes this an outstanding recording. This artist, coupled with the continuing growth of the baroque market, enhances the album's chances as a strong seller.



LOW PRICE CLASSICAL SPOTLIGHT
OVERTURES AND INTERMEZZOS FROM FAMOUS OPERAS
 Georg Solti. RCA Victor VICS 1119 (M); VICS 1119 (S)

A sparkling array of war-horse numbers which gives this package strong potential as a top seller. It comes well-armed with such favorites as "Barcarole" and "Dance of the Hours" to give the album broad market appeal.

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
MEET MARVELOUS MARILYN MAYE
 RCA Victor LPM 3397 (M); LSP 3397 (S)

Marilyn Maye displays fine timing and phrasing in "Misty" and an old-fashioned jazz mood in "Washington Square." Her imaginative treatment of two later numbers—"Hello, Dolly!" and "Make Someone Happy"—stamp her as a talented girl who will be heard from.

POP SPECIAL MERIT
POPS GOES PEECE
 Jan Peerce, United Artists UAS 6431 (S)

Jan Peerce's powerful voice is a little too much for some of the material on this album, but on a number that really requires belting, like "If," it's used to excellent advantage. Wisely, Peerce doesn't attempt to use pop techniques to sing pop and standard material. He still sounds like what he is—a highly trained and extremely talented opera singer.

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.



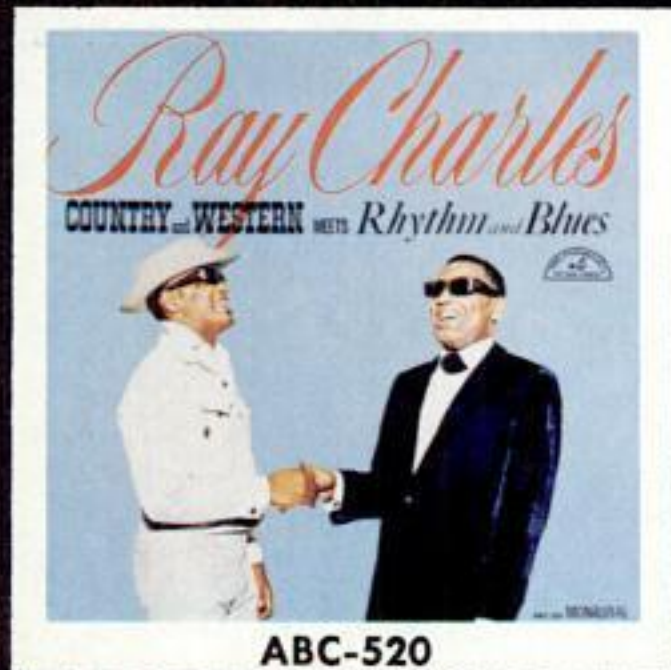
CLASSICAL SPOTLIGHT
SCHUTZ: MOTETS FROM "CANTIONES SACRAE"
 Niedersachsische Singkries, Hannover Instrumentalists (Trader). Nonesuch H-1062 (M); HS-71062 (S)

Another baroque sales winner from the high-riding Nonesuch label. This package, as its other baroque entries, will cash in on the strong trend for music from the early classic period.

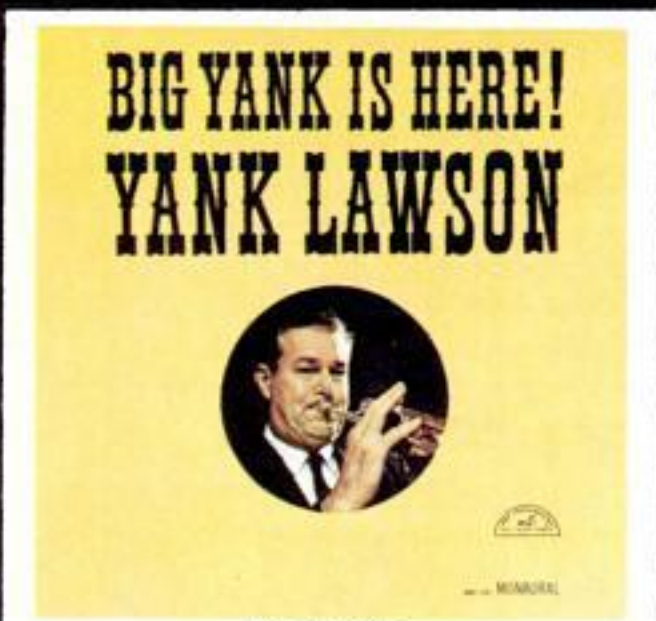
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SEE ALBUM REVIEWS ON BACK COVER

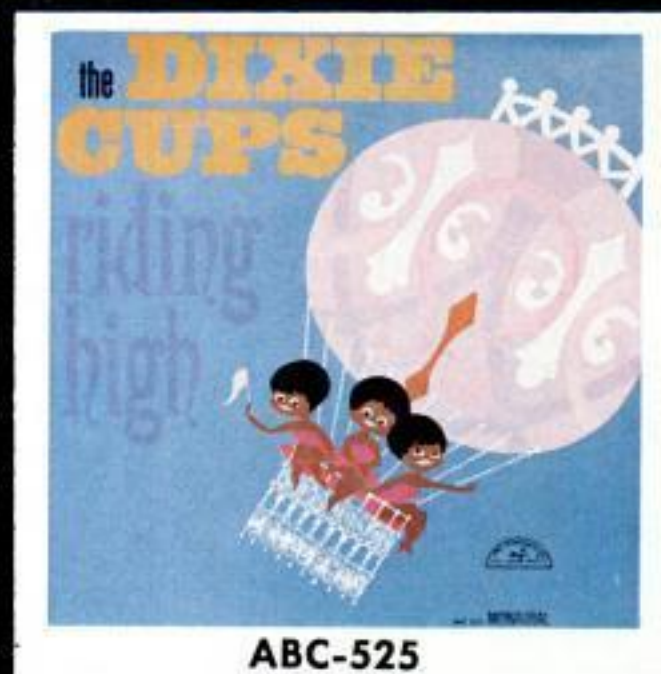
16 NEW SLANTS ON YOUR PROFIT PICTURE



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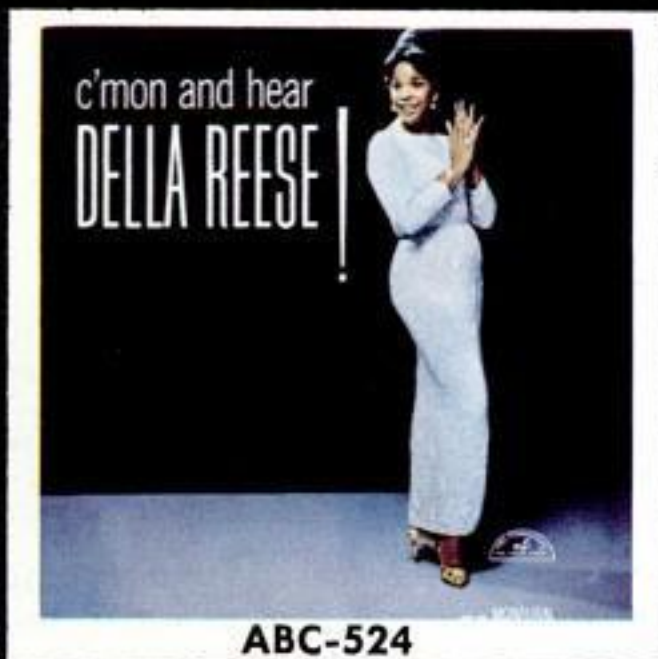
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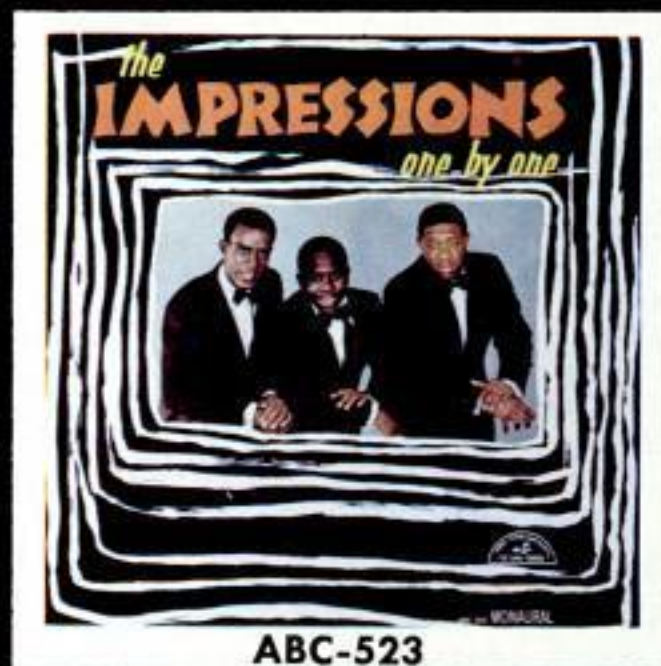
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ABC-522



ABC-524



ABC-523



ABC-521



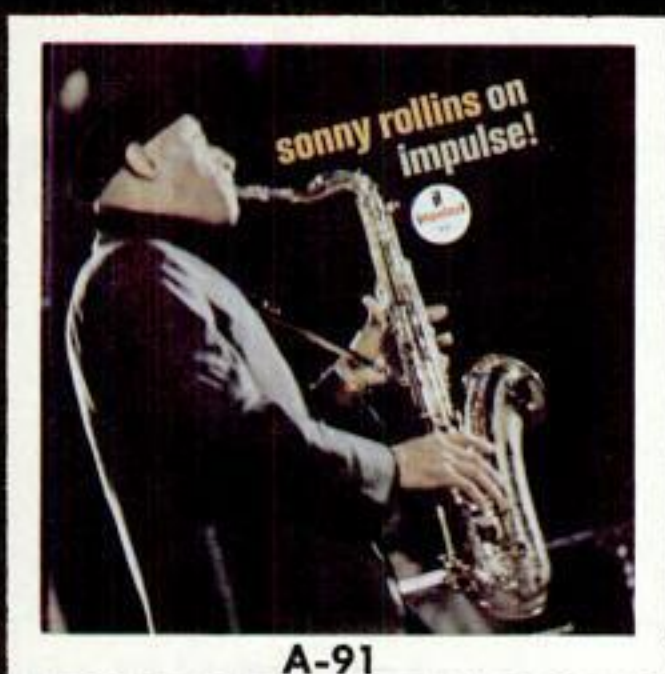
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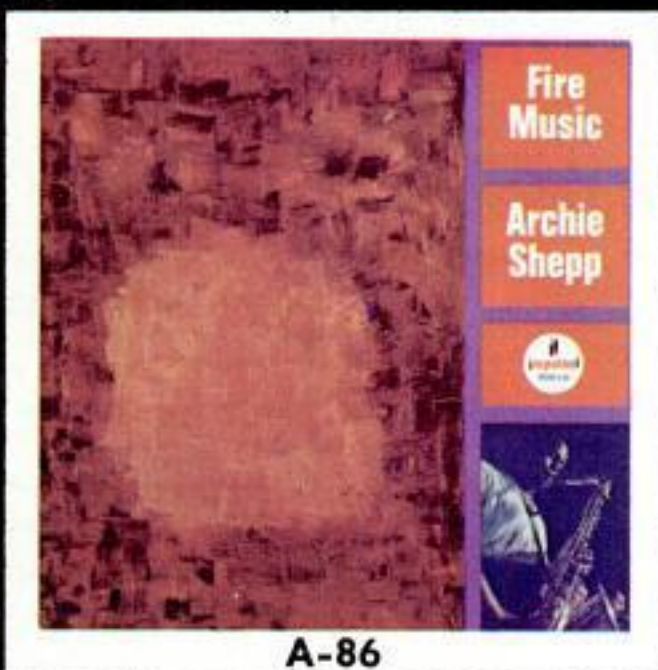
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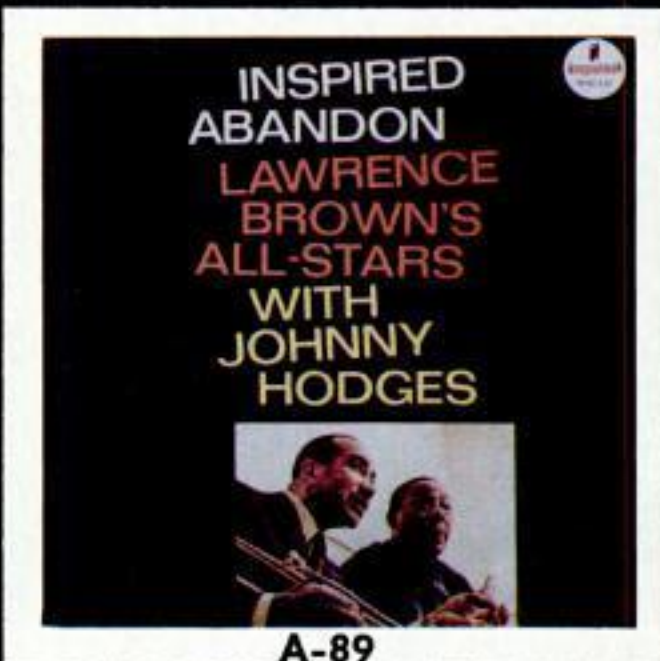
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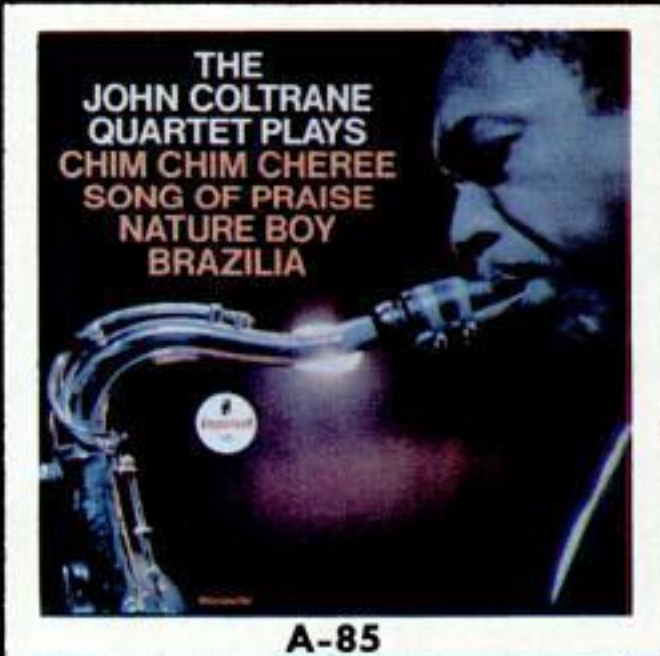
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A-81



A-79



A-85

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ALBUM REVIEWS

Continued from page 30



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.

LOW PRICE COUNTRY SPECIAL MERIT

THE ONE AND ONLY

Roger Miller. Camden CAL 903 (M); CAS 903 (S)

Seven never-before-released Roger Miller tunes, plus three well-known songs, could create a sales windfall for dealers on this album. The zany "If You Want Me To" here has received considerable TV exposure already. "I Get Up Early in the Morning" is as good as any of Miller's current material. "I Catch Myself Crying" is a beautiful love ballad that will be around for a long time as a standard.

CLASSICAL SPECIAL MERIT

BACH ORGAN FAVORITES, VOL. II

E. Power Biggs. Columbia ML 6148 (M); MS 6748 (S)

The dean of American organists has wisely chosen to perform the same Bach program performed by Felix Mendelssohn in 1840. It's an ambitious undertaking, and Biggs seems to catch every nuance of the Bach fugues.

CLASSICAL SPECIAL MERIT

DVORAK: SERENADE IN E MAJOR MOZART: DIVERTIMENTO IN D MAJOR

Princeton Chamber Orch. (Harsanyi). Decca DL 10109 (M); DL 710109 (S)

The Princeton Chamber Orchestra gives a first-rate performance of Dvorak's only serenade for strings and of one of Mozart's lighter works. They're not as esoteric as the works more commonly associated with chamber groups and the album should enjoy a healthy sale in the general classical market.

CLASSICAL SPECIAL MERIT

TCHAIKOVSKY: SCENES AND ARIAS FROM EUGENE ONEGIN

Orch. of the Bolshoi Theatre (Khaikin). Monitor MC 2072 (M); MCS 2072 (S)

Several outstanding voices are heard in this offering—notably those of Vishnevskaya and Belov—in sensitive performances of some of "Onegin's" tenderest arias. While the fidelity is not up to Western standards (an unfortunate deficiency in almost all Iron Curtain recordings), collectors partial to this opera will want to add this LP to their library.

CLASSICAL SPECIAL MERIT

DVORAK: TRIO IN F MINOR/HAYDN: TRIO IN C MAJOR

Oistrakh Trio. Monitor MC 2071 (M); MCS 2071 (S)

Oistrakh's artistry and that of his fellow performers transcends the inferior fidelity to make this a worthy addition to the chamber music shelf. Of particular significance is the Dvorak reading. Purists may feel the artists get a little too Russian in the Haydn for their tastes, as in their soulful interpretation of its andante movement. Nevertheless, the musicianship is outstanding.

JAZZ SPECIAL MERIT

UP TO DATE WITH EARL HINES

RCA Victor LPM 3380 (M); LSP 3380 (S)

The newest in the series of albums by "Fatha" featuring guest appearances by two of his cohorts from the big band days: Budd Johnson (soprano, alto and baritone sax) and Ray Nance (violin and cornet). They are all obviously enjoying themselves and produce some noteworthy jazz in the bargain. The Hines magic weaves another spell to delight his many ardent followers.

JAZZ SPECIAL MERIT

NEWPORT JAZZ FESTIVAL

Various Artists. RCA Victor LPM 3369 (M); LSP 3369 (S)

An impressive line-up of "Chicago-style" groups recorded live at Newport. A chance for jazz collectors to hear their favorites under conditions of audience participation. The "perfection" of studio retakes is absent, presenting that impromptu quality which is really a vital part of this kind of jazz. Bobby Haggart's standard "Big Noise From Winnetka" has a new freshness typical of this album.

COMEDY SPECIAL MERIT

IS THAT WHAT'S BOTHERING YOU, BUNKIE?

Eddie Lawrence. Epic LN 24159 (M)

Eddie Lawrence's machine gun delivery sometimes approaches pure burlesque. It's essentially a zany brand of humor, punctuated with drums, brass and to suit the mood, organ music. Lawrence's liner notes—"The Television Highlights of 1984" are nearly as funny as the material on the record.

LOW PRICE FOLK SPECIAL MERIT

THE SOUND OF FOLK MUSIC OF MANY LANDS

Trapp Family Choir. Camden CAL 904 (M); CAS 904 (e) (S)

Starring the original Trapp Family Choir whose story to escape Hitler inspired the Broadway play (and the movie) "The Sound of Music." All of the numbers here were recorded in 1938-1939 and include those that made them concert successes here in the United States, including "In einem kühlen Grunde" (In a Cool Valley).



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

TWANGSVILLE
Duane Eddy. RCA Victor LPM 3432 (M); LSP 3432 (S)

THEY'RE PLAYING OUR SONG
Henri Rene & His Orch. Decca DL 4574 (M); DL 74574 (S)

THE REAL GEORGE KIRBY
Argo LP 4045 (M)

CURTAIN TIME
Paul Lavalle & the Band of America. RCA Victor LSP 3403 (S); LPM 3403 (M)

THE MANY-SPLENDORED GUITARS OF LOS INDIOS TABAJARAS
RCA Victor LPM 3413 (M); LSP 3413 (S)

LOW PRICE POPULAR

GO GO WITH DAMITA JO
Camden CAL 900 (M); CAS 900 (e) (S)

LOW PRICE COUNTRY

BLUEBERRY HILL AND OTHER FAVORITES
Skeeter Davis. Camden CAL 899 (M); CAS 899 (S)

COUNTRY

BLACKLAND FARMER
Frankie Miller. Starday SLP 339 (M)

MORE SLIPPING AROUND SONGS
Various Artists. Starday SLP 338 (M)

THAT DOBRO SOUND'S GOIN' 'ROUND
Various Artists. Starday SLP 340 (M)

THE TALL 12
Various Artists. Starday SLP 337 (M)

CLASSICAL

A HARPSICHORD RECITAL
Sylvia Marlowe. Decca DL 10113 (M); DL 710113 (S)

BEETHOVEN: KLAVIERSONATEN NR. 16
Wilhelm Kempff. Deutsche Grammophon 138 940 SLPM (S)

JOHANN SEBASTIAN BACH
Karl Richter. Deutsche Grammophon 138 907 SLPM (S)

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

EVE OF DESTRUCTION

Barry McGuire, Dunhill 4009

CATCH US IF YOU CAN

Dave Clark Five, Epic 9833

BABY DON'T GO

Sonny & Cher, Reprise 0309

★ 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.

1-2-3 . . .

Len Barry, Decca 31827 (Philadelphia)

YOU'RE THE REASON . . .

Gerry & the Pacemakers, Laurie 3313 (Vogue, BMI) (Detroit)

TOO HOT TO HOLD . . .

Major Lance, Okeh 7226 (Dakar, BMI) (Chicago)

I'M LOSING YOU . . .

Aretha Franklin, Columbia 43333 (Valley, BMI) (Pittsburgh)

I LIVE FOR THE SUN . . .

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

I WANT TO (Do Everything for You) . . .

Joe Tex, Dial 4016 (Tree, BMI) (St. Louis)

LOVE IS STRANGE . . .

Everly Brothers, Warner Bros. 5649 (Ben Ghazi, ASCAP) (Milwaukee)

SHE . . .

Glenn Yarbrough, RCA Victor 8619 (Stanyan, ASCAP) (Dallas-Fort Worth)

99 PLUS 1 . . .

J. Gardner, Blue Rock 4026 (Bonatemp & Rated, BMI) (New Orleans)

YOU CAN'T BE TRUE, DEAR . . .

Patti Page, Columbia 43345 (Biltmore, ASCAP) (Milwaukee)

SUN GLASSES . . .

Skeeter Davis, RCA Victor 8642 (Acuff-Rose, BMI) (Houston)

NEW ALBUM RELEASES

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

ASCOT	REPRISE
ERIK ALTIG & HIS LETKISS ORCH.—Everybody Letkiss!; ALS 13023, ALS 16023.	TRINI LOPEZ—The Rhythm & Blues Album; R 6171, RS 6171.
MORGANA KING—Everybody Loves Saturday Night; ALS 13020, ALS 16020.	SING
MANFRED MANN—My Little Red Book of Winners!; ALS 13021, ALS 16021.	REX NELSON; MFLP 3213.
ATCO	SKYLITE
SONNY & CHER—Look at Us; 33-177.	THE OAK RIDGE BOYS—I Wouldn't Take Nothing for My Journey Now; SLP 6030, SSLP 6030.
CAEDMON	VAULT
ERNEST HEMINGWAY Reading; TC 1185.	JACK WILSON—Brazilian Mancini; 90001.
IBSEN: THE MASTER BUILDER—The National Theater of Great Britain; TRS 307-M, TRS 307-S.	WARNER BROS.
DECCA	VIC DAMONE—Country Love Songs; W 1607, WS 1607.
CARMEN CAVALLARO—The Magic Music of Hollywood; DL 4669, DL 74669.	WESTMINSTER
HENRI RENE & HIS ORCH.—They're Playing Our Song; DL 4574, DL 74574.	PUCCINI, ROSSINI, VERDI, BELLINI AND BLITZSTEIN—Leighton & Wechsler; XWN 19108, WST 17108.
SOUNDTRACK—The Ipress File; DL 9124, DL 79124.	WING
DOT	SIBELIUS: SYMPHONY NO. 2—Detroit Symphony Orch. (Paray); MGW 14057, SRW 18057.
KARL BOXER Comes Out Swinging; DLP 3640, DLP 25640.	
THE SHENANDOAH TRIO in Motion; DLP 3641, DLP 25631.	
SIX FAT DUTCHMEN—Hoop-Dee-Do; DLP 3644, DLP 25644.	
ARTHUR SMITH & THE CROSSROADS QUARTET—Singing on the Mountain; DLP 3642, DLP 25642.	
FOLKWAYS	
IVES: THE SONATAS FOR VIOLIN AND PIANO, Vol. I—Paul Zukofsky & Gilbert Kalish; FM 3346.	
IVES: THE SONATAS FOR VIOLIN AND PIANO, Vol. II—Paul Zukofsky & Gilbert Kalish; FM 3347.	
KAPP	
VARIOUS ARTISTS—You Don't Have to Be Jewish; KRL 4503.	
MGM	
ROY ORBISON—There Is Only One Roy Orbison; E 4308, SE 4308.	
MOTOWN	
THE SUPREMES—More Hits by the Supremes; 627.	
MUSICOR	
GEORGE JONES & GENE PITNEY—It's Country Time Again; MM 2065, MS 3065.	
BRENDAN O'DOWDA—The Glory of Ireland; MM 2068, MS 3068.	
TITO RODRIGUEZ—My Heart Sings for You; MM 2063, MS 3063.	
PAT	
THE IRVING FIELDS ORCH.—Paris by Night; 102.	

zip code helps keep postal costs



BUT ONLY IF YOU USE IT.

MUSIC CAPITALS OF THE WORLD

• Continued from page 26

their Moonglow albums "Just Once in My Life" and "This Is New."

King Records of Japan has become a respected label in Australia over the past 12 months. . . . The August album release from the Australian Record Co. includes 10 top albums on the CBS label which could prove good sellers. These include artists such as Jerry Vale, Earl Hines and the Mormon Tabernacle Choir. The same company has also issued the "Jan Peerce Concert at Carnegie Hall" and Ferrante and Teicher's "By Popular Demand," both on United Artists.

Eric Jupp is back from England where he played a seven-month stint. He produced a series of TV shows for the BBC. . . . Anne and Jim Murphy, talented New Zealand duo, have been signed to a five-year contract by CBS. . . . A cold winter has caused promoters to lose money. The Leslie Uggams Show and the Serendipity Singers lost a fortune. . . . P. J. Proby arrives in Sydney for an all-capital cities tour Aug. 28.

Denis Williams, brother of pop star Warren Williams, has been signed by EMI. . . . C&W singer Buddy Williams takes his 16-year-old daughter Kay into the act on his latest RCA single, "We're Both Sorry Now." . . . Competing with the successful GO label in Melbourne, WG issued its IN label, which will concentrate on the teen market. Jack Varney, p.r. director, stated that the first single will feature Johnny Chester. . . . EMI waxed a single deal with Sydney TV station ATN for the release of a single by artist Paul Wayne singing two of the numbers recorded from the soundtrack of the Leslie Uggams TV special. Both EMI and ARC are rush-releasing singles of "Summer Wind," ARC's Roger Williams on Kapp and EMI's Capitol version by Wayne Newton.

The West Australian group, the Times, whose disks are produced by Martin Clarke and distributed by EMI, leave Australia for South Africa and the United States at the end of this month. Their first single on the HMV label, "Glad, Not Sad," is receiving heavy air exposure. Australian Record Co. is presently enjoying another "run" of good singles. Included in its current best selling list is Jay and the Americans with "Cara Mia" on United Artists label. "Mr. Tambourine" by CBS' big group of the moment—the Byrds, "When the Ship Comes In" by Peter, Paul and Mary on Warner Bros. is still high up on the list and will certainly be revitalized when the trio tours Australia for the second time Aug. 25.

Gene Pitney's new CBS single, "Looking Thru the Eyes of Love," will pave the way for Pitney's coming visit—believed late in September. The tour is being arranged by Aztec Services Pty., Ltd., and will be Pitney's second visit to Australia. **GEORGE HILDER**

TOKYO

Teichiku Records, Decca's affiliate, recorded Perez Prado Band's performance at Osaka Sankei Hall (29) in competition with Nippon Victor and King Records. The stereo album which embodies several Japanese hit tunes as "One Rainy Night in Tokyo," "Pine Tree Ditty," "Kiso Bushi" and others, will be marketed under the Union label at the end of September. . . . Miyeko Hirota, Nippon Columbia's singer, who participated in the Newport Jazz Festival, came back to give a recital, "Miyeko Sings at Newport," at Sankei Hall (7). Her single, "Cumbia of Love" c/w "Words of Love" will be out Aug. 20, to celebrate the 55th anniversary of Columbia Oct. 1. . . . Nippon Grammophon will release Sept. 5 the complete opera, "Magic Flute," as the second number of "Carl Boehm Opera Series."

Brothers Four were booked for the third time for performances from Sept. 4 through 22. Three

concerts will be held in Tokyo at Sankei Hall Sept. 4 and 5, and at Kosei Nenkin Hall Sept. 22. Obery Kirchen Girls Chorus (40 members) will tour Japan for 45 days starting late October as the musical envoy of West Germany.

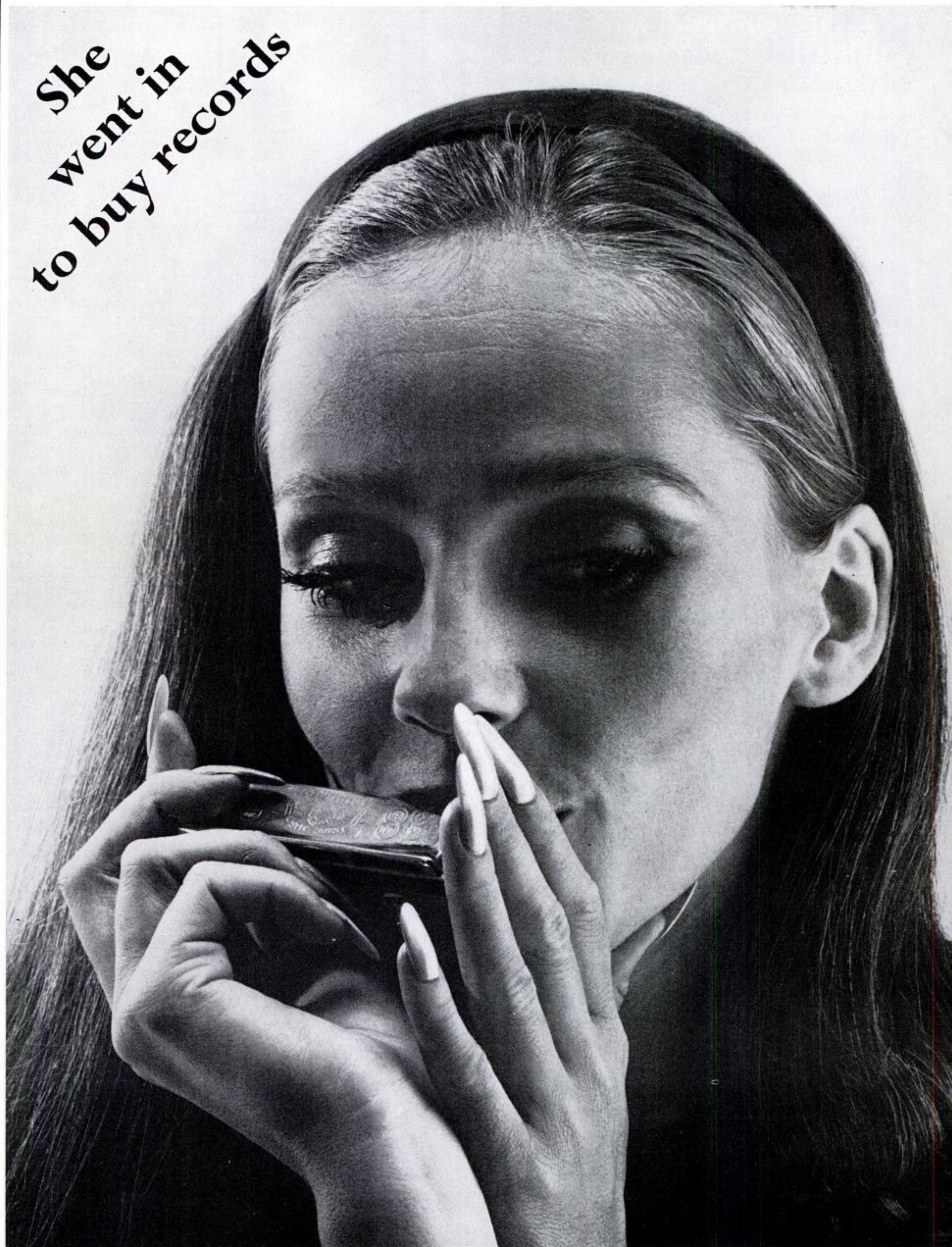
King Records is one of the sponsors. . . . Japan Music Publishers, Inc., a subsidiary of Radio Tokyo, consummated a deal with Music Publishers Holding Co. effective July 1. The firm's latest editions, "One Rainy Night in Tokyo" and "Remembrance of Summer Days," are making big sales strides and are in upper positions on the chart. **JUNZO FUKUNISHI**

WELLINGTON, N. Z.

Golden disk award for a local artist is planned for next year.

A feature will be the first-ever radio-TV link in New Zealand's broadcasting history. . . . P. J. Proby album is being rushed to hit the stands as the artist arrives here in September for three appearances. . . . Folk pop is riding high on pressings of Peter, Paul and Mary. Sales figures are hounding those of the Beatles. . . . Songstress Val Murphy's success at a folk concert downtown here could have interested HMV a&r man A. B. Mowat. A recording date could result. . . . Top sellers here are "Mrs. Brown You Have

a Lovely Daughter," Herman's Hermits (Columbia); "Concrete and Clay," Unit Four Plus 2 (Decca); "Come and Stay With Me," Marianne Faithfull (Decca); "Mr. Tambourine Man," the Byrds (CBS); "Help Me Rhonda," Beach Boys (Capitol). . . . Viking Records announces a rush release of two albums featuring the '65 National Band of New Zealand. Recording is being handled by Reg. McGovern on Fidelity Sound of Redwood City, Calif. The band is scheduled for Stateside tour taking *(Continued on page 34)*



She went in to buy records

But she'll leave with a Hohner harmonica. One slant look at the big Hohner display on the counter and her fingers were in her change purse. It's that easy to sell Hohner harmonicas. Look around! The Hohner name's been selling quality instruments for ages. And now the harmonica's backed by exciting consumer advertising in print and on radio. That can mean tremendous new profits for you! Call your Hohner distributor today. M. Hohner, Andrews Road, Hicksville, New York.



MUSIC CAPITALS OF THE WORLD

• Continued from page 33

in the Hollywood Bowl and possibly Carnegie Hall. . . . La Gloria Records, who are handling Non-such label, report that acceptance in this territory has been terrific.

Sudden craze in the country for folk-pop idiom has whipped up lots of interest in Electra's Joan Baez. Judy Collins and Bob Dylan have also been notching steady sales. . . . Craze has also led to wild tours by Clancey Brothers and Tommy Makeham, and also the Serendipity Singers. Other artists riding the wave are William Clausen, Bob Dylan, Christie Minstrels, Pete Seeger, Brothers Four and Josh White. . . . "Last Chance to Turn Around" (CBS) is keeping Gene Pitney well up there and Millie has gained ground with her "Peaches and Cream" on Philips. . . . Country is as popular as ever, particularly in the South. Roger Miller's "Engine Engine No. 9" is selling solidly. . . . Local artist Herma Keil has pressed another, "Running Late." . . . New single by the Pretty Things, "Cry to Me," is whipping up interest for their forthcoming tour here. Edna Kane will be with them and is currently impressing with his "Rain Rain Go Away."

J. P. MONAGHAN

CHICAGO

WCFL's popular afternoon deejay Jim Stagg will accompany the Beatles on their 19-day tour of the U. S. and Canada, starting Aug. 13. It'll be his third. . . . Former Chicagoan Danny Sims has been named vice-president of Joda Records, a new New York label. United handles the line here. . . . Columbia's promotion chief here, Jim Scully, is getting in shape for the fall football season. Jim plays

semi-pro ball for the Lake County Rifles. He's a defensive back. . . . Paul Cook returns to Columbia as album promo man after a stint with the label's custom recording division.

A pair of WVON deejays, E. Rodney Jones and Pervis Spann, are operating The Club, a new South Side niter on the site of the famous Club DeLisa. Talent includes the Syl Johnson Revue, starring McKinley Mitchell, vocalists Johnny Williams and Pauline Shivers. . . . Celal Ince, of the Hotel Knickerbocker's Lime House Pub, has been signed to an RCA contract. He previously recorded for the label in Turkey and will now cut material for the U. S. market. . . . Associated Booking Corp. moves to new quarters on North Michigan Avenue. . . . Norma Boyle, formerly with WJJD and WBBM, has joined the staff of all female deejays on WSDM-FM, the Leonard Chess outlet. . . . It's a boy, David Edward, for Charles and Suzanne Livingston. It's the couple's second child. He's promotion man here for Mercury. NICK BIRO

DETROIT

The Stan Kenton Orchestra will kick off the annual Town and Country and Gown Celebrity Series at the University of Detroit Aug. 29. . . . Count Basie, Miles Davis, Dave Brubeck, Dizzy Gillespie, Jimmy Smith, and Carmen McRae and their respective groups are due here Sunday for George Wein's first Festival Prelude at Cobo Hall. . . . Singers Lesley Gore and Stevie Wonder, the Shangri-Las, Coasters, Sunliners, Dis-Coquettes Dancers, and Choker Campbell band teamed up in a special show "The Swingin' Kind," on WXYZ, emceed by deejay Lee Alan. It is tentatively slanted for the ABC network. . . . Musical comedy star Tessie O'Shea opened Monday as headliner at the Elmwood Casino in neighboring Windsor, Canada. HAL REVES

HOLLYWOOD

In the growing battle of who covered whom department: Capitol claims it recorded Jody Miller's version of "Home of the Brave" at the Tower on July 8 and played same at its convention in Puerto Rico (17-19). Label also says AFM records show that Phil Spector's version was cut July 24 at Gold Star Studios, despite ads claiming Spector was first with the tune.

Ed Kleban has been transferred to Columbia's New York a&r staff. He had been here four years. He will continue to cut Coast artists Percy Faith and Pete Jolly and will get involved more with Eastern artists of this caliber. Kleban's attempts to successfully

cut Coast teen-age artists were futile. Terry Melcher remains Columbia's Hollywood teen specialist.

Warners-Reprise record-music-"related" income has hit \$15,068,000, as compared with \$10,982,000 for 1964. Figures were released and broken down by the parent company whose net current assets as of May 29 were \$44,157,000.

Carl Post, formerly classical sales head at Everest Records on a three-month trial basis, has formed Consumer Record Service, a mail-order company. Every 60 days company mails its own catalog to subscribers but also orders request LP's from other catalogs. Post says he is interested in cut-outs, deletion material and budget packages. Company's address is P.O. Box 2813.

Ferrante and Teicher have signed with United Artists Pictures to write one theme a year for the next five years. They will also play theme in the film. . . . Dale Robertson, head of United Screen Arts distributing company in Studio City, plans forming his own publishing house to handle songs in its film properties.

Wallichs Music City hit a net gross of \$21,419 from the Count Basie-Joe Williams reunion concert it promoted Friday (6) at the Shrine Auditorium. Also on the bill were Sarah Vaughan and Earl Grant. Retailer plans other major name attractions. . . . Lee Hazlewood is being considered to score an up-coming film and TV series. Writer's latest effort is "Houston," sung by Dean Martin on Reprise. ELIOT TIEGEL

PHILADELPHIA

Maurice Finkel has set up a new record outlet in the Overbrook Park area with a record center at 7714 City Line Ave. . . . WIBG's Joe Niagra will host a weekly hour-long "Rockin' Bird Show" on WIBF-TV, an UHF channel, starting Sunday night, Sept. 12, featuring the top 40 tunes, teen-age dancers and guest stars. . . . Manny Rubin, who operates the 2d Fret, after-dark spot dedicated to folk entertainment, and has been promoting folk artist concerts, will inaugurate a series of monthly concert promotions in the fall at a hall yet to be selected. Kicks off next month with Johnny Cash, country artist. . . . The Music Box, suburban music and record shop in Swarthmore, Pa., changed its name to Hi-Fi Studio-Music Box. MAURIE H. ORODENKER

ST. LOUIS

ST. LOUIS—Jazz is on the upswing locally this summer with recent Stan Kenton concert at Kiel Auditorium, Yusef Lateef at the Miss Luba Lounge, Jimmie (Night-train) Forrest now at the Parisian (Continued on page 47)

Additional
International News
On Page 47

proven
album overwrap
improves sales!

cameo
PARKWAY

CAMEO-PARKWAY knows the self-service market requires a bright, tough album overwrap. That's Cryovac Y-Film. Its toughness, and bright "buy appeal" have been proven on over 300,000,000 albums. With the profit-squeeze on, it's nice to know Cryovac Y-Film also is economical to use. But the biggest point: you don't take chances. The Cryovac Y-Film Program is the only proven program to wrap up self-service sales. So? Get into it.



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Trade Reviews Have **TURNTABLE** Spinning

I'VE
HAD
IT!
George
Smith

Turntable #713

BILLBOARD, AUGUST 14, 1965
POP SPOTLIGHT

"GEORGE SMITH—I'VE HAD IT

Dramatic, soulful performance serves as an exciting debut of both the artist and the label that should put both of them on the chart." Turntable #713

CASH BOX, AUGUST 14, 1965
BEST BETS

"GEORGE SMITH (TURNTABLE #713)

I've had it . . . smooth bluesy vocal and interesting orking on this fine tune could send the side skyrocketing on both the pop and r&b fronts. . . ."

RECORD WORLD,
AUGUST 14, 1965

FOUR STAR ★★★ PICKS

"I've had it—George Smith—Turntable #713—intense song that builds and builds to something pretty compelling. New label, nice start."

DRUM
RHYTHM

Susan
King

Turntable #711

CASH BOX, AUGUST 14, 1965
TURNTABLE #711

"SUSAN KING—DRUM RHYTHM
Spirited, teen slanted mover."

RECORD WORLD,
AUGUST 14, 1965

TURNTABLE #711
"SUSAN KING—DRUM RHYTHM

New r&b wailer go could turn this throbbing tune into a click."

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- Mutual — Boston
- Mangold — Charlotte
- Metro — Chicago
- Four State — Cincinnati
- Cleve-Disc — Cleveland
- United — Houston
- B & K — Dallas
- Jay Kay — Detroit
- Eastern — Hartford
- Hart — Los Angeles
- Florida Record — Miami
- Lieberman — Minneapolis
- Southern — Nashville
- All South — New Orleans
- Metro — New York City
- Metro — Newark
- Dave Rosen — Philadelphia
- Hamburg Bros. — Pittsburgh
- Roberts — St. Louis
- C & C Stone — San Francisco
- Stan's — Shreveport
- C & C — Seattle
- Schwartz Bros. — Washington, D. C.

TURNTABLE
RECORDING CORP.

235 W. 49TH ST.
NEW YORK CITY
NEW YORK



HICKORY RECORDS' SUE THOMPSON was welcomed to London on her recent trip by officials of Pye Records and the London Acuff-Rose office. From left, are Nick Firth, general manager of Acuff-Rose publications and productions in the United Kingdom; Mal Thompson, exploitations manager of Acuff-Rose; Sue Thompson, and Les Cocks, director of Pye Records (sales) and a&r controller of Pye.

ARGENTINA

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	VENECIA SIN TI—Charles Aznavour (Barclay); *Juan Ramon (RCA); Ely Neri (Fermata)—Fermata	
2	2	HE COMPRENDIDO QUE TE AMO—Luigi Tenoco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon)—Fermata	
3	3	COMENECAMOS A QUERERENOS—John Foster (Fermata); Dalida (Barclay); Robert Goulet (CBS); *Cinco Latinos (Music Hall); Claudio (Odeon)—Fermata	
4	5	MUNECA DE CERA—*Juan Ramon (RCA); France Gall (Philips); *Jose Carli (CBS)—Korn	
5	4	LOS DOMINGOS—*Cinco del Ritmo (Microfon); *Los Caucanos (Music Hall)—Korn	
6	6	AMOR, PERDONAME—*Juan Ramon (RCA); John Foster (Fermata); Tito Rodriguez (CBS); Dalida (Barclay); *Claudia (Odeon)—Fermata	
7	7	TICKET TO RIDE—Beatles (Odeon)—Fermata	
8	8	SE PIANGI SE RIDI—Bobby Solo (CBS); Mina (Ri Fi); Los Iracundos (RCA)—Melograf	
9	11	UN PAYASO EN EL PARAISO—*Cinco Latinos (Music Hall)—Milrom	
10	10	ROMPAN TODO/MAS—The Shakers (Odeon)—Fermata	

AUSTRALIA

*Denotes local origin

This Week	Last Week	Song	Artist
1	4	HELP!—The Beatles (Parlophone)—Leeds	
2	1	SATISFACTION—The Rolling Stones (Decca)	
3	7	A WALK IN THE BLACK FOREST—Horst Jankowski (Philips)—Alberts	
4	3	CRYING IN THE CHAPEL—Elvis Presley (RCA)—Chappells	
5	5	SHE'S SO FINE—*Billy Thorpe (Parlophone)—Allans	
6	—	UNCHAINED MELODY—Righteous Brothers (Festival)—Chappells	
7	—	TWILIGHT TIME—*Billy Thorpe (Parlophone)—Allans	
8	6	I LIKE IT LIKE THAT—Dave Clark Five (Columbia)—Boosey & Hawkes	
9	3	FOOL, FOOL, FOOL—*Ray Brown & Whispers (London)—Belinda	
10	9	MORNING TOWN RIDE—*The Seekers (W.&G.)	
11	—	I'M ALIVE—The Hollies (Parlophone)	
12	—	HEART FULL OF SOUL—The Yardbirds (Columbia)—Alberts	
13	8	MY LITTLE RED BOOK—Manfred Mann (HMV)	
14	10	CARA MIA—Jay & the Americans (U.A.)—Alberts	
15	12	YOU'RE MY GIRL—Roy Orbison (London)—Acuff-Rose	

BRITAIN

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

This Week	Last Week	Song	Artist
1	1	HELP!—*Beatles (Parlophone)—Northern Songs, Ltd.	
2	3	YOU'VE GOT YOUR TROUBLES—*Fortunes (Decca)—Mills Music	
3	4	WE GOTTA GET OUT OF THIS PLACE—*Animals (Columbia)—Slamina Music	
4	2	MR. TAMBOURINE MAN—Byrds (CBS)—Blossom Music	
5	5	TOSSING AND TURNING—*Ivy League (Piccadilly)—Southern Music	
6	9	CATCH US IF YOU CAN—*Dave Clark Five (Columbia)—Ivy/Spur Music	
7	7	THERE BUT FOR FORTUNE—Joan Baez (Fontana)—Feldman Music	
8	6	HEART FULL OF SOUL—*Yardbirds (Columbia)—Feldman Music	
9	8	IN THE MIDDLE OF NOWHERE—*Dusty Springfield (Philips)—Budd Music	
10	19	EVERYONE'S GONE TO THE MOON—*Jonathan King (Decca)—Marquis Music	
11	11	WOOLY BULLY—Sam the Sham (MGM)—Knox Music	
12	10	HE'S GOT NO LOVE—*Searchers (Pye)—Toby Music	

This Week	Last Week	Song	Artist
13	13	WITH THESE HANDS—*Tom Jones (Decca)—Kassner Music	
14	29	ZORBA'S DANCE—Marcello Minerbi (Durium)—Biem	
15	15	IN THOUGHTS OF YOU—*Billy Fury (Decca)—Coda Music	
16	25	SUMMER NIGHTS—*Marianne Faithfull (Decca)—Ardmore & Beechwood	
17	20	A WALK IN THE BLACK FOREST—Horst Jankowski (Mercury)—Flamingo Music	
18	12	I'M ALIVE—*Hollies (Parlophone)—Shapiro-Bernstein	
19	23	TOO MANY RIVERS—Brenda Lee (Brunswick)—(Acuff-Rose)	
20	26	THIS WORLD IS NOT MY HOME—Jim Reeves (RCA)—Burlington Music	
21	24	SAY YOU'RE MY GIRL—Roy Orbison (London)—Acuff-Rose	
22	14	CRYING IN THE CHAPEL—Elvis Presley (RCA)—E. H. Morris	
23	16	ONE IN THE MIDDLE (EP)—*Manfred Mann (HMV)—Cooper/Feldman/Design, Blossom	
24	17	TO KNOW YOU IS TO LOVE YOU—*Peter and Gordon (Columbia)—Bourne Music	
25	21	CRY TO ME—*Pretty Things (Fontana)—Mellin Music	
25	28	LET THE WATER RUN DOWN—*P. J. Proby (Liberty)—Mellin Music	
27	—	DON'T MAKE MY BABY BLUE—*Shadows (Columbia)—Screen Gems, Columbia, Ltd.	
28	18	LOOKING THRU THE EYES OF LOVE—Gene Pitney (Stateside)—Screen Gems	
29	30	LIKE WE USED TO BE—*Georgia Fame (Columbia)—Roar Music	
30	22	LEAVE A LITTLE LOVE—*Lulu (Decca)—Skidmore Music	

IRE

This Week	Last Week	Song	Artist
1	—	HELP!—Beatles (Parlophone)—Northern Songs Ltd.	
2	3	TOSSING AND TURNING—Ivy League (Piccadilly)—Southern	
3	1	MR. TAMBOURINE MAN—Byrds (CBS)—Leeds	
4	2	HEART FULL OF SOUL—Yardbirds (Columbia)—Feldman	
5	7	MY OWN PECULIAR WAY—Joe Dolan and Drifters (Pye)—Acuff-Rose	
6	4	I'M ALIVE—Hollies (Parlophone)—Shapiro-Bernstein	
7	9	IN THE MIDDLE OF NOWHERE—Dusty Springfield (Philips)—Budd	
8	—	WE COULD—Sonny Knowles and Pacific (Pye)—Acuff-Rose	
9	5	CRYING IN THE CHAPEL—Elvis Presley (RCA)—E.H. Morris	
10	8	TO KNOW YOU IS TO LOVE YOU—Peter and Gordon (Columbia)—Bourne	

FINLAND

This Week	Last Week	Song	Artist
1	7	STOP THE MUSIC—Lenne & the Lee Kings (Gazell)	
2	1	THE LAST TIME—The Rolling Stones (Decca)	
3	3	MINNE TUULI KULJETTAA—Katri Helena (Parlophone)	
4	2	DOWNTOWN—Danny (Scandia)	
5	5	JUHANNUSTANSSIT—Juha Vainio (Safir)	
6	9	MONIKA, MONIKA, MONIKA—Reijo Taipale (Scandia)	
7	4	POUPEE DE CIRE, POUPEE DE SON—Ritva Palukka (Philips)	
8	6	TICKET TO RIDE—The Beatles (Parlophone)	
9	—	KING OF THE ROAD—Lasse Martenson (Philips)	
10	—	CRYING IN THE CHAPEL—Elvis Presley (RCA)	

FLEMISH BELGIUM

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	WOOLY BULLY—Sam the Sham and the Pharaohs (MGM)—Belindamusic	
2	2	DE DANS VAN ZORBA—Mikis Theodorakis (20th Century-Fox)—Duo Akropolis (Week End)	

This Week	Last Week	Song	Artist
3	3	J'AI PLEURE—*Claudia Sylva (Decca)—Fonior	
4	4	IL SILENZIO—Nino Rosso (Vogue); Heinz Schachtner (Polydor)	
5	5	CRYING IN THE CHAPEL—Elvis Presley (RCA)—Belindamusic	
6	6	KATY—*Marc Aryan (Markal)—Coda	
7	7	MES MAINS SUR TES HANCHES/GRAND-PERE, GRAND-MERE—*Adamo (HMV)—Ardmore & Beechwood/Rudo	
8	8	DANS WAT DICHTER BIJ MIJ—*John Larry (Polydor) Passe Partout	
9	9	JOLIE JACQUELINE—Lucille Starr (London)—Belindamusic	
10	10	THE BIRDS AND THE BEES—Jewel Akens (London)—P. Plum Publ.	

FRANCE

This Week	Last Week	Song	Artist
1	1	C'EST TOI QUE J'AIME—Shelia (Philips)—Tutti	
2	2	QUAND REVIENS LA NUIT—Johnny Hallyday (Philips) Pathe	
3	4	MES MAINS SUR TES HANCES—Adamo (Voix de son Maitre)—Pathe	
4	3	ZORBA LE GREC—Original Soundtrack (20th Century-Fox)—France Melodie	
5	—	CAPRI C'EST FINI—Herve Villard (Mercury)—Editions Barclay	
6	5	POURVU QUE CA DURE—Sandie Shaw (Vogue)—AMI	
7	11	KATHY CRUELLE—Marie Laforet (Festival)—Fantasia	
8	—	WOOLY BULLY—Sam the Sham and the Pharaohs (MGM)—Pigalle	
9	—	ALINE—Christophe (A.Z.)—Jacques Plante	
10	8	LA MONTAGNE—Jean Ferrat (Barclay)—Halleuya	
11	9	QUAND UN BATEAU PASSE—Claude Francois (Philips)—Salvet	
12	10	N'AVOUE JAMAIS—Guy Mardel (A.Z.)—Tutti	
13	13	AU REVOIR MON AMOUR—Richard Anthony (Columbia)—AMI	
14	6	BIENTOT LES VACANCES—Monty (Barclay)—Tutti	
15	14	CAST YOUR FATE TO THE WIND—Sounds Orchestral (Vogue)—Mellin	

HOLLAND

This Week	Last Week	Song	Artist
1	—	HELP!—The Beatles (Parlophone)—Basart	
2	1	WOOLY BULLY—Sam the Sham (MGM)—Belinda	
3	2	IL SILENZIO—Nini Rosso (Stibbe); Heinz Schachtner (Polydor)—Portengen	
4	3	MR. TAMBOURINE MAN—Byrds (CBS); Hunters (RCA)—Basart	
5	5	LA DANSE DE ZORBA—Several Artists—Melodia	
6	4	HELLO JOSEPHINE—Scorpions (CNR)—Chappell	
7	6	SANTO DOMINGO—Several Artists—Anagon	
8	8	COLOURS—Donovan (Pye)—Holland Music	
9	10	GOT LIVE IF YOU WANT IT (EP)—Rolling Stones (Decca)—Basart	
10	—	SAY YOU'RE MY GIRL—Roy Orbison (London)—Int. Muz. Co.	

HONG KONG

This Week	Last Week	Song	Artist
1	2	HELP!—The Beatles (Parlophone)	
2	1	HUSH, HUSH, SWEET CHARLOTTE—Patti Page (CBS)	
3	3	SE PIANGI SE RIDI—New Christy Minstrels (CBS)	
4	9	SUCH AN EASY QUESTION—Elvis Presley (RCA Victor)	
5	10	BEFORE AND AFTER—Chad and Jeremy (CBS)	
6	—	CRY I DO—The Fabulous Echoes (Diamond)	
7	7	TO KNOW YOU IS TO LOVE YOU—Peter and Gordon (Columbia)	
8	5	CRYING IN THE CHAPEL—Elvis Presley (RCA Victor)	
9	4	COUNT ME IN—Gary Lewis (Liberty)	
10	—	HELP ME RHONDA—The Beachboys (Capitol)	

ITALY

*Denotes local origin

This Week	Last Week	Song	Artist
1	2	SE NON AVESSI PIU' TE—*Gianni Morandi (RCA)	
2	1	TU SEI QUELLO—*Orietta Berti (Polydor)	
3	3	QUELLO SBAGLIATO—Solo (Ricordi)	
4	5	LUI—*Rita Pavone (RCA)	
5	4	IL MONDO—*Jimmy Fontana (RCA)	
6	10	E VOI BALLATE—*Adriano Celentano (Clan)	
7	8	CIAO CIAO—Petula Clark (Vogue)	
8	6	LA CASA DEL SOLE—*Marcellos Ferri (Durium)	
9	9	LA NOTTE—Adamo (Pathe)	
10	7	IL SILENZIO—*Nini Rosso (Spring)	
11	13	UN BACIO E' TROPPO POCO—*Mina (Ri Fi)	
12	15	I TUOI OCCHI VERDI—*Franco Tuzzi (Fonit)	
13	12	OGNI MATTINA—*Little Tony (Durium)	
14	11	SONO TANTO INNAMORATA—*Isabella Jannetti (Durium)	
15	14	TI SENTI SOLA STASERA—*Michele (RCA)	

JAPAN

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	ONNA GOKORO NO UTA—*Bob Satake (King)—JASRAC	
2	2	CARAVAN—The Ventures (Liberty)—No Sub-publisher	
3	4	ANOKO TO BOKU—*Hashi Yukio (Victor)—JASRAC	
4	3	NATSU NO HI NO OMOIDE—*Hino Teruko (Polydor)—JASRAC	
5	8	CRYING IN A STORM—*Emy Jackson (Columbia)—JASRAC	
6	7	ABASHIRI BANGAICHI—*Takakura Ken (Teichiku); Shirane Kazuo (Toshiba)—JASRAC	
7	6	DYNAMITE—Cliff Richard (Odeon)—No Sub-publisher	
8	9	FUTARI NO SEKAI—*Ishihara Yujiro (Teichiku)—JASRAC	
9	5	SLAUGHTER ON 10TH AVENUE—The Ventures (Liberty)—Chappell (Folster)	
10	10	SAYONARA WA DANCE NO ATONI—Baisho Chieko (King)—JASRAC	

MALAYSIA

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	PATCH IT UP—Linda Scott (Kapp)	
2	3	THANKS A LOT—Brenda Lee (Life)	
3	2	NIGHTMARE—*The Falcons (Life)	
4	5	WONDERFUL WORLD—Herman's Hermits (Columbia)	
5	7	THE MINUTE YOU'RE GONE—Cliff Richard (Columbia)	
6	—	DON'T PLAY THE SONG (You Lied)—*Keith Locke & the Quests (Columbia)	
7	—	FERRY CROSS THE MERSEY—Gerry & the Pacemakers (Columbia)	
8	6	WORLD OF OUR OWN—Seekers (Columbia)	
9	8	FORGET THE MONEY—Caterina Valente (London)	
10	4	IN THE MOOD SHAKE—Rhythmics (Life)	

MEXICO

*Denotes local origin

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

NEW ZEALAND

This Week	Last Week	Song	Artist
1	2	MR. TAMBOURINE MAN—The Byrds	
2	1	LONG LIVE LOVE—Sandie Shaw	
3	3	CRYING IN THE CHAPEL—Elvis Presley	
4	6	TRAINS AND BOATS AND PLANES—Billy J. Kramer	
5	8	HELP ME RHONDA—The Beach Boys	
6	4	LAST CHANCE TO TURN AROUND—Gene Pitney	
7	12	THIS LITTLE BIRD—Marianne Faithfull	
8	11	ENGINE, ENGINE #9—Roger Miller	
9	—	I'M ALIVE—The Hollies	
10	5	COUNT ME IN—Gary Lewis	
11	—	WALK IN THE BLACK FOREST—Horst Jankowski	
12	19	BACK IN MY ARMS AGAIN—The Supremes	
13	14	TILL WE KISSED—Ray Columbus	
14	7	MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER—Herman's Hermits	
15	9	CONCRETE AND CLAY—Unit 4 + 2	
16	—	WOOLY BULLY—Sam the Sham	
17	13	POOR MAN'S SON—Rockin' Berries	
18	—	COLOURS—Donovan	
19	15	TRUE LOVE WAYS—Peter and Gordon	
20	10	WORLD OF OUR OWN—The Seekers	

PHILIPPINES

*Denotes local origin

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

SINGAPORE

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	WORLD OF OUR OWN—Seekers (Columbia)	
2	4	CRYING IN THE CHAPEL—Elvis Presley (RCA)	
3	5	WALKING IN THE BLACK FOREST—Horst Jankowski (Mercury)	
4	6	PRICE OF LOVE—Everly Brothers (Warner Bros.)	
5	7	I'M ALIVE—The Hollies (Parlophone)	
6	9	SILVER THREADS AND GOLDEN NEEDLES—*Crescendo (Philip)	
7	8	TOKYO MELODY—The Pastels (Jubilee)	
8	—	POUPEE DE CIRE, POUPEE DE SON—France Gall (Philip)	
9	—	SATISFACTION—Rolling Stones (London)	
10	3	PEARLY SHELLS—Pat Boone (Dot)	



RED CROSS

MOELLER BIG WINNER IN POKER GAME

NASHVILLE—A few years back, songwriter Wayne Walker was playing poker with Webb Pierce, agent Lucky Moeller, guitarist Red Gale and bass player Curly Harris. By early a.m., the players had dwindled to Pierce, Walker and Moeller. Walker was losing, and borrowed \$80 from Moeller. Walker had just written "Are You Sincere." He told Moeller he would give him half the record royalties for the \$80. Moeller agreed. Later Moeller got busy. He got Archie Bleyer, then owner of Cadence Records, to record it. Bleyer made it with Andy Williams. "Are You Sincere" was a big hit. Other artists have been covering it since, and talk around Nashville last week was that Moeller had made \$60,000 from his \$80 investment. When Walker was asked about the story, he smiled and admitted it was true but said he didn't know how much Moeller had made. "I can say, though, that he made a good investment with his \$80," Walker smiled.



BILL ANDERSON, the Moss-Rose staffer, has written and recorded another great song, "Bright Lights and Country Music" (Decca 31825). This one is sure to be a big hit with c&w fans throughout the country. (Advertisement)

Minnie, Grandpa For Lawrence Show

NASHVILLE—Minnie Pearl and Grandpa Jones were signed last week for the Oct. 4 "Steve Lawrence Show" on CBS-TV, which will be a tribute to country music. The two will tape in New York from Sept. 27 through Oct. 1. Eddy Arnold was previously signed for the show and other country music artists are being considered for it.

All-Bluegrass Festival for Roanoke, Va., Sept. 3-5

ROANOKE, Va. — An all-bluegrass music festival, featuring many of the top names from that facet of the country music field, will be presented at Cantrell's Horse Farm, located 12 miles north of Roanoke, Sept. 3-5. The fest will be produced and staged by Carlton Haney of Hollins, Va., former manager of bluegrass Bill Monroe and for the last 10 years manager of Don Reno and Red Smiley. Haney says the event will be the first all-bluegrass music festival ever held. Tickets have been scaled at \$2.50 for each performance or \$6 for a three-day set.

West Virginia, South Carolina and Tennessee, Haney says. Various workshop sessions will be held from 10 a.m. to noon and 2 to 5 p.m. on Friday (Continued on page 38)

Long Heads Talent Assn.

NASHVILLE—Hubert Long, president of Hubert Long Talent Agency here, was elected temporary president of the newly formed Nashville Talent Directors Association at the group's first meeting last week.

Other temporary officers: W. E. Moeller, Moeller Talent, Inc., vice-president; Bob Neal, Bob Neal Agency, Inc., secretary, and H. K. Wilson, Wil-Helm Agency, treasurer. First-term officers will be elected at a future meeting.

The association was formed to standardize booking and talent management. The group will meet regularly to discuss mutual problems and seek solutions. Long said: "This is simply another step in the growth of this aspect of the music industry."

FANS HONOR ERNEST TUBB

NASHVILLE — The Ernest Tubb Fan Club recently raised \$1,000 to donate to the Country Music Association's building fund to assure Tubb a block with his name on it in the association's proposed Walkway of Stars, which is to be a part of the new CMA building and museum to be erected here soon. This is believed to be the biggest single project ever carried out by a c&w fan club.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/21/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	13	27	34	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	4
2	1	THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	12	28	26	THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI)	8
3	3	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	13	29	29	RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP)	19
4	4	BEFORE YOU GO Buck Owens, Capitol 5410 (Bluebook, BMI)	15	30	41	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	2
5	7	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	9	31	28	SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI)	10
6	6	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	9	32	27	WRONG NUMBER George Jones, United Artists 858 (Glad, BMI)	12
7	8	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI)	12	33	33	I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8566 (Randy-Smith, ASCAP)	7
8	5	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	16	34	40	NOTHING LEFT TO LOSE Faron Young, Mercury 72440 (Husky, BMI)	3
9	9	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	9	35	39	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	3
10	12	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	12	36	36	TROUBLE AND ME Stonewall Jackson, Columbia 43304 (Forest Hills, BMI)	6
11	13	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	5	37	38	ENOUGH MAN FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC)	11
12	11	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI)	12	38	48	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	2
13	14	ONE DYIN' AND A BURRYIN' Roger Miller, Smash 1994 (Tree, BMI)	5	39	50	WHISTLE WALKIN' Ned Miller, Capitol 5431 (Central Songs, BMI)	2
14	17	WINE Mel Tillis, RIC 158 (Cedarwood, BMI)	8	40	42	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	2
15	15	TRUCK DRIVIN' SON-OF-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	7	41	—	NO SIGN OF LIVING Dottie West, RCA Victor 8615 (Linduane, BMI)	1
16	16	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	11	42	46	THEN I'LL START BELIEVING IN YOU Hank Thompson, Capitol 5422 (Brazos Valley, BMI)	2
17	21	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	4	43	43	LOST IN THE SHUFFLE Stonewall Jackson, Columbia 43304 (Canada, Ltd., BMI)	2
18	18	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	14	44	45	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	2
19	19	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	7	45	49	YODEL, SWEET MOLLY Ira Louvin, Capitol 5428 (Central Songs, BMI)	2
20	24	GREEN, GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	4	46	47	WHO DO YOU THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	2
21	25	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	8	47	44	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	3
22	22	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	4	48	—	IF IT PLEASURES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	1
23	23	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	7	49	—	THAT'S THE CHANCE I'LL HAVE TO TAKE Waylon Jennings, RCA Victor 8572 (Wilderness, BMI)	1
24	30	OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI)	5	50	—	HOBO AND THE ROSE Webb Pierce, Decca 31816 (Cedarwood, BMI)	1
25	10	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	14				
26	20	WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	22				

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	10	11	10	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S)	10
2	3	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	24	12	9	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	12
3	2	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	17	13	15	HERE COMES MY BABY Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S)	8
4	5	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	25	14	16	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	3
5	7	THE 3RD TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	5	15	12	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	19
6	6	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	14	16	13	RED ROSES FOR A BLUE LADY George Morgan, Columbia CL 2333 (M); CS 9133 (S)	9
7	4	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	26	17	17	TROUBLE & ME Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	10
8	11	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	4	18	—	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	1
9	14	BLUES IN MY HEART Wanda Jackson, Capitol T 2306 (M); ST 2306 (S)	8	19	20	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	2
10	8	HANK WILLIAMS SR. & HANK WILLIAMS JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	8	20	—	BLUE KENTUCKY GIRL Loretta Lynn, Decca DL 4665 (M); DL 74665 (S)	1



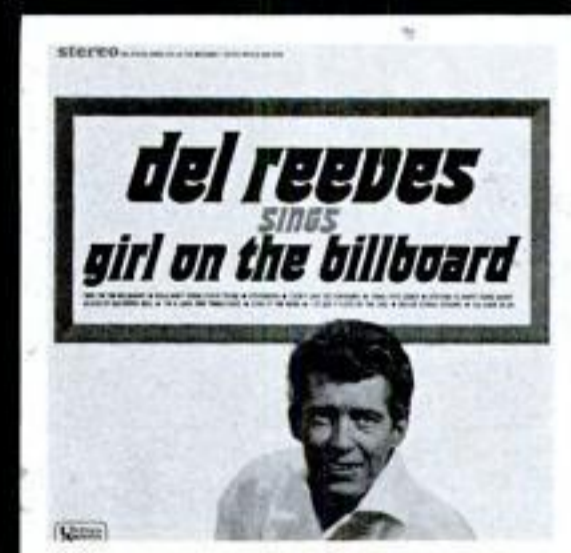
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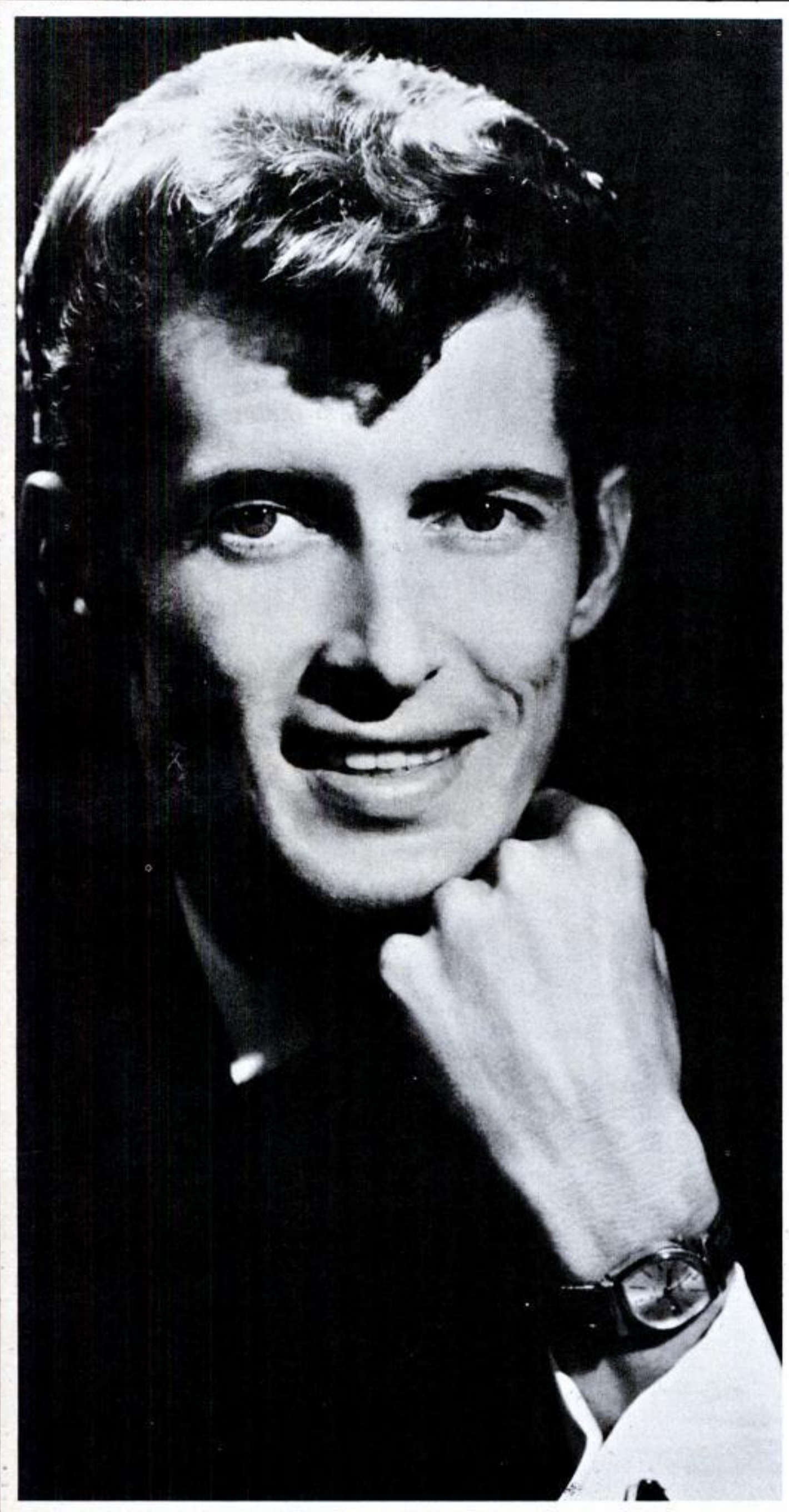
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CONNIE SMITH, who records for RCA Victor, is at her best with "I Can't Remember" (8551). Her album is going great and now rates lofty chart positions. She's booked by the Jimmy Klein Agency, Box 1047, Vidor, Tex. (Advertisement)

Acuff-Rose Signs Two Three Ways

NASHVILLE — Acuff-Rose signed two artists last week to three-year, three-way contracts as recording artists, composers and performers.

Signed were Sandy Mason, 22, country-pop singer who has her own TV show on Channel 4, Pittsburgh, and Clyde Beavers, 32, who previously recorded for Mercury and Decca. He will be released on Hickory.

In the case of Miss Mason, it is the only arrangement Acuff-Rose has whereby she is signed as a Hickory Records artist but her records will be released on MGM.

Beavers also has a knack as a publicist. In 1957, he rode a mule from Dalton, Ga., to the Country Music Festival at Nashville, 175 miles. In 1959 he pushed a wheelbarrow from Rossville, Ga., to the convention, 155 miles. Both trips took him seven days and part of seven nights.

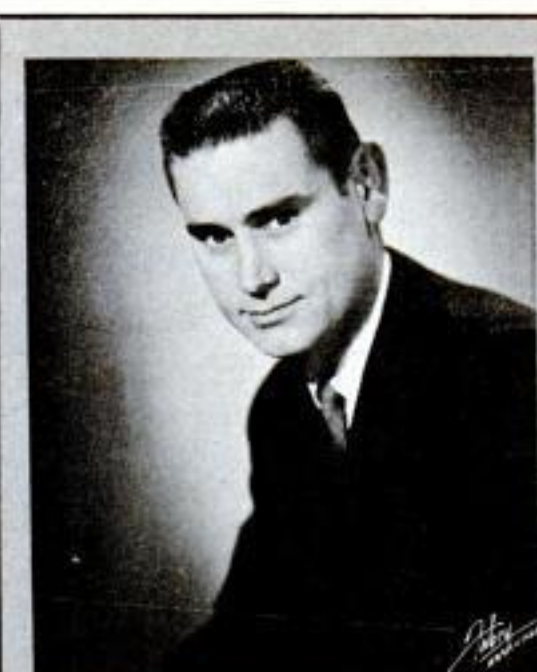
Capitol Office Sets Virginians

BELTSVILLE, Md.—Capitol Artists Bureau, with headquarters here, has set the Virginians bluegrass combination, on a tour that will carry them to Rockville, Md., Aug. 21; Augusta, W. Va., 23; Bergton, Va., 27; Bridgewater, Dela., 28, and the Frontier Ranch, Columbus, Ohio, Sept. 6.

The Virginians, regulars on WVA-TV, Harrisonburg, Va., every Wednesday, have been spotted frequently on the Jimmy Dean network TV-er. In the Virginians' roster are Buck Ryan, fiddler, and Smitty Irvin, banjoist, both formerly with "Town & Country Jamboree" in Washington; Bill Harrell, and Stoney Edwards, bass man.

Johnson Release Gets Quick Cover

NASHVILLE — John Capps, president of K-Ark Records, created a stir last week when he came out with a single titled "Your Stepping Stone," by Bobby Johnson, which was immediately covered by several top country artists. Johnson is the brother of Kitty Wilson of the team of Smiley and Kitty Wilson, regulars on the local popular country music TV show, "Country Junction."



GEORGE JONES, a top c&w artist on United Artist Records, has another sure hit with his latest single, "Love Bug." George is managed by the Jimmy Klein Agency, which has a new address, Box 1047, Vidor, Tex. (Advertisement)

NASHVILLE SCENE

By ELTON WHISENHUNT

SHORT STORY — Mel Tillis wanted to be a singer. He came to Nashville in 1955 from his Pahoek, Fla., home, seeking his fortune. But everybody he talked to told him he had to have his own songs. So he went home and wrote some! Truly a case of necessity being the mother of invention. Tillis is today one of the top country songwriters in the nation, has had more than 400 recorded, dozens of hits, won 15 BMI awards.

HOP-SCOTCH—Norma Jean is back with the Porter Wagoner show. . . . Joe Tex, Dial Records artist, scored well on the Dick Clark "Where the Action Is" show last week. . . . Hank Thompson and His Brazos Valley Boys will tour Germany, France and Italy Nov. 4-21. . . . A Bill Anderson

Col.'s Wyatt Moved to Coast

HOLLYWOOD — Columbia Records Studios has transferred Paul Wyatt here from Nashville to handle the newly created post of L. A. sales manager. Wyatt takes over booking the label's large facility in the CBS building on Sunset Boulevard and will also sell a smaller studio now under construction.

This new studio will have eight track machines, Wyatt said. A new rate card will be issued Sept. 1 to make the facilities competitive with other rental agencies. Columbia Record Productions formerly rented studio space. Before joining Columbia one year ago, Wyatt was a vice-president at Standard Record Pressing in Nashville and before that was Capitol's Nashville office manager and an a&r producer.

WAIA ALL OUT FOR COUNTRY

ATLANTA—Ken Rogers, station manager of WAIA-Radio, a country music station here, said last week that the station would never "pass up a chance to help country music." To prove it, the station is contributing that extra effort for the annual country music poll.

The radio station is distributing a ballot at all local record shops, courtesy of the radio station. The 1965 Billboard Awards will be televised over the "Jimmy Dean Show" on ABC-TV in October.

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES 5 Years Ago August 22, 1960

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

COUNTRY SINGLES 10 Years Ago August 20, 1955

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

Law Signs Godfrey

NASHVILLE — Don Law, Columbia's a&r chief for country artists, has signed singer Ray Godfrey, of Atlanta, to a recording contract. Law planned his first recording session with Godfrey this week.

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BOBBY BARE, who last week was made a regular member of the "Grand Ole Opry" by Station WSM, Nashville, and "Opry" manager Ott Devine. He became the 48th regular member of the "Opry." Bare has had such hits as "Shame on Me," "It's All Right" and "Detroit City." He has composed more than 200 songs. Bare toured Europe this year and is set for an appearance on the Jimmy Dean TV show this fall.

Folk Musicians Meet Aug. 27-28

WINSTEAD, Conn. — The Ninth Annual National Convention of the American Folk Musicians Association will be held Aug. 27-28 at Garibaldi Hall here. Hosting the event will be District No. 5, American Folk Musicians Association, and its president, Rudy Deane.

National President George Reimmsnyder says this year's meeting is expected to be bigger than last year as two new districts have been added, one in New Jersey and another in New York. Two giant jamborees are planned for Friday and Saturday nights. Ten bands have already signed to participate from the four-state area, according to Maxine Reimmsnyder, national secretary.

Danny Harrison Sports New Single

LOGAN, W. Va. — Country singer and songwriter Danny Johnson is garnering good air play and reception in this area with a "Beware of Her, You Fool" b.w. "Hush, Little Baby," released last week on Pappy Daily's "D" label. Danny penned both tunes.

Harrison recently purchased the Green Top Drive-In, on Route 10 just outside of Logan, and spins one-hour remotes from the spot via WVOV each Tuesday, Friday and Sunday, featuring country music. The radio segs are bolstered with talent from the area, with guest artists spotted occasionally. Red Foley and Wally Fowler were recent guests at the drive-in.

Bluegrass Fest

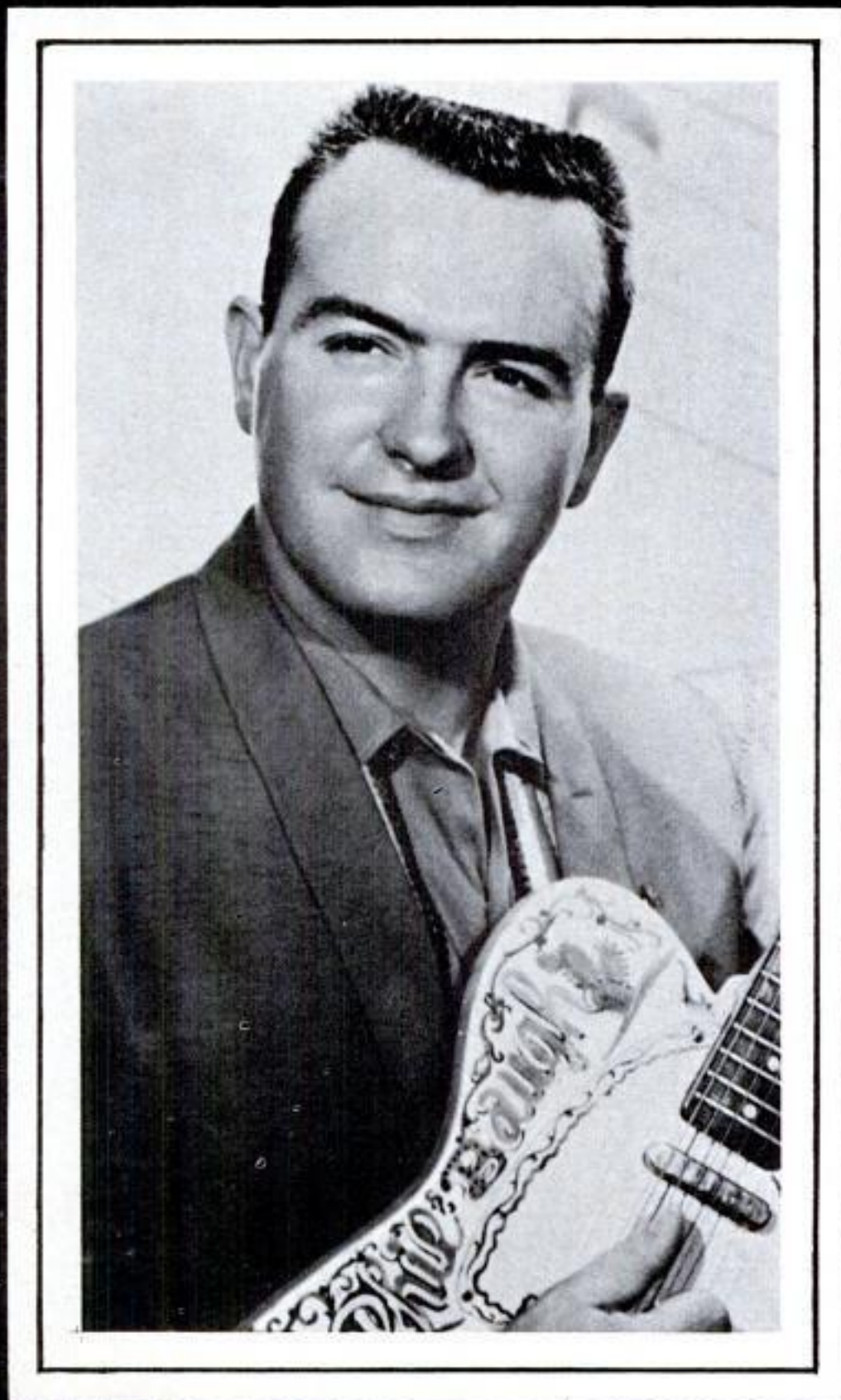
• Continued from page 36

and Saturday (3-4). Conducting the various sessions will be Bill Monroe, Ronnie Reno, George Winn, Red Smiley, Carter Stanley, Mac Wiseman, Pete Rowan, Don Reno, Ralph Stanley, Don Limeburger, David Deese, Bobby Lester, the King Brothers, Larry Hall. A talent contest for best fiddle, mandolin and bluegrass band will be held Saturday afternoon.

A gospel sing session will be held Sunday from 11 a.m. to 1 p.m. A banjo contest, with prizes to the winners, will be held from 1-3 p.m. Sunday.

Cantrell Horse Farm is located on 240 acres at the foot of Tinker Mountain in Botet County, with camping sites and parking available at no cost. Haney says a recording studio will be set up for the festival to permit recording companies to record the live performances.

BILLBOARD, August 21, 1965



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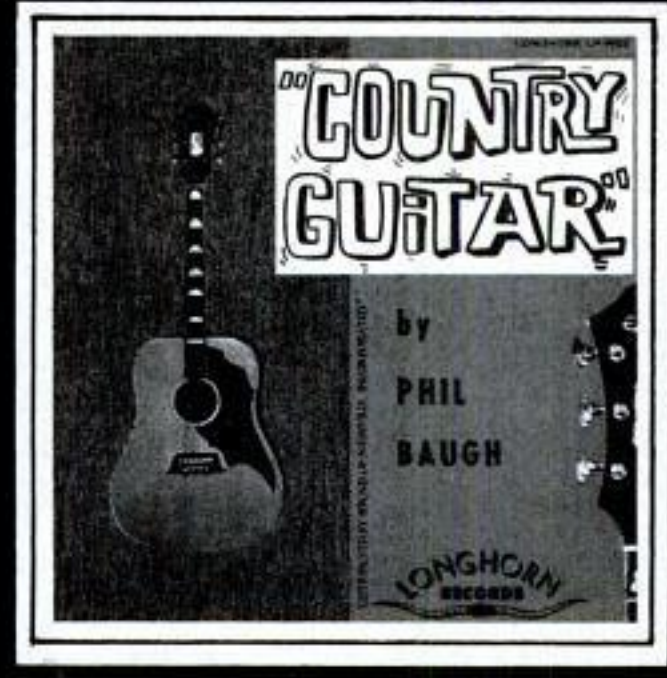


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French Musicians a Dying Breed

By MIKE HENNESSEY

PARIS—The status of the classical musician in France is becoming worse and worse, according to an investigation recently undertaken by the French Sunday newspaper, *Journal de Dimanche*.

In 1930, the newspaper points out, there were 7,000 musicians earning a living from music in Paris. Today there are scarcely 2,000. Of these only about 400 earn a decent wage. These are musicians employed by the opera and the ORTF and the handful of men who do recording work—classically trained instrumentalists who have been forced by economic circumstances to enter the pop field.

In 1939 there were 13 provincial orchestras in France. By 1964 there were six. This year the number is three.

Blame Automation

Automation—in the form of records and radio, where more and more music is produced by fewer and fewer musicians—is largely to blame, says the paper.

Although a record may sell hundreds of thousands of copies and earn royalties for the singer, composer and publisher, the musician gets only a flat \$13 fee.

Some record companies, it is said, engage one violinist, for example, and create an entire string section by multiple recording.

Paid Off in Dark

In the concert field the situation is worse. A musician doing one concert a week with a classical orchestra—which requires three rehearsals—can expect to earn less than \$2 a week.

No wonder, says the article, that the cream of French musicians are seeking posts abroad.

French woodwind players, highly regarded throughout the world, are much in demand by American orchestras. And Germany employs a large number of French violinists.

Abroad, top French musicians can earn 100 times the pitiful salaries they get in France—salaries which have to be augmented by teaching, writing or recording work.

Bleak Future

For 20 years, said the paper, the French Government has done nothing about the problem—and the future looks even bleaker. Because apart from the large number of musicians leaving the profession because of economic hardship, or emigrating to earn a decent salary, the provision of musical education in France is pathetically inadequate.

Of 200 secondary education colleges created in 1964, not one had a qualified music teacher on the staff. And a recent survey of musical education in 14 countries showed France to be in bottom place.

It is a miracle of faith and devotion to music, the article says, that despite the lack of adequate instruction in schools and despite the bleak future that awaits them, more than a thousand young musicians apply each year to enter the famous Paris Conservatoire. Of the 500 who are accepted only one—on average—has any likelihood of becoming a highly paid celebrity.

The article concluded by quoting the following prevailing salaries for musicians:

Orchestra of the Paris Opera: \$440 a month. National Orchestra of the ORTF: \$526 a month. Padeloup Orchestra, Colonne Orchestra, Societe des Concerts Orchestra, Lamoureux Orchestra: \$7 a month. Orchestra of the Garde Republicaine: \$180 a month.

Youth to Serve at Swiss Fest

LUCERNE, Switzerland — Music managers from all over the world are headed here for the International Festival of Music, Aug. 14-Sept. 9.

Aside from featuring some of the world's foremost orchestras, conductors and soloists, the festival presents an evening of young artists Tuesday (17).

The Festival Committee chooses artists not more than 25 years old, who are not yet known in European music circles, but who have distinguished themselves by above-average ability. Managers compete fiercely to sign up these youngsters.

Some of the young artists who have emerged from Lucerne are pianists Geza Anda and Peter Serkin and cellist Jacqueline Despre.

The Festival, now in its 27th year, was founded by the late Arturo Toscanini.

The Swiss Festival Orchestra will present four of the nine symphony concerts. Germany's Joseph Keilberth opens the series of symphony concerts in

a program of Mozart and Beethoven with Wolfgang Schneiderhan as soloist. The other three concerts will be led by Russian-French conductor Igor Markevitch, the Spanish maestro Rafael Fruhbeck de Burgos and Switzerland's Ernest Ansermet. Markevitch's soloist will be the winner of the Clara Haskil Piano Competition. Nell Gotkovsky and Geza Anda are Burgos' and Ansermet's soloists, respectively.

35 From U. S.

The United States will be represented by 35 soloists from the Marlboro Festival under the direct sponsorship of the State Department. Rudolf Serkin will direct a program entitled "Music From Marlboro," featuring works by Vivaldi, Mendelssohn, Beethoven and the young American Ben Brian Weber.

The first choral concert, by the Swiss Festival Orchestra, the Lucerne Festival Choir under Guido Faessler, with Sena Jurinac, soprano; Theo Altmeyer, tenor; Horts Guenter, baritone, and Franz Crass, bass, as solo-

ists will be one of the program's highlights. It will present the Mattheus Passion by the former Hamburg music director Georg Philipp Telemann.

Czech conductor Rafael Kubelik will direct the Symphony Orchestra of the Bavarian Radio in the Swiss premiere of a concert version of Leos Janacek's last opera, "Aus Einem Totenhaus." The Berlin Philharmonic Orchestra under Salzburg-born Herbert von Karajan will be heard in addition to the Vienna Philharmonic, conducted by Karl Boehm and Wolfgang Sawallisch. Arthur Grumiaux, violinist, and Nikita Magaloff, pianist, are soloists.

Orange Empire Buys Building

BEVERLY HILLS, Calif.—Principals behind Orange Empire Records, a new label, have purchased their own building at 449 S. Beverly Drive. Label executive vice-president Gary Bookasta claims his company paid \$1 million to investor Ben Weiner for the building currently housing several publishing and personal management firms.

The disk company will be located in the third floor penthouse and will build a studio for making demo disks and holding rehearsals. Label formerly had been on Wilshire Boulevard. First rock group released on the label is the Palace Guard whose debut single is "All Night Long."

CHICAGO — The New York publicity firm, Kimberly-Dorrmann Corp., has been hired by Mercury Records to handle corporate public relations and to work with John Sippel, the label's publicity chief. Sippel will continue to headquarter in Chicago and will work with Charlotte Gilbert, Martin Hoffman and Myrna Greenfield from K-D's New York office.

Philharmonic in Park Draws Huge Throng

NEW YORK—The arrival of the Beatles here this week got most of the newspaper, radio and TV play. But it was the New York Philharmonic Orchestra which drew one of the largest crowds ever to attend a musical event here.

An estimated 70,000 turned out in Central Park Tuesday night (10) to hear William Steinberg conduct the first performance of William Schumann's "Philharmonic Fanfare," Wagner's "Meistersinger Overture" and "Beethoven's "Ninth Symphony."

Like the youngsters at a rock concert, the fans carried tran-

sistor radios. But instead of Top 40 selections, the concertgoers were tuned in to Beethoven, Vivaldi, Schubert and Haydn. And when the concert began the radios were silent.

Appearing with the Philharmonic were the Manhattan Chorus and soloists Ella Lee, Joanna Simon, Richard Casilly and John West.

The orchestra performed in a portable Fiberglass shell that takes 11 hours to mount and dismount. The shell will be used in other New York Parks for the 12-concert series.

The series is free to the public and is subsidized by the Joseph Schlitz Brewing Co.

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. **HOROWITZ PLAYS SCARLATTI:** Columbia MS 6658 (S), ML 6058 (M).
3. **TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano and Orch.:** Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
4. **WAGNER—Götterdämmerung;** Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), A 4604 (M).
5. **ORFF—Carmina Burana;** Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
6. **BACH—Goldberg Variations for Harpsichord;** Gould: Columbia ML 5060 (M).
7. **GERSHWIN—Rhapsody in Blue;** Columbia Sym. (Bernstein): Columbia MS 6091 (S), ML 5413 (M).
8. **BACH—Well-Tempered Clavier;** Gould; Columbia MS 6408 (S), ML 5808 (M).
9. **BIZET—Carmen;** Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
10. **BIZET—Carmen;** Price, Corelli, Merrill, Freni, Vienna Phil. (Karajan): RCA Victor LDS 6164 (S), LD 6164 (M).
11. **BEETHOVEN—Symphonies (9) (Complete);** Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), LK-178 (M).
12. **RIMSKY-KORSAKOV—Scheherazade;** London Symphony Orch. (Stokowski): London SPC 21005 (S), PM 55002 (M).
13. **CHOPIN—Waltzes;** Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
14. **COPLAND—Appalachian Spring Suite;** N. Y. Phil. (Bernstein): Columbia MS 6355 (S), ML 5755 (M).
15. **PUCCINI—Tosca;** Callas, Bergonzi, Erolani, Trama, Paris Conserv. Orch., The Nat'l Op. Cho. (Pretre): Angel (3-12") S 3655 (S), 3655 (M).
16. **MOZART—Magic Flute;** Gedda, Janowitz, Berry, Putz, Frick, Popp, Unger, Schwarzkopf, Ludwig, Hoffgen, Philharmonia Orch. (Klemperer): Angel (3-12") SCL 3651 (S), CL 3651 (M).
17. **BRAHMS—Symphonies (4) (Complete);** Berlin Phil. (Karajan): D.G.G. (4-12") SKL-133/6 (S), KL-3376 (M).
18. **RACHMANINOFF—Piano Concerto No. 2 and Rhapsody on a Theme of Paganini;** Graffman, N. Y. Phil. (Bernstein): Columbia MS 6634 (S).
19. **BEETHOVEN—Symphony No. 9;** NBC Sym. (Toscanini): RCA Victor (2-12") LM 6009 (M).
20. **RODRIGO—Concierto de Aranjuez for Guitar and Orchestra;** Bream, Melos, Ch. Orch (Davis): RCA Victor LSC 2730 (S), LM 2730 (M).

Jay Jay to Introduce New Non-Polka Band Sound

CHICAGO—Jay Jay Records, one of the country's leading producers of Polka product, will soon introduce a non-polka band sound.

Label chief Walter (Li'l Wally) Jagiello, who returned from an extended European tour last week, said, "I'm calling it the 'Jagiello' sound. It is produced by a 16-piece band, including strings, brass and percussion. It is all instrumental."

Jagiello will market the sound on an album, "The Great Jagiello Sound," slated for release the week before the Sept. 11-13 Music Operators of America convention and trade show here.

Singles featuring the new Jay Jay sound will also be released, Jagiello said.

Local band leader-arranger David Carroll was engaged for the first release.

Jagiello's recent tour took him and a 57-person entourage to Paris, Rome, Vienna and Poland. In Poland he presented

concerts in five country villages to enthusiastic, dancing crowds in native costumes.

"They served us milk and honey," he reported. "They even staged a mock wedding for us."

However, because of import restrictions on Western products, Jay Jay Records are not exported to Poland.

Jay Jay built up sizable polka markets in England, West Germany, Belgium and Holland. Li'l Wally's "No Beer in Heaven" has proved to be quite popular in these countries.

Houston Recording

HOUSTON — The Houston Summer Symphony Orchestra will have its first recording date here for Carson Records. The album is "The Texas Suite," composed by David Guion and dedicated to the Houston Symphony Orchestra. Ezra Rachlin will conduct the Summer Symphony in the recording session.

Dave Dudley's moving on!



Immediate Dates:

Toronto, Canada, Aug. 16-21
 Vaudreuil, Quebec, Aug. 22
 Houston, Texas, Aug. 25-26
 Eunice, Louisiana, Aug. 27
 Dallas, Texas, Aug. 28

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Latest Album . . .

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Immediate Dates:

Auburn, Nebraska, Aug. 16
 Clay City, Kansas, Aug. 18
 Goodland, Kansas, Aug. 19
 Hastings, Nebraska, Aug. 20
 Rocky Ford, Colorado, Aug. 21
 Burlington, Kansas, Aug. 23
 Parker, South Dakota, Aug. 24
 Broken Bow, Nebraska, Aug. 25
 Aurora, Nebraska, Aug. 26
 Lexington, Nebraska, Aug. 27
 North Platte, Nebraska, Aug. 28

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RADIO-TV PROGRAMMING

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Lazar Details WJRZ Move to Country



BILLBOARD PUBLISHER HAL COOK, who guided the New York luncheon-meeting announcing the change to country music at WJRZ, Newark, N. J., prepares to introduce a guest speaker.

• *Continued from page 1*

hour or two a day, perhaps. WJRZ itself had such a program two years ago.

"Country music, however, has come of age and deserves better of the country's first metropolis than an occasional bouquet here and there. It deserves its own spot on the dial."

Now, he said, WJRZ joins the ranks of the specialists "and our specialty will be country music." Among the burdens he said the station assumes is that it must represent country music to the largest concentration of advertising executives in the world; shoulder the role of kingmakers to "influence the sale" of country music records "as no station has before"; and serve as the mirror of an industry . . . to become "the image of the country music industry for millions of Americans who are only vaguely aware how great is the influence of its music."

He cited such stations as KFOX in Long Beach, KAYO in Seattle, KLAK in Denver, KRAK in Sacramento and WJJD in Chicago for blazing a trail of audience acceptance for country music.

"Country music," he said, "is the strongest, the most original, the most widely accepted of all American music. The people of this area will accept this music as have people everywhere. And we at WJRZ are proud to make it available."

Among the recordmen at the meeting were Art Talmadge of Musicor, Ray Clark of RCA Victor, Lenny Salidor of Decca, BMI chairman of the board Frances Preston, Joe Burger of United Artists, Sol Handwerker of MGM, Bill Gallagher and Jack Loetz of Columbia, and

(Continued on page 46)



SHELBY SINGLETON, of the Mercury combine, was just one of the record men at the WJRZ meeting Tuesday (10) in New York which marked the official announcement of the station's change to country music programming. The luncheon was attended by the station's executives and some 50 recordmen, music publishers, artists, members of the Country Music Association, the press, and others in the music-show business industry.

Triangle to Go Full Stereo

NEW YORK—All five FM outlets of Triangle Stations will be full stereo stations by Jan. 1, the organization announced last week. Triangle owns WFIL-

FM, Philadelphia; WNHC-FM, New Haven, Conn.; WNBFFM, Binghamton, N. Y.; KFRE-FM, Fresno, Calif., and WFBG-FM, Altoona-Johnston, Pa.

David J. Bennett, director of FM operations for Triangle, said that WFBG-FM, WNHC-FM and WFIL-FM will begin 80-hour-per-week stereocasting on Sept. 1, with KFRE-FM following on Jan. 1. The final move to a full stereo schedule will occur, he said, when sufficient volume of album recordings is available. WNBFFM began a four-hour schedule of stereo a year ago and presently programs 11 hours a day of stereo. WFIL-FM, which began transmission in 1941 and has always maintained separate programming from its AM affiliate, is reportedly the first commercial FM station in the United States. All five stations will have increased power and cross polarization.

Snow to Toronto

NASHVILLE — Hank Snow will leave this week for Toronto to film his second hour long "Hank Snow Special" for televising this fall on the Canadian Broadcasting Co. network.

KPFK Panel on 'Public Service'

LOS ANGELES — "Broadcasting With an Eye and Ear to Public Service" will be discussed by a special panel Saturday (14) as KPFK-FM celebrates its sixth anniversary.

The Pacifica Foundation listener-sponsored station lined up such community leaders and broadcasting representatives as Steve Allen, John Barrett, KRLA; Jim Case, KCET; Stan Freberg, Dr. Kenneth Harwood, KUSC; newspaperman Hal Humphrey; Ken Kantor, NBC; financier Bart Lytton and Bill Stout, CBS, for the panel. KPFK's manager Bob Adler is moderator.

The panel will touch on such questions as: When does broadcasting best live up to its promises? When it informs, challenges, stimulates or merely entertains?

WABC, WMCA Disk Sales Powerhouses in Newark

By CLAUDE HALL

NEWARK, N. J.—The overwhelming power of New York's two rock 'n' roll outlets—WABC and WMCA—is dramatized in Billboard's latest Radio Response Rating survey of the Newark record market. For the two radio stations, together, influence 100 per cent of the single popular record sales in the Newark area. The only unusual occurrence is that their positions are reversed; WMCA, the leader in Manhattan, takes a close second place position to WABC.

The big disk jockey powers of the two stations came up with about the same over-all effect off the island as on. Bruce Morrow of WABC was first in influencing the sale of popular singles, followed by Gary Stevens, Joe O'Brien, Dan Daniel and Jack Spector of WMCA.

About the only effect New Jersey stations seemed to have on the market was that program director Bob Leonard of WNJR won the vote of many promotion men, dealers, distributors, one-stops, rack jobbers, and national record men as being cooperative in exposing new popular single records. Joe Bogart,

WMCA music director, took top place.

WNEW First

In the influence of popular albums sales, WNEW again took first place, followed closely by WJRZ, slated to undergo a format change to country music Sept. 15.

DJ William B. Williams of WMEW was, as in Manhattan, the top disk jockey for increasing sales of popular albums. He was followed by Bob Brown of WJRZ. For the first time, WNEW's Ted Brown and the team of Klavan and Finch at WNEW scored respectively in influencing popular LP's, tying for third. WVNJ's Alan Saunders was fifth.

In the r&b field, WNJR was again the powerhouse—getting 80 per cent of the votes—and any competition of deejays was almost confined to the WNJR staff. Danny Stiles of WNJR took over the top spot, a position occupied last January by his teammates George Hudson and Herman Amis, who this time tied for second place. Hal Jackson of WNJR was fourth.

Deejays Mort Fega of WRFM and Charlie Green of WNJR tied for first place in influenc-

ing the sale of jazz records. In other fields, WPAT was first in influencing the sales of conservative music, followed closely by WVNJ; Jerry White of WJRZ was tops in influencing the sale of folk records; WQXR ranked first in classical records, and Bob Brown of WJRZ was tops in getting listeners to buy comedy LP's.



TOWER RECORDS' Ian Whitcomb visited the WABC-Radio studios in New York en route back to England to have them listen to his newest release, "N-n-nervous." From left, are Ian Whitcomb, WABC record librarian Jim Mahar, WABC program director Rich Sklar, and Sal Licata, regional sales and promotion man for Tower.



MUSICOR RECORDS knows how to deliver a new release. A girl in a black bikini hands WMCA-Radio's Dan Daniels a copy of the single by the In Crowd, "Girl in the Black Bikini," about a girl in mourning for her boyfriend.

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(Radio Station)

(City) (State) (Zip Code)

KPPC Aiming for Young Adults

By ELIOT TIEGEL

PASADENA, Calif.—KPPC-FM, started in May 1962 as a non-commercial-religious station by the Pasadena Presbyterian Church, has switched to commercial broadcasting.

The programming aim of the station, still owned by the Church, is to appeal to young adults in 20 to 35-year bracket.

Program director Walt De-

Silva, a broadcaster with a long association in jazz, hired all the disk jockeys and has instructed them to never come on like a hippie with finger snapping.

DeSilva, who did the first remote broadcast from the Lighthouse in Hermosa Beach in 1954, works with the philosophy that jazz is at the core of the station's sound.



WLS DEEJAY RON RILEY welcomes two members of the popular Columbia group, the Byrds, to the station's Chicago studio. Flanking Riley are Dave Crosby and Jim McGuinn.

they grow older they look for something more intellectually stimulating. I think jazz is the only place they will find it.'

So the station plays Dave Brubeck, Miles Davis, Gerry Mulligan, George Shearing and Don Scaletta and backs that with Frank Sinatra, Ella Fitzgerald, Nancy Wilson, Peggy Lee, Doris Day and Andy Williams.

Hot Jazz Station

"We do not want to become classified as a jazz station," DeSilva said. There are three good FM stations programming jazz, KNOB, KBCA and KBIG and the station hopes its broad jazz exposure will lure some of their listeners away.

The station opens weekdays with David Pierce 6-11 a.m., followed by Bob Jones 11-3 p.m., DeSilva 3-6 p.m., and Tom Lewis 6:30-midnight. On Saturdays DeSilva handles an 11-7 p.m. shift.

RADIO RESPONSE RATING

NEWARK... Third Cycle

AUGUST 21, 1965

TOP STATIONS

Call Rank Letters % of Total Points

POP Singles

- 1. WABC 51%
2. WMCA 49%

POP LP's

- 1. WNEW 34%
2. WJRZ 33%
3. WVNJ 19%
4. WHN 8%
Others (WDR, WCBS, WNBC) 6%

R&B

- 1. WNJR 80%
2. WWRL 14%
3. WLIB 6%

COUNTRY

Note: On Sept. 15, 1965, radio station WJRZ changes to 24 hours a day country format.

CONSERVATIVE

- 1. WPAT-AM-FM 72%
2. WVNJ 24%
3. WTFM-FM 4%

FOLK

- 1. WJRZ (Jerry White) 100%

CLASSICAL

- 1. WQXR-AM-FM 88%
Others 12%
(WVNJ-FM, WDMA-FM (Dover, N. J.))

COMEDY LP's

- 1. WJRZ (Bob Brown) 100%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers.

STATIONS BY FORMAT

AM RADIO FREQUENCIES

Table with AM radio frequencies for various stations like WMCA, WABC, WJRZ, WNEW, etc.

FM RADIO FREQUENCIES

Table with FM radio frequencies for various stations like WSOU, WKCR, WFUV, WNYE, etc.

Note: The remaining Newark-New York City area station formats published in last week's survey of New York City Area (WABC, WABC-FM, WADO, WBNX, WPCS, WCBS-FM, WEVD, WEVD-FM, WHN, WHOM, WHOM-FM, WLIB, WMCA, WPIX-FM).

NEWARK, N. J.: Included in Country's 1st Radio Market (New York City) (16 AM; 12 FM).

WHBI-FM: ERP 6,000 watts. Independent. Music format: Foreign Language (Italian, Spanish, German, Chinese, Turkish, Portuguese, Bulgarian).

WINS: 50,000 watts. A Westinghouse Broadcasting Station. All news format. Editorializes 3-5 times a week.

WJRZ: 5,000 watts. A Communication Industries Corp. Station. Music format: Pop-Standard. Editorializes occasionally.

WFME-FM: ERP 20,000 watts. FM outlet for WJRZ. Music format: Religious.

WNBC: 50,000 watts. NBS affiliate. Format: Talk. Station will play music on the Big Wilson show, 5-9 a.m. M-F and the Lee Leonard show, 2:10-5 p.m. M-F.

"Mimi Benzell Show," interviews from Shepard's Restaurant, Hotel Drake, noon-2 p.m., M-F. NBC news, "Emphasis" features and "Monitor" carried.

WNBC-FM: ERP 1,100 watts. Simulcast with WNBC.

WNCN-FM: ERP 1,400 watts. National Science Network Inc. Music format: Classical. Special programming: "New Releases," featuring interviews with a&r directors of record companies.

WNEW: 50,000 watts. Metromedia, Inc. Music format: Standard-Pop. Station pioneered highly identifiable air personalities.

WNEW-FM: ERP 1,300 watts. Simulcast with WNEW.

WNJR: 5,000 watts. A Rollins Group Station. Negro-oriented programming. Music format: Rhythm & Blues-Gospel.

'Farm' Songs Getting Wide L. I. Airplay

MINEOLA, N. Y.—"The Genius Farm," musical going through pre-Broadway shows Aug. 16-28 at the Mineola Theater here, may father some successful tunes from all of the promotional radio airplay of records from the score.

Marni Nixon, the film voice of Audrey Hepburn in "My Fair Lady," has recorded "If I Kiss You Now" b-w "Some Other Girl." Co-star Johnny Johnson not only has recorded "Make a Woman Happy Each Day" b-w "I'm Going to Settle Down (One of These Days),"

"Genius Farm" tunes were scheduled for wide airing on Long Island radio stations WFYI, WGGB, WLIR, WHLI, WRFM, WGLI, WBAB, WBIC, WAPC, WRFM, and WVHC.



GENE PITNEY, Musicor Records artist, did three hours of the Dan Dougherty show on WENE-Radio, Binghamton, N. Y., recently. Dougherty handles the 7-12 midnight slot for the station.

NARA Elects New Breed; To Be Headed by Wright

HOUSTON — Ed Wright of WABQ Radio, Cleveland, was selected president of the National Association of Radio Announcers here Saturday (7) at the organization's 10th annual convention.

Virtually an entire new slate of officers were voted into power in a drive by members for growth and improvement of the image of the association. Others electers were: executive vice-president, Del Shields of WDAS, Philadelphia; vice-president, George Nelson of KYOK, Houston; vice-president, Al Scott of KGFJ, Los Angeles; vice-president, E. Rodney Jones of WVON, Chicago; executive secretary, Novella Smith of KPRC, Houston; treasurer, Sip Collins of WHIH, Norfolk; financial secretary, Burt Johnson of WAOK, Atlanta; sergeant at arms, Jobe Martin of Jackson, Miss., and chaplain, John Phillips of KTTM, Los Angeles.

Jimmy Bishop of WDAS, Philadelphia, was appointed chairman of the Welfare and Pension Fund.

Named to the NARA executive board were: Ken Knight of WRHC, Jacksonville, Fla.; vice-chairman, Bill Summers of WLOU, Louisville, Ky. Other board members are Carl Procter of Blue Rock Records; Martha Steinberg of WCHB, Detroit; Georgie Woods of WDAS, Philadelphia; Joe Medlin of Atlan-



ATTENDING AN RCA VICTOR MEMORIAL dinner in honor of the late Sam Cooke at the 10th annual convention of the National Association of Radio Announcers in Houston last week were, from left: Bob McRae, RCA Victor regional vice-president; Bill Summers of WLOU, Louisville, Ky., and new vice-chairman of the executive board of NARA; John Rosica, RCA Victor national promotion man; J. W. Alexander of Kags Music Corp., a friend of Cooke's; and Ken Knight of WRHC, Jacksonville, Fla., new chairman of the NARA executive board.

tic Records; Clarence Avant of Avant Garde Enterprises, Inc., New York; Jack Gibson of Tam la-Motown Records; Bob Layne of Jubilee Records; Jimmy Bishop of WDAS, Philadelphia, and John Richbourg of WLAC, Nashville. Other members will be named later by Wright. Both Wright and Del Shields are also board members.

Platform

On the platform proposed by the new group of officers, who

billed themselves as the "new breed," was the establishing of awards to record companies and artist who produce records of outstanding quality, the setting up of a committee to study the NARA constitution for possible revision, and the establishment of proper standards of quality for members.

Regarding fund raising, the new group stated in their platform: "For too long, we have looked to outside sources for financial assistance. We go on record as saying 'there is time for a change.' Immediate efforts should be made to insure sufficient funds to carry on the vast operation of NARA through the promotion of shows and events on a national basis."

As part of this fund-raising program, a benefit show was held Sunday (8) night in Houston that drew an audience of more than 13,000, according to Mrs. Novella Smith.

A NARA press conference—in which the organization will announce definite plans — was slated for Friday morning (13) in New York.

WNCN Features A&R Recordmen

NEW YORK — Representatives of various recording companies, generally in the a&r field, are the keynote to the success of a popular radio show on WNCN here. The "New Releases" show of Aug. 14 was to feature Peter Munves of Columbia Records and Israel Horovitz of Decca Records. Munves and Horovitz were slated to play selections from, and comment upon, the August releases of the classical catalogs of the two labels.

KSON-Radio, San Diego; he will continue his weekly 2 p.m. air time.

Charles (Chuck) Sanford has been promoted to station manager of WGAN, Portland, Me. . . . Jack Gilbert is now on the staff at KGIL, San Fernando, Calif.; he was formerly with KMPC, Los Angeles. . . . Dick Whittington and KGIL have parted company. . . . The Cleveland Catholic Diocese will use a WCLV sub-channel for "closed-circuit" educational broadcasts to be beamed into schools. **CLAUDE HALL**

VOX JOX

Deejay Bob Dayton of WABC, New York, was dismissed Friday (6) by the station in what the station termed the final of a series of events. The disk jockey was fired after a show in which he announced, "This is the 20th anniversary of the bombing of Hiroshima, I understand. So in view of that . . ." He then played a record named "Sixteen Candles" in which the opening lines are "Happy birthday, happy birthday, baby. . . ."

Former KNUZ-Radio man Joe Walker, Houston, has launched a new career as promotion man for RCA Victor Records. . . . WYDD-FM, New Kensington, Pa., will begin stereo broadcasting as soon as facilities can be completed. The station's dial location will be changed and it will operate and be identified as a Pittsburgh radio station. . . . Johnny Mitchell has joined KHJ-Radio, Hollywood.

Payson Hall, former executive vice-president of Meredith Publishing Co. and president of its multi-station broadcasting division, has been elected vice-president for finance and planning of the King Broadcasting Co. He was expected to join the Seattle-based firm in mid-August. . . . The "Dunn and Warner Show" featuring the team of Tyler Dunn and Max Warner now fills the 6:30 to 9:30 a.m. slot at WLW-Radio, Cincinnati.

Roberta Botvin has been named women's director for the Mid-State FM Network, which includes WABX, Detroit; WGMZ, Flint; WSWM, East Lansing; WQDC, Midland; and WXTO, Grand Rapids. She will have a "For Men Only" show 7-8 p.m. on the network. . . . Stereo station WDHA-FM, Do-

ver, N. Y., will soon treble its power output, giving the station excellent coverage in greater New York. At the same time, WHTG-FM is shifting frequency, which means WDHA-FM will have clear channel transmission.

Program director Larry Dean of WWIN-Radio, Baltimore, has been awarded a plaque by the U.S. Air Force for public service programming on behalf of USAF recruiting. . . . Mark H. Isaacson (Mark Harris) is now holding down the 6 p.m.-1 a.m. slot for WRNJ, Atlantic City; he was formerly with WLDB, Atlantic City. . . . Billy C. Cole has been upped to program director of KOAH-Radio, Duluth, Minn., a country music station. . . . WCKY, Cincinnati, has added Dick Cousins, formerly with KALL, Salt Lake City, Utah, to the staff, along with Phil Beller, formerly with WKNR, Detroit.

Mike Alpert, formerly in the KHOW-Radio, Denver, newsroom, will handle all-night DJ chores for the station, which now programs 24 hours a day. . . . Johnny Canton of WHAM-Radio, Rochester, N. Y., now handles a nightly 30-minute record show for before-the-movies at a drive-in movie in the city. . . . Walter Rozett has been named vice-president and assistant to the president of CBS Radio, he returns to CBS Radio from CBS, Inc., where he was assistant treasurer.

Gary Palant, formerly production manager at KQEO, Albuquerque, has joined Bristol Broadcasting Co. as national program director and will handle a morning air slot at WKAZ-Radio, Charleston, W. Va. . . . Noel Kelly (Confer) has been upped to program director of

Ramsey Lewis Trio

THE "IN" CROWD

ARGO 5506

Little Milton

Without My Sweet Baby

CHECKER 1118

The Radiants

WHOLE LOT OF WOMAN

CHESS 1939

Jackie Ross

WE CAN DO IT

CHESS 1940

James Phelps

LA DE DA I'M A FOOL IN LOVE

ARGO 5509

CHESS

RECORDS

Lazar Details Move to Country

• Continued from page 42

Shelby Singleton of Mercury. Also attending were Russ Sanjek of BMI and many music publishers.

WJZZ general manager Harry Reith thanked Hal Cook, publisher of Billboard, for his part in the official announcement luncheon, adding, "We've been trying a lot of doors in the metropolitan area and finally we opened this door of country music. It has given us the kind of excitement you seldom find in a lifetime of broadcasting." He said the station had already received a pile of fan mail saying they were glad of the impending change.

"We're going to prove New York is no different than any other area in this country—and the people are no different—that they will take to country music like a duck to water," Reith said.

Ed Neilson, program director, promised that WJZZ would be the most complete country music station in the nation. One thing for sure, the station has at least one devoted fan; a messenger boy who disrupted and delighted the meeting by proclaiming loudly he was glad to hear about a new country station in the area "because you can't get WJZZ until after 10 p.m. and WSM doesn't come in so well at all." WJZZ is in Chicago, WSM in Nashville.

STORY BEHIND THE SONG

By JACK BURTON

One night 57 years ago, Joe Howard was sitting in the College Inn, Chicago, polishing off his nightly ration of three quarts of vintage champagne and, as a notorious coquette of the Windy City passed his table on the way to the powder room, one of Joe's companions casually remarked:

"I wonder who's kissing her now?"

Before you could say, "Waiter, bring another bottle," Joe had the title for the most popular song he ever wrote. Introduced in the musical comedy "The Prince of Tonight" in 1908, "I Wonder Who's Kissing Her Now" tops all torch songs in vitality and endurance. Joe estimated that he sang it at least 200,000 times in vaudeville and nightclubs and on the air. And, over the years, the song probably gave Joe food for thought whenever he wrote an alimony check for four of his nine wives who gained their marital freedom in divorce courts.

Speaking of
Billboard's HANDBOOK of
RADIO RESPONSE RATINGS
and Stations by Format



STATIONS BY FORMAT

• Continued from page 44

Prog. dir., Bob Leonard. Send 3 copies each of 45's and LP's to Mr. Leonard, Box 1258, Newark, N. J. Phone: (201) 688-3665.

WOR: 50,000 watts. RKO General-owned. Music format: Standard. Format is basically talk with music played on daily morning John Gambling show and "Martin Block Show," 11:15 a.m.-2 p.m., Sat. & Sun. Editorials on the "Walter Kiernan Show" 7:30-7:45 p.m. M-F. Special programming: "Folk Singers—New York" 9-10 p.m. Sat. N. Y. Phil Sun., 3-5 p.m. Metropolitan Opera, Sat., 2 p.m.-end of opera. "Talk" programs include: "Peter Lind Hayes and Mary Healy," "Martha Deane," "McCanns at Home," "The Fitzgeralds," "Arlene Francis," "Carlton Fredericks," "Faye Henle," "Barry Farber," "Jean Sheppard," "Vincent Tracy," "Tex McCrary Time," "The Randi Show" and "Jean Sheppard in the Village Lime-light" (10:05-midnight, Sats.). "Radio New York" music, sports and weather, 4:15-6 p.m., daily. New York Knickerbockers (basketball), Sats., 8:30-10:50 p.m. George Brown is in charge of 35-man news dept. 3 mobile units, helicopter for traffic news. News every half hr. during drive-time, 15 min. news every hr. and continuous news 5:30-8 p.m. daily. New records are picked for air-play by librarian. Record promotion people are seen M-F. Gen'l mgr., Robert Leder. VP & station mgr., Robert S. Smith. Prog. mgr., James McAleer. Send 1 copy each of 45's & LP's to librarian, John McCarthy, 1440 Broadway, N.Y.C. 10018. Phone: (212) 524-800.

WPAT: 5,000 watts. Capitol Cities Broadcasting Corp. Music format: Conservative. Special programming: "Tempo," news & commentary with Kenneth Roberts, Cleveland Amory and Goodman Ace, 6:30, 7:30 and 8:30 a.m. 1 hr. stereo at 8 p.m. during "Gaslight Revue" daily. Folk music included in regular programming. Music programmed encompasses Classical, Jazz, Foreign Language, Popular and Ethnic. 5-min. news on the half hr. edited by the N. Y. Herald Tribune. New records selected for air-play by music dir. Promotion people seen M-F. Gen'l mgr., Daniel P. Weinig. Dir. of prog. operation., Clark Andrews. Send 1 mono and 1 stereo copy of LP's to music dir., John Krance, 12 West 40th St., N.Y.C. 10018. Phone: (212) 688-9300.

WPAT-FM: ERP 4,400 watts. Simulcast with WPAT.

WQXR: 50,000 watts. Radio station of The New York Times. Music format: Classical. Editorializes daily. Special programming: "Folk Music of the World" 10:07-11 p.m. Sat. "Symphony Hall," M-F, 8:07-9 p.m.; "Mid-Morning Concert," M-S, 10:07 a.m.-noon; "Promenade Concerts," M-Sat., 1:07-2 p.m.; "Listening to Music," M-F, 3:07-5 p.m.; "Dinner Concert," M-Sun., 6:30-7 p.m.; "Midnight With Music," M-Sun., 12:07-1 a.m.; "Boston Symphony Orchestra," Sat., 8:07-10 p.m.; "The Opera House," Sun., 3:07-5 p.m. "Observation Point," interview program with Duncan MacDonald, M-F, 2:30-3 p.m.; Friday night services from Temple Emanu-El, 5:30-6 p.m. "The World of Jazz," with John S. Wilson, Wed., 10:07-11 p.m.; "Nights in Latin America," with Pru

Devon, Mon. & Fri., 10:07-10:30; "Luncheon Concert," M-Sat. 12:01-1 p.m.; "To France With Music," with Mario Braggiotti, Tues. & Thurs., 7:30-8 p.m.; Elliott Sanger Jr. is in charge of news dept. featuring 5-min. news on the hr. and 15-min. news at 8 a.m., noon and 11 p.m., prepared and edited by The New York Times. New records are selected for air-play by prog. dir. Record promotion people are seen M-F. Exec. VP, Elliott M. Sanger Sr. Send 2 stereo copies of LP's to dir. of recorded music, Martin Bookspan, 229 West 43rd St., 10th floor reception, N.Y.C. 10036. Phone: (212) 524-1100.

WQXR-FM: ERP 11,000 watts. Simulcast with WQXR.

WRFM-FM: ERP 39,500 watts. Independent. Music format: Standard-Classical-Jazz. Special programming: "Jim Aylward Show," featuring cuts from comedy LP's, 4-5 p.m. Sun. 5-min. news on the half hour. Folk music included in regular programming. New records are selected for air-play by prog. dir. & music dir. Gen'l mgr. William H. Reuman. Prog. dir. Robert M. O'Connor. Music dir., George Hoag. Send 2 stereo copies of LP's to Mr. O'Connor, 41-30 58th St., Woodside, N. Y. 11377. Phone: (212) 335-1051.

WTFM-FM: ERP 20,000 watts. Independent. Music format: Standard. Editorializes 3 times daily. Special programming: "Spotlight on Broadway," featuring Orig. Cast Albums, 8:30-9 p.m. M-F. "Stereophonic Concert Hall" 9-10 p.m. M-F. "Opera in Stereo" 9 p.m. Sun. Cuts from comedy LP's 7:20 & 8:20 a.m. M-F. Folk music included in regular programming. New records are selected for air-play by prog. dir. & music dir. Record promotion people are seen M-F. VP & gen'l mgr., David H. Pollonger. Prog. dir., Gene Edwards. Send 2 stereo copies of LP's to Mr. Edwards, WTFM-FM, Long Island Expressway, Fresh Meadows, N. Y. 10065. Phone: (212) 539-5600.

WVNJ: 5,000 watts. Independent. Music format: Standard. Editorializes occasionally. Special programming includes: Princeton University football in season and "The Drew Pearson Show" 6-6:15 p.m., Sunday. 5-man news dept. with 5-min. news on the hour. Every half hour during drive time Subscribers of U.P.I. Audio news. New records are selected for air-play by music dir. Record promotion people are seen M-F. Gen'l mgr., Ivon B. Newman. Prog. dir., Stephen Van Gluck. Send 2 copies of new LP's to Music dir., Don Cope, Broadcasting Studios, Route 10, Livingston, N. J. Phone: (201) 643-7600.

WWRL: 5,000 watts. A Sonderling station. Negro-oriented programing. Music format: Rhythm & Blues. Highly identifiable air personalities. Editorials aired four times daily. Special features: "Help Wanted" (job opportunities) once per hour 6 a.m. to 7 p.m.; "Operation X-ray" (location of mobile X-ray units), aired once per hour 6 a.m. to 7 p.m.; "The Social Whirl," community news & events; "Advance" (autobiography of a prominent Negro) programmed four times daily, and "Aware" (public service highlights), aired eight times daily. "At Home with Alma John," 90-sec. vignettes for homemakers. Herb Norman is in charge of 6-man news dept. 50-min. news on the hr., headlines on the half. New records are selected for air-play by prog. dir. Playlist is published weekly. Record promotion people are seen Tues. Gen'l mgr., Frank Ward. Prog. dir., Rocky Grosse. Send 4 copies of 45's and 2 copies of LP's to Mr. Grosse, 41-30 58th St., Woodside, N. Y. 11377. Phone: (212) 335-1600.

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago August 22, 1960

1. It's Now or Never, Elvis Presley, RCA Victor
2. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Bryan Hyland, Kapp
3. Walk Don't Run, Ventures, Dolton
4. Twist, Chubby Checker, Parkway
5. I'm Sorry, Brenda Lee, Decca
6. Only the Lonely, Roy Orbison, Monument
7. Volare (Nel Blu Di Pinto Di Blu), Bobby Rydell, Cameo
8. Finger Poppin' Time, Hank Ballard and the Midnighters, King
9. Mission Bell, Donnie Brooks, Era
10. Image of a Girl, Safaris, Eldo

R&B SINGLES—5 Years Ago August 22, 1960

1. A Woman, a Lover, a Friend, Jackie Wilson, Brunswick
2. The Twist, Chubby Checker, Parkway
3. Kiddio, Brook Benton, Mercury
4. Finger Poppin' Time, Hank Ballard and the Midnighters, King
5. Th's Bitter Earth, Dinah Washington, Mercury
6. Fools in Love, Ike and Tina Turner, Sue
7. Question, Lloyd Price, ABC-Paramount
8. Walking to New Orleans, Fats Domino, Imperial
9. Sticks and Stones, Ray Charles, ABC-Paramount
10. It's Now or Never, Elvis Presley, RCA Victor

POP SINGLES—10 Years Ago August 20, 1955

1. Rock Around the Clock, Bill Haley, Decca
2. Ain't That a Shame, Pat Boone, Dot
3. Yellow Rose of Texas, Mitch Miller, Columbia
4. Learnin' the Blues, Frank Sinatra, Capitol
5. Blossom Fell, Nat King Cole, Capitol
6. Seventeen, B. Bennett, King
7. Hard to Get, Giselle MacKenzie, X
8. It's a Sin to Tell a Lie, Somethin' Smith & the Redheads, Epic
9. Hummingbird, Les Paul & Mary Ford, Capitol
10. House of Blue Lights, Chuck Miller, Mercury

POP LP's—5 Years Ago August 22, 1960

1. Button-Down Mind of Bob Newhart, Warner Bros.
2. Sold Out, Kingston Trio, Capitol
3. The Sound of Music, Original Cast, Columbia
4. Elvis Is Back, Elvis Presley, RCA Victor
5. Edge of Shelley Berman, Verve
6. Paul Anka Sings His Big 15, ABC-Paramount
7. Encores of Golden Hits, Platters, Mercury
8. Can Can, Soundtrack, Capitol
9. Lanza Sings Caruso/Caruso Favorites—Mario Lanza-Enrico Caruso, RCA Victor
10. String Along, Kingston Trio, Capitol

Disk Artists to Aid U. S. Series

NEW YORK — "Voices of Vista," a nationwide syndicated radio series sponsored by the United States Office of Economic Opportunity, kicks off late this month. Composer-conductor-arranger John Cacavas, director of publications for Chappell Music, and his orchestra and chorus will perform each week. Among the artists headlining the first few weeks will be Peter, Paul and Mary; Duke Ellington, Erroll Garner, Lionel Hampton, Sergio Franchi, Odetta, Woody Allen and Mabel Mercer.

The show will feature interviews and concerts and is designed to be a recruiting show for the Job Corps as well as an information medium for Sargent Shriver's "War on Poverty."

Harris Joins Small Chain

CHICAGO—Guy Harris, veteran radio executive who recently resigned as program director at Group W's WIND here, has been named national program manager of a Midwestern chain of stations operated by the Small family, Kankakee, Ill.

Radio properties include: WIRE, Indianapolis, Ind.; WIRL, Peoria, Ill.; WQUA, Moline, Ill.; WKAN, Kankakee, Ill., and WRRR, Rockford, Ill. The group also owns Channel 19 (ABC affiliate) in Peoria, has filed for purchase of KIOA, Des Moines 10,000-watt rocker, and owns three Midwestern daily papers and numerous real-estate properties.

In his new post, Harris will report to G. LaVerne Flambo. He'll continue to reside in suburban Evanston.

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 Payment Enclosed Please Bill Me

MUSIC CAPITALS OF THE WORLD

• Continued from page 34

Lounge, the Gloria Lynne and Trio set for a Sheraton-Jefferson date Aug. (22), and the Ramsey Lewis Trio in town for a Kiel Convention Hall affair Sept. 20. . . The "Flower Drum Song" and "Came-lot," featuring TV's Pernell Roberts, will close out a most successful Municipal Opera season here with the August Opera Festival running through the 28th. The run stars Jeannine Crader, Richard Knoll and Mario Cavaradossi in Puccini's "Tosca," to be followed by Donizetti's "Elixir of Love" and Mozart's "Don Giovanni" at the Washington Quadrangle. . . The

Kansas City, Kan. Memorial Building was the scene (15) for a Grand Ole Opry show featuring Carl Smith, Minnie Pearl, and a host of c&w talent. Down in Camden-ton (20-21) the Music Festival saw Hank Thompson and the Brazos Valley Boys, the Si Zentner Ork, and the Jay McShann Band performing before good crowds. . . Flatt and Scruggs, Sheb Wooley, and a parade of country artists made up a Country Music Spectacular at the Ozark Empire Fair (12-18) in Springfield where RCA's Della Rae was booked into the Rendezvous and Clyde McCoy played an Aug. (9-10) date at the Grove. EARL PAIGE

Streisand and Lopez Shine at NY Concerts

• Continued from page 16

adults. There were few shouts for an encore, nor did she give any. As a matter of fact, before her performance was completed several hundred began filing out.

On records (the Columbia Records star projects dynamicism and sensitivity; in her TV special of some months ago, she mastered still another medium, creating her own special warmth and intimacy. Her appearance in "Funny Girl" stands out in one's memory.

A stadium is another vista for Miss Streisand to conquer—and probably the most difficult. She has the talent; she has the showmanship. When she hurdles the last obstacles she'll be in the very select company of Sinatra, Garland, Horne and Belafonte.

Neil Wolfe was introduced by Miss Streisand midway in the program. He is one of the best and most versatile pianists around. He has individuality, is nimble, swift and adept, with classical undertones. He has recorded two albums on Imperial and five singles on Columbia.

ROBERT SOBEL

NEW YORK—Reprise Records Star Trini Lopez had the Forest Hills Music Festival audience in the palm of his hands from the moment he stepped on stage Saturday night (28) and opened with "Granada." He set them into action clap-

Belafonte and Troupe the Toast

• Continued from page 16

brooding on "Where Have All the Flowers Gone?" "Come Away My Linda" and "Try to Remember."

From his bag of past favorites, he pulled "Michael Row the Boat Ashore," "Hava Na-geela," and "Cu Cu Ru Cu Cu Paloma." His gangbuster sing-a-long, "Matilda," was thoroughly enjoyed by patrons.

Terry and McGhee offered their segment and the crowd was silently appreciative as the two rambled through "Back-water Blues," "Good News" and Terry's harmonica-shouting "Hottin' Blues."

Miss Mouskouri, whose records have been released in the U. S., was making her American concert debut, under Belafonte's aegis. Her excellent bell-toned voice sailed through the tiered theater in a program of Greek and American folk songs.

Before the four-week run began Belafonte revealed that this was his last concert for some

ping their hands and singing "Oh, Lonesome Me." His tremendous ability to sell a song flared strongly on "Jezebel" which he recorded live recently at a Basin Street East night club appearance. On "Are You Sincere," he left the stage and went down on the lawn, achieving both enormous vocal and visual impact.

Among the 17 or 18 songs he sang were "Lemon Tree," "Kansas City," and "If I Had a Hammer"—all big audience favorites. But throughout the entire performance the crowd had been yelling for "La Bamba" and Trini finally gave it to them, capping the evening's show with an exciting version.

He gave no encore, but came back on stage twice to accept the applause and say thanks.

The evening offered a wealth of entertainment, including Herbie Mann and comedian Woody Allen, who took the stage first, was the entire first half of the show, then came back after intermission.

Herbie Mann, filling in at the last moment for Stan Getz, also wowed the audience. He displayed fantastic showmanship; when an airplane flew overhead, the rest of his jazz group came to a halt, but Herbie tried to drown out the engine's roar with his flute. His hits, "Coming Home Baby" and "Girl From Ipanema" were highly enjoyable. CLAUDE HALL

time. He plans a project for the Peace Corps next year. ELIOT TIEGEL

Signings

Connie Stevens has re-signed with Warner Bros. . . Brazilian composer Doravil Caymmi has signed with Warner Bros. and his first LP will be out in Brazil with Louis Oliveira supervising. . . Bobby Bare has been pacted as a regular of Nashville's "Grand Ole Opry." . . Brad Berwick has signed with Clinton Records and his first release will be "Walking Down Easy Street," a song from the movie "Mischievous Makers" in which he has the teen-age lead.

RCA Victor has signed Dick Kallman, the star of "Hank," a new TV series to premiere on NBC-TV in September. . . The Queen Booking Corp. has signed Arlene Bailey and Miss Bailey, in turn, has signed a recording contract with Conlo Records, a new company to be distributed by Cameo-Parkway; her first re-

Compo Co. Holds Sales Conclave

MONTREAL — The Compo Co., Ltd., held its annual sales convention at Mont Gabriel, Quebec, July 29 through 31, with some 40 distributor managers, salesmen and promotion men in from across the country for fall product presentations by visiting executives from Warner Bros.-Reprise, United Artists, its parent company, Decca in the U. S., with Compo brass introducing new Canadian product.

The Warner Bros.-Reprise presentation was made by Bob Summers, then national sales manager, from Burbank, and

Syd Schaffer, East Coast sales director, from New York. They reviewed the label's policy of releasing only product with solid sales appeal, and illustrated it with a color slide presentation introducing albums by such stars as Frank Sinatra, Sammy Davis Jr., Dean Martin, Trini Lopez, Vic Damone, Petula Clark and the Everly Brothers.

The United Artists presentation, dubbed "The Winning Knack," was given by Joe Berger, national sales manager, up from New York. Among the highlights of UA's fall product

are Lena Horne's debut album with the label, Patty Duke's new "Don't Just Stand There" LP, the Arthur Sound by Jordan Christopher and the Wild Ones, and new albums by Jan Peerce and Ferranti and Teicher. Berger also introduced the soundtrack of the new movie "The Knack" and previewed other film soundtracks upcoming on UA later this year.

The five-hour Decca presentation was made by export manager Hubert Stone, vice-president in charge of sales, Syd Goldberg, national sales manager Claude Brennan, and assistant national sales manager Lou Sebok. In his address Goldberg stressed importance of catalog sales and stocking in depth by progressive dealers, and reviewed the company's success over the past year with hit singles by both new and established artists. He said Decca would be going even further into the singles field in future, and emphasized the importance of hit singles in creating hit albums.

Highlights of the Decca presentation included the soundtrack from the movies "The Ipcress File" and "Shenandoah," Burl Ives' "On the Beach at Waikiki," the debut LP on Decca by the Dukes of Dixieland, the de luxe two-record "Best of Liberace" set, Godfrey Hirsch's first album, on Coral, Xavier Cugat's debut LP on Decca, and "Stepping Out" by the Quartet Tres Bien.

Fall product from Colpix, represented by Woody Allen Volume II and Duane Eddy's "Duane A Go-Go," was introduced by Phil Rose, sales manager of the Apex division of Compo.

Introducing 10 new albums on the Lero label, Rose commented on the degree of consumer acceptance of the \$2.49 Lero line, which Apex has been handling direct from Europe for the past few months. The line was originally marketed only in French-Canada, but its success has led to the release of some albums in bilingual jackets for distribution across Canada.

Canadian talent on Compo's Apex, Point and Carnival labels was also introduced by Phil Rose. Upcoming are LP's by such popular country and ethnic music artists as Don Messer and Jim Gregrash on Apex, Gaby Haas and George (Scotty) Nichols on Point. The French-language Carnival label offers the original cast recording of the musical "Le Clan," the first album by the popular Les Houlopes Tetes Blanches, an LP by the satirists, Les Cyniques, and "Donald Lautrec's Greatest Hits."

Allen, Sparton Artist, Is Dead

OTTAWA—Ward Allen, 41, Sparton recording artist who won many medals for his championship old-time fiddling, died suddenly at his home near here Aug. 4.

Allen once toured as featured fiddler with Wilf Carter, and for the past several years was one of The Happy Wanderers, a western music group popular on both radio and television in Ottawa. His four albums and some 25 singles on the Sparton label enjoyed steady popularity, and his record of his own composition, "Maple Sugar," reached 100,000 in sales over the years.

Allen, who was semi-retired, is survived by his widow and two sons.

Can. Executives Get Country Lowdown

TORONTO—Country music's success story and its new sound met with rounds of applause at the August luncheon meeting of the Radio and Television Executives Club in Toronto (5). Jerry Glaser, vice-president of WENO, Nashville; WGUS, Augusta, Ga., and WYAM, Birmingham, Ala., and a director of the Country Music Association,

addressed the audience of nearly 150. Country music entertainment was provided by special guests: the Collins Kids, who were appearing at the Edison Hotel; with Canadians Debbie Lori Kaye, who sang her first release for Columbia in the U. S., "Pickin' Up My Hat," and Cy Anders, who sang "My Good Life," soon to be released on RIC in the U. S. and Quality at home.

The assembled broadcast and advertising executives were obviously both interested and impressed by the figures quoted by Glaser: that 75 per cent of the hit single records are country-oriented, and that country music accounts for 30 per cent of world-wide disk sales; that almost 50 per cent of country music households have a yearly income between \$5,000 and \$10,000 and the majority have two cars and own, or are buying their own homes.

Every week four or five broadcasters visit the CMA office in Nashville for information about switching to country music, and the owner of a new TV station in Oklahoma City recently decided to go 100 per cent country programming, Glaser said. "The No. 1 problem facing the country music broadcasters is the difficulty in selling the national agency account executive and time buyer on country music." Mentioning some of the national advertisers who are sold on country music's selling power, he named Procter & Gamble, Kellogg's, Schick and Pet Milk, among the advertisers on WSM's "Grand Ole Opry."

Many of the advertisers, agency executives and broadcasters attending the luncheon took home concrete reminders of the country music story, via country music albums donated by several of the major record companies.

Shirley Ellis Has the Goods

NEW YORK — Performing under the dual handicap of a small first-night house and weak instrumental backing, the bouncy, vivacious Shirley Ellis opened at Basin Street East Thursday night (29).

Miss Ellis, who has scored on the Congress label with such hits as "Name Game" and "Nitty Gritty," was extremely effective in her personable delivery. She is a dynamic personality who readily communicates with her audience.

Accompanied by the talented pianist-composer Lincoln Chase, writer of the "Such a Night" and "Clapping Song" tunes, she demonstrated why she has achieved such popularity in the teen-age music market.

Also backing Miss Ellis were the Detroit Wheels, known as supporters of hard rock singer Mitch Ryder. The boys were unfamiliar with the Ellis-Chase material and their uncertainty marred an otherwise outstanding performance.

Also featured on the Basin Street East bill were the pop-folk group, the Castaways, and Mitch Ryder. HERB WOOD

Publishers Holding Gets 'Skyscraper'

NEW YORK — The Music Publishers Holding Corp. has acquired the music from "Skyscraper," the Sammy Cahn-Jimmy Van Heusen musical which opens on Broadway Oct. 23. Julie Harris and Victor Spinetti will star. Producers are Feuer and Martin, with a book by Peter Stone.

lease due out in September. . . Deborah Walley has pacted with Dee Gee Records. . . Capitol Records has snared four Los Angeles Rams football players as the Fearsome Foursome—Deacon Jones, Merlin Olsen, Lamar Lundy and Charlie Cowan; their r&b disk debut disk is "Fly in the Buttermilk."

Protest Songs

• Continued from page 16

"Looking Through the Eyes of Love," No. 31 this week. Some of their hits have been: "You've Lost That Lovin' Feelin'," by the Righteous Brothers; Eydie Gorme's "Blame It on the Bossa Nova"; "Walking in the Rain," by the Ronettes; Leroy Van Dyke's "If a Woman Answers"; "Only in America," by Jay and the Americans, and "Uptown," by the Crystals.

"We had 'Uptown' before Petula Clark came up with 'Downtown,'" Miss Weil said. "Now I'm thinking about writing 'Crosstown' next."

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 8/21/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	6
2	5	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	3
3	3	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	7
4	10	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	4
5	2	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	9
6	6	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	9
7	4	I CAN'T HELP MYSELF Four Tops, Motown 1076 (Jobete, BMI)	15
8	9	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	7
9	17	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	5
10	7	RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI)	10
11	15	IT'S TOO LATE, BABY TOO LATE Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	7
12	14	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	7
13	24	NOTHING BUT HEARTACHES Supremes, Motown 1080 (Jobete, BMI)	2
14	8	TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI)	13
15	18	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	4
16	13	ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI)	7
17	12	SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI)	10
18	22	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	2
19	—	THE "IN" CROWD Ramsey Lewis Trio, Argo 5506 (American, BMI)	1
20	20	TAKE ME BACK Little Anthony & the Imperials, DCP 1136 (South Mountain, BMI)	4

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	11	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	16
22	23	PRETTY LITTLE BABY Marvin Gaye, Tamla 54117 (Jobete, BMI)	5
23	26	I GOT YOU BABE Sonny & Cher, Atco 6359 (Five-West-Cotillion, BMI)	2
24	21	OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI)	14
25	25	YOU BETTER GO Derek Martin, Roulette 4631 (South Mountain, BMI)	3
26	29	I'M A HAPPY MAN Jive Five, United Artists 853 (Unart, BMI)	4
27	32	NO PITY (IN THE NAKED CITY) Jackie Wilson, Brunswick 55280 (Merrimac, BMI)	8
28	28	WE'RE DOING FINE Dee Dee Warwick, Blue Rock 4029 (Leatherneck & Wellmade, BMI)	3
29	19	(I Can't Get No) SATISFACTION Rolling Stones, London 9766 (Immediate, BMI)	5
30	—	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	1
31	33	STOP! LOOK WHAT YOU'RE DOING Carla Thomas, Stax 172 (East-Falart, BMI)	7
32	16	I CAN'T WORK NO LONGER Billy Butler, Okeh 7221 (Curtom, BMI)	11
33	—	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	1
34	34	IT'S GONNA TAKE A MIRACLE Royales, MGM 13366 (South Mountain, BMI)	3
35	27	CANDY Astors, Stax 170 (East, BMI)	8
36	38	UNCHAINED MELODY Righteous Brothers, Phillies 129 (Frank, ASCAP)	2
37	39	THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI)	7
38	40	SUGAR DUMPLING Sam Cooke, RCA Victor 8631 (Kags, BMI)	2
39	—	GOT TO FIND A WAY Harold Burrage, M-Pac 7225 (Vapac, BMI)	1
40	—	FIRST I LOOK AT THE PURSE Contours, Gordy 7044 (Jobete, BMI)	1

NEW ACTION R&B SINGLES

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

CLEO'S BACK . . .
Jr. Walker & the All Stars, Soul 35013**YOU'VE GOT TO EARN IT . . .**
Temptations, Gordy 7043**TOP R&B JOCKEYS' PICK-OF-THE-WEEK**

BILL MOSS, WVKO, Columbus, Ohio
Respect, Otis Redding, Volt 128
I'm Living Good, Ovations, Goldwax
Don't Have to Shop Around, Mad Lads, Volt 127
Someone Is Watching, Solomon Burke, Atlantic 2299

JACK WALKER, WLIB, New York
I Can Feel It, Kings & Queens, Ascot
Hi Heel Sneakers, Little Stevie Wonder, Tamla 54119
Agent OO-Soul, Edwin Starr, Ric-Tic 103
Let's Move & Groove (Together), Johnny Nash, Joda 102

"PREACHER PAUL" ANTHONY, KUXL, Minneapolis-St. Paul
I'm So Thankful, Ikettes, Modern 1011
We Can Do It, Jackie Ross, Chess 1940
The Who Pee, Joe Simon, Vee Jay 694
Hi Heel Sneakers, Little Stevie Wonder, Tamla 54119

GENE POTTS, WGIV, Charlotte, N. C.
Soul Heaven, Dixie Drifter, Roulette 4641
Someone Is Watching, Solomon Burke, Atlantic 2299
I'm a Hurting Inside, Shep & the Limelites, Hull
You're Absolutely Right, Tina Britt, Eastern 605
If I Didn't Love You, Chuck Jackson, Wand 188
I'll Make All Your Dreams Come True, Ronnie Dove, Diamond
LP—The Guys With Soul Are the Greatest, Various Artists, Wand

BILL JOHNSON, WUST, Washington
Respect, Otis Redding, Volt 128
Where There's a Will, There's a Way, Sedatrius Brown, Roulette
Make Up Your Mind, Eddie Floyd, Safice
Soul Heaven, Dixie Drifter, Roulette 4641
Evergreen, Donnie Van, Hi Ho
LP—Gentle Is My Love, Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)

DR. BOP, WAWA, Milwaukee
You Can't Take It Away, Fred Hughes, Vee Jay
Can't Let You Out of My Sight, Chuck Jackson & Maxine Brown, Wand 191
Night People, Leaders, Fontana 1519
Eye of Destruction, Barry McGuire, Dunhill 4009
LP—Major's Greatest Hits, Major Lance, Okeh OKM 12110 (M); OKS 14110 (S)

KELSON FISHER, WWIN, Baltimore
Respect, Otis Redding, Volt 128
Soul Heaven, Dixie Drifter, Roulette 4641
If I Didn't Love You, Chuck Jackson, Wand 188
LP—More Hits by the Supremes, Motown 627 (M); S 627 (S)

HERB CAMPBELL, KSOL, San Francisco
Soul Heaven, Dixie Drifter, Roulette 4641
Don't Go, Chuck Jackson & Maxine Brown, Wand 191
Never Could You Be, Impressions, ABC-Paramount 10710
It's What's Happening Baby, Billy Storm, Blue Star
Too Hot to Hold, Betty Everett, Vee Jay
I'm That Man Down There, Jimmy Reed, Vee Jay

MILTON (BUTTERBALL) SMITH, WMBM, Miami
Soul Heaven, Dixie Drifter, Roulette 4641
I Want to (Do Everything for You), Joe Tex, Dial 4016
Without My Sweet Baby, Little Milton, Checker
Someone Is Watching, Solomon Burke, Atlantic 2299

BILL CURTIS, WUFO, Buffalo
Let's Move & Groove (Together), Johnny Nash, Joda 102
Love (Makes Me Do Foolish Things), Martha & the Vandellas, Gordy 7045
Someone Is Watching, Solomon Burke, Atlantic 2299

BEN MILES, WANT, Richmond, Va.
Let's Move & Groove (Together), Johnny Nash, Joda 102
Someone Is Watching, Solomon Burke, Atlantic 2299
Dark and Lonely, Major Lance, Okeh 7226
I Need You, Impressions, ABC-Paramount 10710
LP—Soul Sauce, Cal Tjader, Verve V 8614 (M); V6-8614 (S)

JERRY BLAVAT, WHAT, Philadelphia
The Bumpsie, U. S. Bonds, LeGrand
Danger Heartbreak D:ad Ahead, Marvelettes, Tamla 54120
First I Look at the Purse, Contours, Gordy 7044
Hi Heel Sneakers, Little Stevie Wonder, Tamla 54119

CHUCK CUNNINGHAM, WLOU, Louisville
Someone Is Watching, Solomon Burke, Atlantic 2299
I Want to (Do Everything for You), Joe Tex, Dial 4016
If I Didn't Love You, Chuck Jackson, Wand 188
Can't Let You Out of My Sight, Chuck Jackson & Maxine Brown, Wand 191
Hi Heel Sneakers, Little Stevie Wonder, Tamla 54119

LARRY DALEY, WCIN, Cincinnati
Let's Move & Groove (Together), Johnny Nash, Joda 102
You're Gonna Make Me Cry, O. V. Wright, Backbeat 548
Sad, Sad Girl, Barbara Mason, Arctic 108

LE BARON TAYLOR, WCHB, Detroit
You Can't Take It Away, Fred Hughes, Vee Jay
Make Up Your Mind, Eddie Floyd, Safice
I Want to (Do Everything for You), Joe Tex, Dial 4016
Soul Heaven, Dixie Drifter, Roulette 4641
Hungry for Love, San Remo Strings, Ric Tic
LP—The Impressions, One by One, ABC-Paramount ABC 523 (M); ABCS 523 (S)

JIMMY (THE GATOR) LANG, WSOX, Savannah, Ga.
I Want to Be Loved, Enchanters, Loma 2012
Call Her on the Phone, Flamingos, Philips 40308
Step by Step, Calvin & Clarence, Atco
LP—King Curtis Plays the Hits Made Famous by Sam Cooke, Capitol T 2341 (M); ST 2341 (S)

D. ROBERT SCOTT, WERD, Atlanta
Respect, Otis Redding, Volt 128
"LOOK," Tina Britt, Eastern 605
Can't Let You Out of My Sight, Chuck Jackson & Maxine Brown, Wand 191
Got to Find a Way, Harold Burrage, M-Pac 7225
Without My Sweet Baby, Little Milton, Checker
LP—The Guys With Soul Are the Greatest, Various Artists, Wand

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTATIONS SING SMOKEY , Gordy G 912 (M); GS 912 (S)	22
2	3	THE FOUR TOPS , Motown 622 (M); S 622 (S)	13
3	4	I DO LOVE YOU , Billy Stewart, Chess LP 1496 (M); (No Stereo)	8
4	2	JR. WALKER & THE ALL STARS PLAY SHOTGUN , Soul 701 (M); S 701 (S)	8
5	5	MIRACLES GREATEST HITS FROM THE BEGINNING , Tamla T 254 (M); ST 254 (S)	19
6	10	THE "IN" CROWD , Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	2
7	—	MORE HITS BY THE SUPREMES , Motown 627 (M); S 627 (S)	1
8	9	JUST ONCE IN MY LIFE , Righteous Brothers, Phillies PHLP 4008 (M); PHLP 4008 (S)	2
9	6	TODAY—MY WAY , Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	10
10	8	ARETHA FRANKLIN/YEAH! , Columbia CL 2351 (M); CS 9151 (S)	3

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.

A DOUBLE HEADER WITH**ARTHUR PRYSOCK . . .**
Old Town 2009 (M); 2009 (S)**OUT OF OUR HEADS . . .**

Rolling Stones, London LL 3429 (M); PS 429 (S)

THAT MOTOWN SOUND . . .Earl Van Dyke & the Soul Brothers,
Motown 631 (M); 631 (S)**DJ SPOTLIGHT****BILL MOSS**
WVKO, Columbus, Ohio

Bill Moss has two record shows at WVKO-Radio, Columbus, Ohio, for the past 15 months: 9-12 noon and 7-10 p.m. Monday through Friday. A native of Southwest Miami, Moss was a member of the "Tops in Blues" show as singer and emcee while in the U. S. Army. He also headed such shows as "Spotlight Revue" and "On Target," traveling throughout the U. S., the Far East and Europe. After military service, he attended City College in Los Angeles. He broke into commercial radio with KHJ-Radio, Los Angeles, moving to WMBM-Radio, Miami, in 1963. He is married, has one child. He promotes his own shows locally.

**Detroit Acts Must Pay Tax**

DETROIT—Acts playing Detroit, no matter how briefly, will have to pay the city's established income tax or face probable prosecution, the city's income tax watchdogs indicated. The tax has been in effect for over two years, but has never attracted serious public attention, as applied to short-term appearances of performers.

The appearance of Frank Sinatra a few days ago for one concert, with a generally reported salary of \$77,500, sparked the controversy. Non-resident tax, after deductions, is figured at around \$381. The Treasurer's office said notices are sent to performers, in effect, billing them for taxes when their salaries exceed the known deductions of \$600 a person.

Disk Stars Set For Nash. Show

NASHVILLE—Promoter Abe Stein will bring a group of recording stars to Nashville Aug. 19, for a show at the Municipal Auditorium. Headliners are British stars Peter and Gordon and Tom Jones.

Other acts include Ronnie Dove, the Shirelles, Mel Carter, Brian Hyland, Billy Joe Royal, George McCannon, Jimmy Rice, Timothy Wilson, the Executives and a group named "Them."

Jackson Hits On Standards

NEW YORK — Chuck Jackson, Scepter-Wand recording artist who is a strong seller in the r&b field, proved he can handle pop material like an old pro at his Basin Street East opening here Thursday night (22).

Jackson's solid performance on r&b numbers like "I Don't Wanna Cry," "Any Day Now," "I Need You" and "Hand It Over" was about par for the course.

But his treatment of such standards as "Funny Valentine" and "The Masquerade Is Over" really demonstrated his fine sense of timing and phrasing. On the latter number, he started with a conventional treatment and finished in strong r&b style.

Jackson scored with "Something You Got," which he has recorded with Maxine Brown. This time, Yvonne Fair joined him in the duet.

Miss Fair, who demonstrated a winning r&b style with "It's in My Mind" and "It's Alright," was backed by Bobby Scott and the Chuck Jackson orchestra, which played the show.

Scott came through with some first-class trombone work and the nine-piece group produces a big-band sound.

AARON STERNFIELD

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MARCEL EFRON shows a portion of his French record stock. He also has American pop product.



SIMON SAPELKIN carries one of the biggest stocks of Russian records in the city.

Foreign Disk Specialty Shops Part of Golden Gate Charm

By GODFREY LEHMAN

SAN FRANCISCO — It's not surprising that the cosmopolitan heritage of this Golden Gate city should be reflected in the record-buying tastes of its inhabitants. San Francisco has always been famous for its divergent cultures.

A trip to Europe or the Far East means only crossing the street to one of the city's numerous fine restaurants or shops. It's the same with phonograph records.

A touch of Italy can be found in Cavalli's on Stockton Street—Ireland in Butti's Music Center—Scandinavia at the Festival Folk Shop—and Spain in Las Noticias Libreria or Sanchez Spanish Book and Music Store. The list goes on and on, and as do the individual countries, the stores selling their products have personalities of their own.

Far East

Tsing Ping's on Stockton, run by Mr. and Mrs. Quan John, features everything from American rock and roll to authentic music from China, Formosa,

Japan and other Far Eastern countries.

There are Chinese recordings of American tunes and vice versa. An album labeled "Sweet-Hart" features a dark-haired Chinese beauty on the cover. The Johns also sell all manner of traditional Chinese musical instruments.

Rainbow TV on Lawton Street specializes in original French recordings and is run by French-born Marcel Efron. Marcel got into the business about a year and a half ago when his brother couldn't find product anywhere for a French record program on which he was a deejay.

French

If you want Claude Francois, Isabelle Aubret, Patachou or Charles Aznavour, Marcel is your man. He's got Jacqueline Francoise singing "My Fair Lady" in French and in the same language but with a British accent, Petula Clark doing "Downtown."

Marcel advertises in the local French papers but his buyers are from all over the U. S.

A version of Snow White and

the Seven Dwarfs in Japanese can be obtained at Goshu-Do on Sutter Street. The store carries one of the most complete stocks of any in this country of material put out by the Nippon Gramophone Company—some of the material on the Oriental five-note scale, other on the conventional eight-note American version.

Russian

Simon Sapelkin, who came here 10 years ago from China, offers a full line of Russian music in the Znanie (meaning knowledge) Book Store on Geary Boulevard. Russians don't rock, so virtually the entire stock is in LP's, Sapelkin explains.

One advantage all of these stores have is the absence of a discounting problem. Foreign records are a specialty item and the buyer is not apt to be able to duplicate his purchase in a neighborhood drugstore or discount house.

When a foreign album carries a \$4.98 list price, you can bet that's exactly what the store owner will charge.

Tips for the Trade

The nation's record dealers have proved themselves an inventive lot. They're also co-operative, willing to share their secrets with others. Here are some dealer trade ideas picked up by Billboard correspondents in recent weeks.

Give a Gift

Harry Callaway, of Thearle Music Co., San Diego, Calif., feels that word-of-mouth advertising is the best thing he's got going for him and accordingly works hard to build a good reputation with his customers. When a phonograph is bought, Callaway has a couple of his veteran employees make the delivery. Care is taken in the installation to be sure everything is working properly. When the installation is complete, the customer is pre-

sented a surprise gift—a bouquet of flowers in an attractive vase. This can either be placed on top of the phonograph or on a shelf elsewhere. The big thing though—it leaves the customer feeling he got something extra.

Get the Gals

When Brinton Electric Co., Murray, Utah, went into the phonograph business, David Brinton, owner, felt that attracting women shoppers was his first order of business. Brinton decided to install a novelty gift shop in the front of his store with the merchandise specifically aimed at the woman buyer. Prices ranged from \$2 to \$25. Brinton kicked the idea off with a society tea. He invited 2,500 society gals and over 200 showed up. Tea and cake were served as

the gals were given a tour of the store and gift department. Brinton today is billing \$200,000 in phonograph and gift equipment—much of it attributed to his big female clientele.

Radio Display

A "floating radio display" has helped Al Massaro, Colorado Springs, Colo., dealer sell more than 1,000 sets per year. Al believes in putting the merchandise where the customers are. He's *(Continued on page 50)*

Motorola Chief Cites Private Label Threat

CHICAGO — The growth of private label home entertainment merchandise by such retailing giants as Sears, Roebuck, J. C. Penney and Montgomery Ward was termed the "greatest threat to the customary way of life in our industry," by S. R. Herkes, president of Motorola Consumer Products.

Speaking before the Texas Electronics Association recently, Herkes said that weaknesses of current distribution practices of some national brand manufacturers have cleared the path for private label goods.

Herkes said one major dif-

ference in the operation of these retail firms and the home entertainment industry is that these national chains aim their promotional efforts at enticing the consumer, whereas the greatest energies of the national brand manufacturers are spent wooing the dealer to buy, display and sell their products.

Through Not To

"These private label retail giants sell 'through' their outlets while we and the rest of our industry sell 'to' our outlets," Herkes pointed out.

He said that one of the large *(Continued on page 50)*



SHIPMENT

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

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

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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.

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SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of
**MUSIC, RECORD, COIN, PROMOTION,
ENTERTAINMENT**

to make the right, best paying connections. **THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.**

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

MAIL COPY AND PAYMENT TO:
Billboard Classified Mart
165 W. 46th St.
New York, N. Y. 10036

MAJOR MARKET AIR PERSONALITY desires P.D. position Southwest, West. Excellent references, extensive background. Presently employed major chain, traffic slot. 11 years pro, good production. Middle road format. Box 206, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

HELP WANTED

COMPOSER, COLLABORATE WITH LOS Angeles lyricist. Permanent collaboration intended. Large portfolio top-flight commercial lyrics in ballad, folk and other fields. No sharks. Please write: Box A-281, Billboard Pub. Co., 1520 N. Gower, Hollywood, Calif. 90028.

TOP-NOTCH SALES PRODUCER OF album products to volume users seeks association with progressive label for east and midwest territory. Write Box 205, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

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. . . RACK JOBBERS**

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Listed, you will find the labels which we presently distribute:

ABC-Paramount, Argo, Atco, Atlantic, Big Top, Blue Note, Canadian American, Carmen, Chancellor, Checker, Chess, Del-Fi, Dooto, Duke, Imperial, Jamie, Laurie, Mo-Town, Monument, Nashboro, Old Town, Original Sound, Parkway, Phillies, Roulette, Sar, Savoy, Scepter, Strand, Sue, Sun, Swan, Time, United Artists, Vee Jay, Wand.

BE BE BEAT IT BEATLES. LYRIC exes. (Your Hair's a Mess So Back to Your English Shores.) Composer of the above song wants immediately contacts or recording or publishing partner. J. Romsfield, 1923 Sunnyside, Chicago, Ill. 60640.

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

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No job too small
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PROMOTIONS**

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CI 7-2159

MISCELLANEOUS

GOOD RELIGIOUS SONGS WANTED for publication, all types. Send inquiry, lead sheets, demos or tapes to: Don Edgar Music, 2312 Jasper, Fort Worth, Texas 76106. se4

MASTERS FOR SALE: REPLICA, HALL- fax, Jansen catalogues! Pipe organ, Hammond organ, jazz, dance; over 300 tunes, priced less than \$25 each. Hal Faktor, 4135 Armitage, CA 7-3722, Chicago, Ill. np-oc2

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

PUBLICATIONS & SERVICES

PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$3.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1"

by DICK STARR and BOB HARRIS
RSI (Record Source Int'l)
165 West 46 Street
New York, N. Y. 10036

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles "Help" and "Beatles for Sale" albums. Dave Clark Five new film LP, \$6.15 each, airmailed. Stones "Live" EP, \$2.40 airmailed. John Lever, Gold Street, Northampton, England. ja15-66

ANY ENGLISH RECORD AIRMAILED. Beatles albums "Help" and "Beatles for Sale," Dave Clark Five new LP, Stones, Animals, all English groups. LP's, \$6 each post inclusive. Berkeley Records, 6, Lansdowne Row, Berkeley Sq., London W.1, England.

BEATLES' "HELP" ALBUM RUSHED to you by air from stock. Also Stones, Shadows, Animals, Baez and all other English albums, airmailed \$6 each. Record Centre Ltd., Nuneaton, England. sell

HOLLAND

PENFRIENDS: TO RECEIVE A LIST OF penfriends from England, Holland, Germany or other countries, send International Reply Coupons equal to U.S.A. 21 cents or U.K. 1s.6d. For three lists coupons value U.S.A. 42 cents, U.K. 3s. Od. Friendship-International, V'laan 81, Boskoop, Holland.

when answering ads . . .

Say You Saw It in Billboard

CLASSIFIED RATES

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

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

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____
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Copy: _____

Company Name _____ Authorized by _____

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City _____ State & Zip Code _____

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

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

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

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

Tips for the Trade

• Continued from page 49

placed his radio merchandise on a 10-foot gondola, five feet wide and with four levels of step-back shelving, towering some six feet high. The unit has rubber-tired casters and can easily be wheeled about by one person. As many as 50 radios can be displayed. The display is moved outside, next to the entrance, back by the record department or over by the TV sets—depending upon where the traffic happens to be that day. When records are moving well, the radios are placed in the middle of the department. Massaro feels that moving the display around keeps his steady customers aware of it as well.

Instant Service

Gerhard's in Glenside, Pa., specializes in service and sells upward of 1,000 high-ticket phonographs annually in the process. Joe Whelan, manager, feels that anyone spending from \$500 to \$1,000 for a unit wants to be sure the store will back it up. Gerhard's does that and then some. The store has a fleet of 12 radio-dispatched trucks with 23 full-time servicemen. Gerhard's sales story emphasizes long years of trouble-free satisfaction—not price. Service calls are answered the same day—sometimes within minutes. After a service call, Gerhard's follows up with a two-part letter, asking the owner if everything was all right. The letter also confirms the price charged for the repair so the customer can verify the amount shown on the store records with what was paid the repairmen. Quoting the price

gives the form letters a personal touch. Another extra: 90 days after making a sale of new equipment, the Gerhard salesman calls the customer to see if everything is all right. It usually is, but customers are nevertheless impressed that the store "cares."

Keep Track

Blumberg's department store in Dothan, Ala., keeps a file on every customer who buys records. When a purchase is made, the amount and date are noted. The files are reviewed quarterly. Customers who have stopped buying are sent a letter. It is topped by a cartoon of a fisherman with a caption: "Fishing for information." The letter reads: "Dear Mrs. _____: You have had the experience of suddenly wondering about old friends, I'm sure. If you haven't seen them for a while you wonder where they are. Have they moved? Have they been ill? Then the thought comes to you . . . why not get in touch with them if only to say hello."

"A recent survey of our ledgers shows that you haven't been in to see us for some time. If you have moved, and the reason is purely geographical, we can give you prompt service by mail. If we have displeased you in any way, won't you jot the fact down on this letter. We are anxious to correct any misunderstanding and improve our service wherever possible." The letters are sent first class. Blumberg's is more than satisfied with the response to its mailing and feels its store volume is helped considerably by the procedure.

Private Label Threat Cited

• Continued from page 49

est independent retailers in the country recently had predicted to him that the private label will dominate the market in two years.

"I question his timing but it might come to pass if—and I repeat that—if, we do not compensate in some way for the economic advantage private label retailers enjoy."

Higher Cost

The Motorola consumer products chief denied that private labels had a lower operating cost. "Their gross profit requirements could be greater than the bulk of discounts we offer our distributors," he said.

MGM Executives Leave for Europe

NEW YORK—Mort Nasatir, president of MGM Records; Jerry Schoenbaum, general manager of the label's classical division of DGG in the U. S., and Arnold Maxin, head of the Big 3 publishing company which is owned by MGM, left here Saturday (7) for a round of business meetings with EMI officials and MGM European representatives.

The trio will confer with Sir Edward Lewis and Sir Leonard Wood of EMI in London, then meet with Andrae Poulain of Polydor in Paris. Most of the trip will be spent in Hamburg, where the MGM group will visit Kurt Kinkele, Heinz Voigt and Henning Rintelen of DGG.

when answering ads . . .
**Say You Saw It in
Billboard**

"The big difference is that they direct every dollar and every effort to sell their product to the ultimate consumer. By contrast our industry spends millions and millions of advertising dollars on dealer-loading programs, dealer trips to romantic places and other retail incentives. How can national brand manufacturers contain private label sales growth when so occupied?" Herkes asked.

Herkes said the industry need is for manufacturers to assume greater responsibility in merchandising to the consumer to stimulate demand.

He said the industry should also learn from the big national chains who sell benefits to the consumer more than price. Close scrutiny of the financial reports of these giant retailers will reveal they are not "give-away artists," despite their advertising impressions.



WHEN COLUMBIA'S Byrds appeared at four Sears stores in Chicago recently, they drew some 10,000 teen-agers. The group stands here "between stores" with WLS deejay Ron Riley, who went along to act as emcee, and Fred Salem, Columbia regional promotion chief.

Trade Readies Commingling Testimony

Senate Committee Hearing Scheduled for August 24

By RAY BRACK

WASHINGTON—A special Senate health subcommittee, considering a bill to which the Federal Food and Drug Administration would like to tack an amendment prohibiting charm confection commingling in venter globes, will hear testimony from industry, officials here Aug. 24.

According to National Vendors Association counsel Don Mitchell, witnesses from the NVA and the National Confectioners Association have been invited to testify. The NVA witnesses have not been identified.

The bill in question, introduced by NCA, has already been passed by the House. While the bill was in House committee the FDA attempted to have attached an amendment to require the wrapping of all non-nutritive objects mixed with unwrapped confections.

When the measure was ruled out of the House committee, however, it was accompanied by a report describing commingling of charms and confections as "no health threat."

The House decision was in

line with the outcome of the well-known "Cavalier Vending case" of more than a decade ago, in which a Federal Court ruled that mixing of non-nutritive substances and candy "side-by-side" was a "non-adulterating and safe practice."

However, subsequent FDA-initiated actions have brought commingling into question and dispute.

When the measure was presented to the Senate Labor and Health subcommittee, chairman Lister Hill (D., Ala.) sought an advisory statement from officials of the FDA. The FDA has not yet made a report to the subcommittee. It is rumored that the FDA report, when it comes, will tone down past objections to "side-by-side" commingling and insist only that the imbedding of non-nutritive objects in confections be prohibited.

To the best knowledge of veteran bulk vending observers, no U. S. operator has ever vended non-nutritive objects imbedded in confections. This fact gives FDA protestations an academic slant.

When NVA officials learned

that Senator Hill had asked for FDA advice on the bill, the national association called on members to contact members of the committee (Billboard July, 24).

"The letter response was tremendous," Mitchell reported. "We received many answers from Senators on the committee."

The bill, in its present form, would chiefly benefit the confection industry, according to NCA counsel James E. Mack.

"Because of a quirk in the law, additives which the FDA has cleared as safe for use in other foods (canned foods, baby foods, etc.)—either without restriction or with prescribed controls—may not be used by the confection industry," Mack said.

It was this inconsistency in FDA regulations, Mack declared, which promoted the NCA's support of new Federal legislation.

As far as the bulk vending industry is concerned, Mack said "commingling is permitted under existing law."

The threat to the bulk vending industry related to the NCA legislation arose when the FDA attempted to tack an anti-commingling amendment to the bill when it was under consideration by the House.

"The House committee paid no attention to the FDA recommendation," Mack said.

Mack commented that if the FDA is really interested in addressing the matter of mixing non-nutritive objects with food products, the agency would do

well to bring breakfast cereal, popcorn and nut people into the picture in addition to bulk vendors.

Chief witness for the NCA at the Aug. 24 hearing will be John W. Vassos, director of research and development for the Whitman Candy Co., and a member of the NCA research committee. Offering supporting scientific testimony for the NCA at the hearing will be Dr. John Nair, president of the Institute of Food Technology.

Low Liability

Mack said the NCA, like NVA, would not object to any amendment prohibiting "embedding" of non-nutritive objects in confections "with the exception of lollipop sticks."

Declared Mack, "Millions of lollipops are sold illegally every year. We want this legislation to make it unnecessary to bootleg lollipops."

NVA, in announcing its contact-Congress drive, asked that members stress facts about the Cavalier case, point out that the bulk industry enjoys one of the lowest product liability insurance rates in the automatic food vending industry, and show how great the loss of the traditional penny-mix machine would be to the industry financially.

With Hill, Senators on the Labor and Health subcommittee are Ralph Yarborough (D., Tex.), Harrison Williams (D., N. J.), Claybourn Pell (D., R. I.), Edward Kennedy (D., Mass.), Jacob Javits (R., N. Y.) and George Murphy (R., Calif.)

Coming Soon:

Sept. 28—Western Bulk Vending Association, quarterly meeting, Los Angeles.

Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.

Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.

Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

Oct. 23-24—Southeastern Bulk Vendors Association, quarterly meeting, Maggie Valley, N. C.

Les Hardman In Hong Kong

PITTSBURGH—Les Hardman, of locally headquartered Penny King Co., is currently in Hong Kong. He is expected to return about Aug. 19.



NOW AVAILABLE: GIANT BIRTHSTONE RING

available in 12 large different colored stones—one for each month of the year.

These BIG, realistic rings have been LOCATION TESTED by one of the country's leading operations.

Complete with 4 display cards indicating ring and appropriate description of stone for each month.

Available only in perfect vend capsules. \$40 per FOB our factory.

Some distributorships still available.

**HENAL
NOVELTIES & PREMIUMS**
97 North 10th Street
Brooklyn 11, New York

Vegas Vendor Profits From Slot Conditioning

LAS VEGAS—Probably no bulk vendor anywhere has a market so well conditioned to dropping a coin in the slot as does local operator Willard Schobey.

Schobey has some 350 locations spread among the Nevada fun capital casinos, lounges, on street corners, etc. He reports excellent income from triple-head stands, particularly in the gambling areas, apparently because the Las Vegas visitor, trying his luck at various games, doesn't wish to pause long for refreshment.

"He will, however, duck over

to the nearest vending machine, for a handful of peanuts, gum, or confections," Schobey said.

Schobey, who is also a casino bookkeeper, has specialized in Spanish and large peanuts during the five years he has been operating in the Las Vegas area. He vends generous portions, "because I've found through experimenting that I can count on attracting many more repeat customers among the men who make up the majority of the player." He operates in such spots as The Golden Nugget, New Frontier, The Mint, and Hotel Fremont.

As many as 25,000 people moving through one of Schobey's locations in a day. Each machine must, therefore, be serviced every two days. "In many instances daily, and even twice-a-day service is required," Schobey said.

About 75 per cent of his locations are outdoors near the wide-open fronts of the casinos and clubs, which are, of course, open 24 hours a day, and as a rule, 12 months a year.

A really important factor in the Nevada vendor's favor is that pennies are barely "negotiable coin" in Las Vegas, although there are plenty of machines which accept nickels and dimes. The average reaction of the customer who finds a few pennies mixed in with the coins he wants to drop in a slot is to "get rid of them"—and the bulk-vending machine is a convenient means of disposal.

Only about a third of Schobey's customers ask for a commission.



NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

Northwestern

CORPORATION
2583 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Ct. 1¢ Tab Gum Mach.	18.00
N.W. Model 43, 1¢ Perc. Converter for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Accrn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.81
Pistachio Nuts, Jumbo Queen, White	.74
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.46
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gams	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
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
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

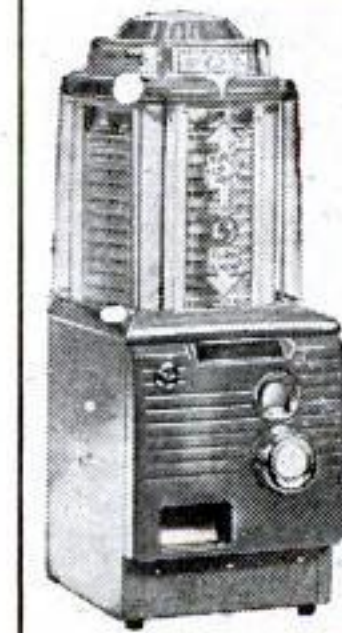
CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN

GUM GET YOUR SHARE WITH Northwestern

GUM VENDER PACKAGE



This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

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

YOU COUNT MORE WITH OAK



WRAPPED GUM VENDOR

This new concept in vending dispenses paper wrapped merchandise without stacking. Think of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Model machines, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tuflon which assures you trouble-free operation. Oak's wrapped gum

18.95 vendor measures 16 3/4" high, 8" wide, and 8" deep. Wt is 7 1/2 lbs.
F.O.B. Los Angeles

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

August 21, 1965, BILLBOARD

Ideas From Operators

More money-making operating ideas collected by Billboard correspondents from your business colleagues around the country.

Waits Make Profit

"Haste makes waste, perhaps, but waits make profit" is the motto of this operator. He is

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

ever alert for locations where patrons are delayed for a few moments. For example, he has located six vendors in a large, midtown laundry near the will-call counter. "There are always more customers than there are counter people to wait on them," he observes, "which means they'll likely want to soothe their impatience with a handful of jelly beans."

A Picture Is Worth . . .

This operator, persuaded that one photograph is worth several paragraphs of persuasion, snaps a photo of every multi-unit installation on his route. Purpose? "Well," he explained, "there are a lot of businessmen, particularly in smaller spots, who can't visualize how machines would fit into their facilities. Many fear unsightliness. When I sense this, I produce my photo album, silently exhibit location after location, and generally secure the contract."

Adult Market

"I quit fooling around with all penny and nickel vendors

St. Louis Suit Hearing Set For Sept. 7

ST. LOUIS—U. S. District Judge James H. Meredith has set Sept. 7 as the date for pre-trial arguments on one count of a complaint filed here in March by Jason Koritz and Four Gems, Inc. seeking a \$450,000 judgment against the Ford Gum & Machine Co. of Akron, N. Y.

This latest development in the case, which is to go to trial here Dec. 13, stems from a defense motion to dismiss Koritz' amended complaint (filed in July) charging Ford Gum with publication of "false and defamatory statements."

Attorneys for the plaintiffs then requested oral arguments on the motion, which petition was granted last week by Judge Meredith.

in such locations as bus stations, bars and cigar stores," announced this businessman. The adult buyer doesn't hesitate to drop in a dime for cashews, mixed nuts, jelly beans and chocolate-covered peanuts, he contends. And he reports that after a wholesale changeover in adult-type locations, income increased.

Rites for Lew E. Feldman, 50 Years in the Industry

LOS ANGELES — Funeral services were held here recently for Lew E. Feldman, a 50-year veteran in the bulk vending business. Founder and managing executive of the supply firm Acme Vending Machine Co. here, Feldman would have been 71 years old Aug. 23.

Although he had been under medical care for some weeks, the seriousness of Feldman's illness was not evident until a few days before he died. He succumbed to a coronary occlusion while undergoing a check-up in a local hospital.

A native of Boston, Feldman entered vending at an early age. He became interested in the field working as a delivery boy for his father, who manufactured confections. His first venture was with 35 machines that he purchased for \$100. He built the route to 600 machines vending India nuts through the old Climax units. He sold the route and bought another in New York, operating there for 10 months.

Pine Nuts

Feldman decided to make California his home in 1923 when he and his wife, Gussie, came to Los Angeles on their honeymoon. He started here with 100 Advance No. 11's, Columbus and Hanse vendors. The route grew to 1,250 machines vending pine nuts, and 1-2-3 ballgum.



LEW E. FELDMAN

Feldman entered the supply business in 1925 by selling parts and merchandise to other operators as part of his route activities. Seeing great potential in the supply business, he helped found Operators Vending Machine Supply Co. here, in which he was a partner until 1943. Feldman organized the Acme company in 1947 and was active until his fatal illness.

The business will now be managed by Feldman's widow and son, Bob. Feldman is also survived by two granddaughters.

KANSAS

A Survey of State Business Regulations

Fourteenth in a series of reports on State vending legislation. By no means exhaustive, each article carries the name and address of the State official from whom full information may be obtained. Clip and save.

TOPEKA, Kan.—"A tax at the rate of two and one-half per cent upon the gross receipts from the operation of any coin-operated device, whether automatic or manually operated" is

imposed under "Kansas Retailers' Sales Tax Rules And Regulations."

"The tax," State authorities explain, "is not a property tax but is an excise tax."

Although the regulations state that "The retailer is required to pass on to the consumer or user the full amount of the tax . . ." (creating obvious problems for the vendor), the courts held in a test case (Stevens Enter-

Suspect Vending Promotions Remain a Problem, Says BBB

NEW YORK—"Blue sky" vending promotions are not as prevalent as 10 years ago, but that doesn't mean that the problem has disappeared," declared National Better Business Bureau official, J. R. Hoffman, last week.

Currently on file with the BBB here, Hoffman said, are some two dozen complaints about questionable promotions involving vending equipment throughout the country.

Shady promotions have been spotted in nearly every major market, the official said. "They seem to follow a population curve. There are always a few going on in the Los Angeles area."

Other "blue sky" type ads have appeared recently in the greater Chicago area, Pittsburgh, St. Louis, Philadelphia, Denver and other cities, Hoffman said.

Coffee Break Scheme

One of the newest questionable vending machine schemes described by Hoffman involves coffee service for offices. Promoters, he said, are advertising a "new untapped market" for small coffee concessions in offices "all over the country." Because small offices cannot afford a large, hot-mix vending machine, Hoffman described

the typical ad as suggesting, they will be partial to an economy system which is little more than a device to heat water, some instant coffee and a few plastic cups.

"All you have to do is set up a route, refill the pots and collect your money," is the way the ads read, Hoffman said.

The National Better Business Bureau and the National Automatic Merchandising Association have published minimum standards for vending advertisements for the purpose of curbing "blue-sky" type promoters. Billboard will supply copies of these standards to operators. Write Bulk Vending Editor, Billboard Magazine, 188 W. Randolph St., Chicago, Ill. 60601.

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GREAT MONEY MAKER



ACME ELECTRIC MACHINE

Sample . . . \$28.50

4 and up . . . 23.50

Batteries \$1.00 addl. per mach.

PISTACHIO NUTS, 4 STAR

JUMBO . . . . .	.81
Cashew, Whole . . . . .	.80
Cashew, Butts . . . . .	.76
Peanuts, Virginia Blanched . . . . .	.45
Spanish . . . . .	.32
Mixed Nuts . . . . .	.57
Assorted Panned Candy . . . . .	.32
Hershey-ets . . . . .	.47
Leaf Brand Rain-Blo Gum, 100 ct. . . . .	.34
140 ct., 170 ct., 210 ct. . . . .	.32
300 lb. minimum prepaid on all Rain-Blo.	

Parts, Supplies, Stands & Globes. Everything for the operator.

1/3 Dep. with Order, Bal. C.O.D.

SCHOENBACH CO.

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BRAND NEW

VICTOR'S L. C. TOPPER

Available in two models:

1. Vending Wrapped Confections
2. Vending 100 Count Gum



1. VENDS ALL WRAPPED CONFECTIONS

No square corners for gum to lodge or jam.

Capacity: 1,250 pieces of wrapped gum. Takes in \$12.50.

Price: Only \$16.50 each. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

2. VENDS 100 COUNT GUM

Capacity: 1,200 balls of gum. Takes in \$12.00.

Price: Only \$15.00 ea. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

IMPORTANT ORDERING INFORMATION:

Please specify whether vendor is to be used for dispensing WRAPPED GUM or 100 COUNT GUM.

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A LARGE VARIETY OF NEW CAPSULES Buy Direct from the Factory and Save

5c CAPSULE MIX

Over 20 assorted items • Guaranteed 5c value. FREE—4 sensational 3D dimensional fronts with moving eyes—to get you more business at the low factory price of \$20. Filled Capsules per M. All prices quoted F.O.B. Lynbrook, N.Y. Available at ALL Eppy Warehouses.

EPPY CHARMS INC. 163 Denton Ave., Lynbrook, N.Y.



Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME
COMPANY
ADDRESS
CITY

Fill in coupon, clip and mail to:

H. B. Hutchinson, Jr.
1784 N. Decatur Rd., N.E.
Atlanta 7, Ga.
DR 7-4300

when answering ads . . .

Say You Saw It in Billboard

BILLBOARD, August 21, 1965

University Seminar For 200 State DA's On Pinball Operation

By RAY BRACK

CHICAGO—Some 200 prosecuting attorneys from 37 States attending a short summer course at the Northwestern University Law School here heard a former counsel to the U. S. Senate Crime Investigating Committee discourse on pinball games last week.

Appearing at the invitation of Prof. Fred Inbau, dean of the school, attorney Rufus King, now in private practice in Washington, D. C., touched on the history of the equipment and its operation and devoted much of his time to differentiating between "amusement" and "gambling" pinball machines.

CMA EXHIBIT AT MOA SHOW

CHICAGO—The Country Music Association has accepted an invitation to participate in the national convention and trade show of the Music Operators of America here Sept. 11-13. Notice of acceptance came last week from CMA Executive Director Jo Walker, according to Frederick M. Granger, executive vice-president of the coin machine industry's national trade association. The CMA exhibit will be located adjacent to booths of the record manufacturers in the Gold, Francis I and Belmont rooms of the Pick-Congress Hotel, Granger said.

The attorney demonstrated several types of coin-operated amusement equipment during his lecture, entitled "Identifying and Controlling Coin-Operated Gambling Devices."

Local Coverage

Local newspapers reporting on the talk ignored King's emphasis on identifying types of equipment, playing up instead statements about the operation of "gambling pinball machines" in Illinois.

The Chicago Sun-Times, for example, reported King's appearance under the headline: "Tells Lawyers Why Illinois Pinball Gambling Thrives."

Professor Inbau said he thought that King's address "was a good presentation" and commented to Billboard: "We can't control what appears in the press."

The same newspaper later reported a "crackdown" by County Board President Seymour Simon on "tavern owners in unincorporated areas in the county (Cook) who buy federal gambling stamps." The story explained that Simon's move followed King's address to the Northwestern U. class.

Eastland Act

A series of bills outlawing "gambling-type pinball machine" was introduced in the last session of the Legislature by Rep. A. W. Hachmeister (R-Chicago). Hachmeister said that a 1963 bill banning such equipment is being evaded by removal of the mechanism which tallies the pay-



LECTURER RUFUS KING, prominent Washington attorney, makes a point, utilizing one of several pieces of coin-operated equipment displayed before class of prosecuting attorneys at the Northwestern University Law School in Chicago.

off from the body of the machine and placing it in the basement or behind the bar.

King described "gambling-type" pinball games employing the language of the Federal law (Eastland Act) which prohibits the interstate shipment of gambling devices. The act specifies "... devices, by the operation of which a person may become entitled to receive, as the result of the application of an element of chance, any money or property. . . ."

This description, King said, applies to "gambling pinball machines."

Basic Elements

In order for a piece of equipment to be classified as a gambling device, King told the prosecutors, it must incorporate three basic elements:

- 1) A consideration or a wager.
- 2) A chance factor.
- 3) A payoff or consideration for a win.

These elements, King said, contrast with the two elements present in the function of "amusement-type" pinball machines.

The two elements in an amusement games transaction, King explained, are

- 1) Insertion of a coin.
- 2) Receipt of an amount of amusement.

Vending Machines

"Amusement pinball machines (Continued on page 55)

\$64,000 Appropriation For New York School

NEW YORK—An allocation of \$64,000 in New York Board of Education manpower development program funds has been made for the coin machine mechanics' training program organized by Music Operators of New York officials.

The training school, the first juke box and game technician training program to be financed by public funds, will enroll its first class of 30 men in September, according to MONY business manager Ben Chicofsky.

The date for the school's opening, Chicofsky said, will be announced shortly, as soon as the four major juke box manufacturers are able to supply

needed training equipment.

Rock-Ola, Rowe-AMI, Seeburg and Wurlitzer have backed the MONY program from the beginning.

A Brooklyn or Manhattan location for the school is now being sought, Chicofsky said.

Instruction during the six-month training sessions will be handled by experts from the industry and instructors assigned by the Board of Education. Teachers will be paid \$8 per hour, Chicofsky said.

All graduates of the coin machine training program are guaranteed employment with Greater New York area operating firms, the MONY official declared.

Missouri Association Obtains Favorable Tax Clarification

By EARL PAIGE

BROOKFIELD, Mo. — A trade-troubling tax question was cleared up for Missouri coinmen at a meeting here last week of the Missouri Coin Machine Council.

Association executive secretary John Fling announced that the MCMC has obtained a

favorable clarification of the State's new Gross Receipts Tax law which went into effect July 1.

Because of the ambiguous wording of the law regarding the term "services," many Missouri operators were prepared to pay the new tax on all receipts from coin-operated equipment.

"We went into this matter thoroughly with Sales-Use Tax Department official Tom Stapleton in Jefferson City," Fling said, "and we came back with the following official statement: 'Receipts from coin-operated phonographs and other machines which do not dispense tangible personal property are not subject to sales tax.'"

"In fact," Fling commented, "there is no change in the sales tax regarding receipts from such machines."

Aside from the sales tax question, the up-coming MOA convention on September 11-13 in Chicago was the dominant topic at last week's meeting.

Next Meet

The MCMC will meet next on October 5 at the Jefferson Hotel in Macon, Mo.

Membership in the 18-year-old State association is open to all operators with 35 or more locations. Dues amount to \$2.50 per phonograph, with no levy beyond 100 machines. MCMC membership automatically includes membership in the industry's national association, the Music Operators of America.



MEMBERSHIP COMMITTEE of the Missouri Coin Machine Council conferring at recent meeting of the association. From left: Bill Welch, John Masters, Executive Secretary John Fling, Bob Burkhart and Harley Tripp.

The Big Coin Changeover: Will It Hurt Collections?

WASHINGTON—The transition from silver to non-silver dimes and quarters will not put a coin-shortage crimp on collections if present Treasury plans are carried out.

Giving full consideration to the problem of coin supply, and recognizing the possibility of hoarding of both the old and new coin varieties, Treasury officials plan to inundate the country with sandwich-type coins in the next two years.

Production of the new quarters is tentatively scheduled to begin next month — but circulation of the clad quarters will not begin until the Mint has punched out 600,000,000 of them. When this trove is accumulated — and the best estimates indicate that it will be in December of this year—the new quarters will be distributed

to banks throughout the country. The first copper-cupro nickel clad quarters should begin showing up in coin boxes before Christmas.

Minting of the old quarters will end with the appearance of the new type.

Non-silver dimes are not scheduled to appear until spring of next year, when the mints have built up a huge backlog.

In the first year of the changeover, some 3.5 billion new coins will be minted, with the output doubling during the second year. Old and new coins will appear together in coin boxes for years to come, for there are currently 12.5 billion old-style dimes, quarters and 50-cent pieces in circulation.

Treasury plans call for production of more Kennedy half dollars next year also.

George Miller Resigns California Post

OAKLAND, Calif. — George A. Miller, president and managing director of the California Music Merchants Association since its inception some 30 years ago, tendered his resignation to the board here recently, citing "health and personal reasons."

Miller will leave Sept. 1 at which time the association will elect an entire new slate of officers. Miller's announcement came in the form of a general press release to the trade. He could not be reached for comment regarding his plans.

Miller's dual post of president and managing director will be split, with the association planning to name a new managing director for Northern California

in the near future. Officers and directors will not be paid.

Leyser New Prexy

Henry Leyser, Oakland, was nominated president; Marvin Jones, North Hollywood, executive vice-president. Nominated vice-presidents were Walter Hemple, Joe Sills Jr. and Ben Murillo.

Nominated directors were Russ Catanho, Oakland; Fritz Althaus, Oakland; Bill Black, Bakersfield; Dave Wichman, Sacramento; Lou Zeiden, Los Angeles; Clyde Love, Visalia; Bud Patton, Modesto; Bill Leuenhagen, Los Angeles; Clifford Jones, Long Beach; Bill Worthy, San Diego, and Wayne Morgan, Oakland.



GEORGE MILLER during early Music Operators of America days.



MILLER ADDRESSES the national convention in 1959.



MR. AND MRS. GEORGE MILLER honored by MOA at the national convention in 1964 following his retirement. President Lou Casola presented Mrs. Miller a bouquet of roses.

Mrs. Arlene Murphy was unanimously named office manager and insurance administrator for the association. She will continue to reside in Oakland.

Not Unexpected

Miller's announcement, while not totally unexpected, was nevertheless a shock in many quarters. He had retired as president and managing director of Music Operators of America after 12 years in October 1964.

In resigning he paid special tribute to CMMA members Joe Silla, Frank Morgan, Sam Tessler, L. B. McCreary and Roy Clemens. "These people have continuously contributed physically and financially to the association since it was first organized," Miller said.

Citing the success of the State association, Miller noted that "California is one of the very few States that does not have a license on amusement devices even though there have been bills presented almost every session of the Legislature for the past 30 years. . . ."

Health Plans

"Also I believe that CMMA is one of the only State organizations that has a group hospital, surgical and life insurance plan for its members," he noted.

Miller was elected president emeritus and a member of the California association's board of directors effective Sept. 1. He said he would "plan on visiting the offices from time to time and most certainly would be at

the operators' beck and call. . . ."

Miller said he planned to work with the Oakland Boys' Clubs, the Cerebral Palsy Foundation and the Salvation Army as much as his health would permit.

Miller first entered the coin machine business in 1932 as an operator. In 1933 he played a major role in forming the California association and was elected president. He was instrumental in forming MOA as well and was elected president of the national association at its first meeting. Miller is a native of California, married and the father of three children.

ELECTRIC SCOREBOARDS

FIT ANY SHUFFLEBOARD!

NEW!
SIDE-MOUNT
MODEL . . .

- Scores 15-21 points only.
- Cabinet finished in walnut formica—easy to clean.
- Light control switch built in, turns off fluorescent lights when game is over.
- Meter in coin box.



\$249.50

FOB Chicago

1/3 Dep. With Orders,
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- EACH UNIT has these features:
- "Game Over" light flashes on at completion of game.
 - Easily serviced.
 - Large coin box holds \$500.00 in dimes.
 - 10¢ 1-player or 10¢ 2-player by simple plug switch-over.
 - Completely equipped with chrome stands and scoring buttons for each end of shuffleboard.

OVERHEAD
MODEL

\$169.50

FOB Chicago

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- Natural finished hardwood cabinet.

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On to Chicago!
for the 15th Annual

m. o. a. convention and trade show

Pick Congress Hotel, Saturday • Sunday • Monday
September 11, 12, 13

Schedule of Events

Saturday, September 11

- 10:00 AM—Meetings of Regional Associations
- 9:00 AM—Exhibits Open
- 3:00 PM—Exhibits Close
- 3:30 PM—MOA Industry Seminar
- 4.45 PM—Seminar Coffee Break
- 5:00 PM—Seminar Continues ("Carnival of Ideas")
- 6:00 PM—Seminar Closes

Sunday, September 12

- 10:00 AM—Meetings of Regional Associations
- 11:30 AM—Brunch for MOA Members followed by General Membership Meeting
- 1:00 PM—Exhibits Open
- 2:00 PM—Ladies' Event
- 7:00 PM—Exhibits Close

Monday, September 13

- 10:00 AM—Exhibits Open
- 4:00 PM—Exhibits Close
- 6:00 PM—Cocktail Hour
- 7:00 PM—Gala Banquet & Show in The Great Hall

MUSIC OPERATORS of AMERICA • 228 N. LaSalle St. • Chicago, Ill. 60601

MOA Signs Capitol & Scopitone

CHICAGO—Capitol Records and Scopitone, the cinema juke box manufacturer, were signed by Music Operators of America to exhibit at the association's Sept. 11-13 convention in the Pick-Congress here.

This brings to 37 the number of exhibitors signed to date for the annual coin machine conclave. Clinton Pierce, MOA president, is predicting that this is going to be one of the biggest conventions the association has had in many years.

MOA has all four juke box manufacturers in the fold and virtually every major amusement game manufacturer. Record company ranks are thin but the

association has signed Columbia, Epic, Monument and Jay Jay along with Capitol, and expects to have several other firms signed within a week.

Woo Diskeries

Fred Granger, MOA executive vice-president, said that the association is going to do everything possible to make this a "worthwhile convention for the record company."

This will include giving the diskeries a special table in the new-this-year series of discussions which will be held on topics of interest to operators.

The second half of the business seminar program will have

experts sitting at tables placed throughout a room with operators free to go from table to table to discuss whatever topic they wish.

The entry of Scopitone plus the almost assured entry of Colorama will give operators a look at at least two different models of cinema juke boxes. Possibly a third may come in by convention time.

The cinema juke box was of only passing interest to operators a few months ago but the picture seems to have changed. Many in the trade now feel the machines have to be taken seriously.

Cinema juke box manufacturers likewise feel that operators offer them a market that cannot be ignored.



MEYER PARKOFF, left, head of the Atlantic-New York Corp., greets Jimmy Roselli, United Artists singer. In the background is the Seeburg organ which was donated to the United Jewish Appeal at the recent dinner honoring Al Miniaci, New York operator.



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YOUR GREATEST PROFIT OPPORTUNITY FOR 1965 —DELUXE 6-POCKET AND BUMPER POOL®
—The Dependable Tables!
See Your Distributor or Write Complete Selection Parts—Accessories
VALLEY SALES CO.
333 Morton St. Bay City, Michigan

Say You Saw It in
Billboard

University Seminar For 200 State DA's On Pinball Operation

Continued from page 53

perform a function exactly similar to the function of other coin vending machines, King told the group. "The amusement these machines sell consists of the player's utilizing his skill in the operation of the flippers, batting the ball around the playfield, running up a high score, and possibly winning a free play or two.

"The play of the amusement machine depends predominantly on skill, and there are no provisions for any payoffs directly or indirectly in connection with the machine's operation. Consequently, it does not constitute

nor encourage a gambling operation and has never caused any trouble for law enforcement agencies," he declared.

King pointed out that "State and municipal laws regarding coin-operated devices vary considerably in different jurisdictions, and it is my purpose here to help you understand the operation of both types of these machines so that you can more easily and effectively handle any problems which might arise in your community through their use—and not confuse one type with the other."

And he concluded: "The coin-operated amusement machine business should not, in all fairness, be penalized and tainted by the operation of these gambling devices which are built to look like amusement pinballs."

Following King's lecture, Professor Inbau informed Billboard that two members of the Illinois State's Attorney staff intend to prepare an article on pinball games for the journal of the law school. King will likely be invited to prepare an article on same topic, Inbau said.

Shooting a Film Per Week For Scopitone

LOS ANGELES — Harmon Films, which reportedly is under five-year contract to produce 48 American-star films annually for Scopitone, Inc., has completed 24 of the 3-minute subjects to date.

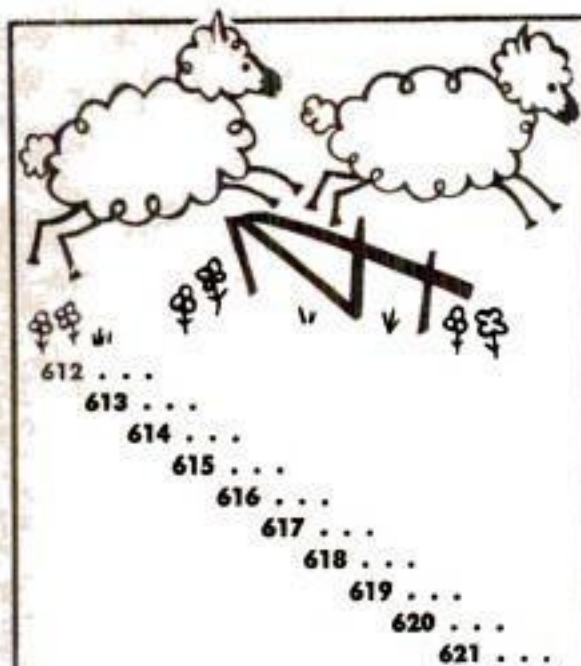
This was reported last week by the studio's Irving Briskin, who said that the Back Porch Majority, Leslie Uggams, Vic Damone, Buddy Greco, Frankie Avalon and Shani Wallis are scheduled to go before the cameras in the next six weeks.

Briskin said artists receive about \$1,000 for a day's rehearsal and shooting.

Patterson Int'l In New Spot

CINCINNATI—Patterson International Corp. President L. T. Patterson announced last week the opening of new offices and Midwestern showrooms in the Patrus Alms Building here.

The firm will officially open its new facilities with an open house party Sept. 1.



622

We're Not Counting Sheep!

We started with 612 film titles just a few short weeks ago when we first announced our new combination movies and records machine . . . FILMOTHEQUE-DISCOTHEQUE . . . and our film library is now up to 622 film titles—all in color and hi fidelity sound—ready for immediate shipment to operators regardless of make of the machine. And there's more film on the way to guarantee a continuous flow of film product for

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Executive Director

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We invite YOU to visit with us at our booth during the M.O.A. convention. We look forward to this opportunity to talk with you.

CMI DEAN'S CLUB MEMBERS . . .

Pick up your membership cards, or if not registered yet, you can do so at our booth during the M.O.A. convention.



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Billboard

Vended Cigaret Sales Were Up

CHICAGO—Vended cigarette volume increased in quantity and value last year despite a drop in total sales.

A report released by the National Automatic Merchandising Association last week suggested that this pattern indicated a tendency by smokers to buy single packs from vending machines instead of cartons from other outlets, in order to reduce smoking.

Dollar value for vended cigarettes in 1964 was \$1,399,780,000, compared to \$1,335,669,440 in 1963. The product remained the greatest vending money-maker in 1964, but its

share of vended sales declined to 40 per cent as other product sales showed greater growth. Coffee sales, for example, increased 20 per cent over 1963.

The NAMA report, in part, based on figures published by Billboard's Vend magazine, indicated that nearly 900,000 cigarette vending machines were on location in 1964. This compares with 863,000 in 1963.

The 1965 Billboard Industry Survey indicated that juke box-game operators gained 11 per cent of their income through cigarette machines.

The same survey indicated that 41.7 per cent of the machines are located in taverns, 28.4 per cent are placed in restaurants, with the remainder located in such spots as shopping centers, soda shops, industrial plants, public buildings, institutions and service stations.

NEW EQUIPMENT



BEAUTY BEACH. New bingo-style game from Bally Manufacturing Co. of Chicago. Incorporates several mechanical "refinements" and a new "Triple Score Feature." Retains "Double Score Feature" found on previous Bally bingo-style games.

Seeburg Tosses Buckeye Party

COLUMBUS, Ohio — A big dinner party for 300 operators from three States was thrown at a local hotel July 29 in celebration of the opening of the new Seeburg Corp. distributorship here, Seevend, Inc.

Host for the event was Seevend president, Alvin Gitlitz. Seeburg Corp. president, J. Cameron Gordon, was also on hand.

Seevend facilities here include 20,000 square feet of office-warehouse-service-display space.



LUCKY STRIKE. Williams Electronic Manufacturing Corp.'s latest single player. Adjustable for three or five-ball play. Offers player special scoring for 10 strikes. Three spares award player an automatic replay and an additional replay for each subsequent spare. Features back box animation.

PIN GAMES	WANTED	GUNS & RIFLES
Aloha \$295	PANORAMS — SEEBURG MUSIC G. R.	Bally Bull's-Eye \$195
Colorama 225	201, 222; WURLITZER	Bally Gun Smoke 195
Flying Chariots 395	2100, 2300, 2600, 2700;	Bally Marksman 195
Gaicho 385	A.M.I. H, J, K;	C.C. Ray Gun 250
Hi Diver 150	ROCK-OLA 1478, 1488,	C.C. World's Fair
Lancer 300	1495, 1496.	Rifle 375
Melody Lane 175		C.C. Riot Gun 375
Majestic 175		C.C. Champion Rifle... 375
Oklahoma 395		Frantz U. S. Marshall. 135
Preview 375		Genco Davy Crockett. 195
Queen of Diamonds... 150		Keeney Sportsman 150
Rocket Ship 125		Mid. Shooting Gallery. 195
Seven Seas 195		Mid. Bazooka 195
Straight Shooter 145		Un. Sky Raider 175
Texan 185		Un. Bonus Gun 150
Bobo 175		Un. Carnival 125
Fiesta 175		Un. Pirate Gun 150
King Pin 225		Muto. Sky Fiter 100
Kismet 250		Seeburg Bear Gun 165
Music Man 275		Wms. Crusader 195
Space Ship 225		Wms. Hercules 195
Viking 250		Wms. Polar Hunt 125
		Wms. Safari Gun 125
		Wms. Space Glider 225
		Wms. Titan Gun 195
		Wms. Vanguard 175

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RIFLE GALLERIES
and many others!

Gold Star
EXTENDED PLAY
PUCK
BOWLER

BIG LEAGUE
2-PLAYER
BASEBALL
GAME

SUPER-SONIC
AUTOMATIC BOWLING LANE
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now at your Distributor

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1931

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CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



SMOKESHOP

1966 **SMOKESHOP** MODULAR 900. A 900-pack cigarette vender manufactured by Automatic Products, St. Paul. Features firm's "sell-a-vision" concept; companion piece to Model 100 Candyshop vender; 18 selections; nine automatic-shift columns; swing-front opening; half dollar or two quarter acceptor (accepts half dollars, quarters, dimes and nickels and delivers change) is optional; penny changemaker optional. Dimensions 64" x 36" x 20".



POOL CUE TIP

BILLIARD CUE TIP. Manufactured by the Billiard Research & Development Corp., St. Clair Shores, Mich. (BRAD, Inc.). Two components: Specially formulated plastic and leather tip which snaps into a Celanese plastic point. Inside diameter permits 30 per cent larger stick-end diameter; needs no glueing. Available in four standard sizes through billiard equipment dealers.

Virginia Vendors Form Assn.

RICHMOND, Va.—Forty Virginia vending firms have formed a State trade association in order to combine efforts in warding off unfavorable sales tax legislation.

To be known as the Automatic Venders Association of Virginia, Inc., the organization was granted a corporation

Organize for Virginia Tax Discussions

RICHMOND, Va.—President Gilbert Bailey, of Gloucester, Va., convened the Music Operators of Virginia at the Hotel William Byrd here last week to form a committee to study the sales tax the State is considering for introduction next year.

Committees were also appointed to handle preparations for the association's annual convention scheduled for Oct. 22-23 in Roanoke.

A tax advisory committee appointed by the governor is expected to recommend that a State sales tax be adopted, Bailey said. As reported, a number of Virginia towns and cities have already adopted sales levies in varying amounts.

Wants to Levy

It is felt in some quarters that the State would like to levy a tax before too many cities do so.

The aim of the trade association in the tax issue, Bailey said, is to win a coin machine exemption from the sales tax, whatever the amount imposed, on grounds that with coin machines it is impossible to collect a sales tax from the consumer.

Such a tax exception for the industry has been made, for example, in Williamsburg, which recently instituted its own sales tax.

Virginia trade officials, Bailey said, are confident that this type of exemption can be won at the State level provided a State sales tax becomes a reality.

MOA Books Top Artists For Banquet

CHICAGO—Such record artists as Damita Jo, Al Martino, Vic Dana and Little Wally and Company have been signed for the gala Music Operators of America floorshow staged following the banquet which will end the group's annual convention here September 13.

Hirsh de La Viez, the show's producer, said that he expects an answer from Al Hirt by next week. MOA was previously given encouragement by the New Orleans star and the association is hopeful he will perform during the convention.

As in past years, assorted variety acts will round out the record acts. To date these include: Lenny Colyer, comic; Raye and Roman, dance team; Sutton Dancers, and Frank York's 18-man orchestra.

Mike De Caicio and Crazy Kays, new recording artists on Drumbo, will also appear.

charter July 9 and at a founding meeting elected trade veteran Kenneth A. O'Connor, O'Connor Vending Machine Co. here, as president.

O'Connor, who is on the board of the Music Operators of America and secretary-treasurer of the Music Operators of Virginia, said the new association's immediate aim was "to work for a sales tax we can live with."

A special governor's committee is now studying State revenue problems with an eye toward introduction of sales tax legislation next year. Numerous Old Dominion municipalities have, meanwhile, begun levying sales taxes at varying rates and with varying interpretations with regard to coin-operated equipment.

Elected vice-president of the new group was R. H. Minor of Richmond, operator of juke boxes as well as vending equipment. C. L. Cooper of Richmond was elected secretary-treasurer.

Directors of the new organization are Daniel Pignor, Jack Bess, Ray Tipton, William Quann (all of Richmond); Marcus Kaplan of Roanoke; Co.,



KENNETH A. O'CONNOR

Clyde Davis of Norfolk; Benny Bunell of Lynchburg, and J. T. Whitehurst of Danville.

J. B. Whitley, Jr. of Macke Vending in Richmond is ex-officio director.

A local vending association, Automatic Venders of Richmond, formed the nucleus of the new group.

Among charter member firms are the United States Tobacco Co., Coca-Cola Bottling Co. of

Scopitone Carries Tel-A-Sign

CHICAGO—Tel-A-Sign, Inc., president A. A. Steiger told stockholders here last week that his company experienced record sales and earnings in its first fiscal quarter just ended, thanks to the company's 80 per cent interest in Scopitone, Inc.

He said that Tel-A-Sign's display advertising operation has made very little profit during the past two quarters.

Steiger did not reveal how much sales of the Scopitone movie-juke box machine contributed to first quarter performance. Sales for the quarter were \$2,242,726, a gain of 68 per cent over \$1,332,485 in the first quarter of 1964. Profit for the quarter was \$270,744, compared to \$107,123 in the same period last year.

For the year ended February 28, Tel-A-Sign announced record profits of \$380,923, compared to profits of \$50,737 plus a \$149,000 capital gain the previous year. Sales, respectively, were \$7,655,000 and \$3,726,000.

Richmond, Tidewater Macke Vending, A.R.A. of Richmond, Austin Machine Co.; ABC Consolidated, Inc., and the Pepsi-Cola Bottling Co. of Richmond.

Steiger said that his firm is currently producing 60 movie-juke boxes per week in its plant at 3401 West 47th Street here. This pace will be stepped up, contingent upon sales, to about 250 a week, he declared. He said the company has an order backlog of about 3,000 units.

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Seeburg C	95.00
Seeburg KD	235.00
Seeburg 222	445.00
Wurlitzer 2204	265.00
Wurlitzer 2404	395.00
Wurlitzer 2600	695.00
AMI 200 Sel. Wall Box	25.00
Seeburg 200 Sel. Wall Box	25.00
Seeburg 3W1	9.95
Wurlitzer 5210 Wall Box	35.00

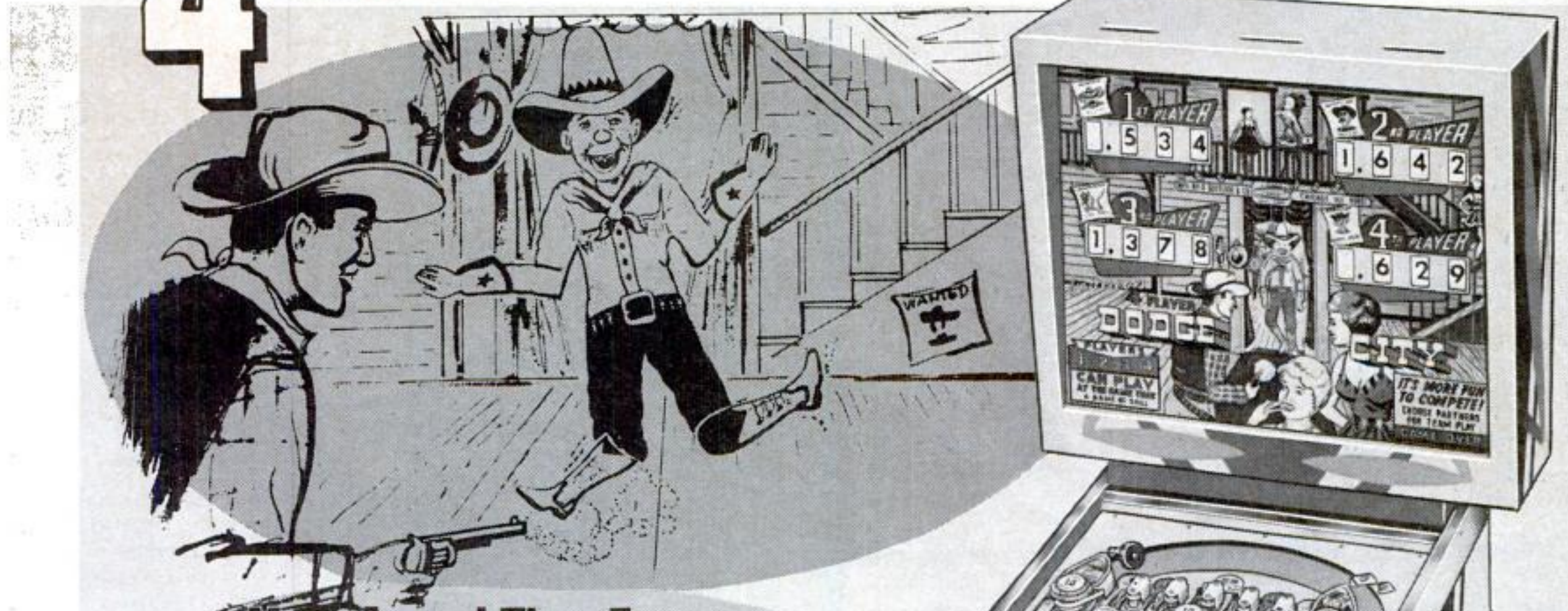
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and Originality

Rowe's Pollak Becomes Father

NEW YORK—Fred Pollak, vice-president of Rowe AC Services, became a father last week. Mrs. Pollak and daughter, Marisa Anne, are doing well.

Governor Calls For Special Game Session

LOUISVILLE — Kentucky Gov. Edward T. Breathitt has asked that a special session of the State Legislature convene to clarify laws on the operation of amusement machines. Present State laws are ambiguous, he said. His recommendation followed a three-day Jefferson County grand jury hearing into an alleged incident of a county judge seeking to raise funds on behalf of coin machine industry interests. The grand jury returned no indictment.

Coming Soon:

- Aug. 26-28 — West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.
- Sept. 11-13—Music Operators of America national convention and trade show, Pick-Congress Hotel, Chicago.
- Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Neville, N. Y.
- Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.
- Oct. 5—Missouri Coin Machine Council meeting, Jefferson Hotel, Macon, Mo.
- Oct. 10—North Carolina Coin Operators Association meeting.
- Oct. 16-19 — National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.
- Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.
- Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

COINMEN IN THE NEWS

BOSTON

After being kept rushing around on his successful discotheque setups, **Gregg Pappas**, Peabody operator, has finally managed to get his boat into the water. He's indebted mostly to his beautiful wife for an assist. . . . Luck was with **Bob Jones**, sales manager of Redd Distributors in Watertown. He was the last man in a five-car pile-up in which one motorist was killed and others severely injured. Bob's car was badly damaged but he walked away without a scratch. Redd's president, **Si Redd**, is off on a Chicago business trip and tour of several factories. **Bill Herbord**, Somkeshop vendor's assistant sales chief, recently toured the territory. . . . The summer slowdown requires just that much more work, **Al Levine** of Rock-Ola's Brookline outlet believes. He's been scouting the area of New England for Big Sound buyers and finding a few. Al has also found himself a new apartment after much looking in the elite Chestnut Hill section of Boston.

Marshall Caras, assistant general manager of Trimount Automatic Sales Corporation of Boston is about to set out on a camping holiday in New Hampshire. He and his wife, **Sylvia**, hired a trailer tent and will take the children camping where they find the most picturesque spots in the Granite State. The Trimount staff has been vacationing in a big way this year. **Dave Riskin** just back from a trip to Mexico; **Dan Brown** took his wife to Europe to celebrate their 25th wedding anniversary, and **Blanche Sollosy** of the office staff took in Paris, London and a few other Continental capitals. . . . Puerto Rico is a big drawing card for the staff at W. S. Music Company, Alliston. **Bob Green** returned from that sunny isle lately and **John Colgan** is now enjoying its surf and sun. **Bill Swartz** reports July a big month. **CAMERON DEWAR**



CARAS

DENVER

Digging out following the most disastrous flood in Colorado history was **Jess Hochstedtler**, phonograph operator in Holly and Lamar, who lost more than 30 pieces of equipment during the incredible flood of mid-June. With many of his locations submerged under from 15 to 25 feet of water, Hochstedtler found many of his phonographs and games actually smashed flat, as powerful currents from the rampaging Arkansas and

Platte Rivers converged in the Lamar-Holly area. An old-line operator with many friends in the Denver area, Hochstedtler was "put back in business" almost immediately as distributors throughout the area rushed replacement phonographs and games to him. **Mike Savio** of Draco Sales Company, for example, sent seven topnotch Wurlitzer phonographs to Hochstedtler as soon as the roads were open, to beef up his routes.

Few brothers have ever managed to get as far apart simultaneously as **Sam** and **Dan Keys**, of Apollo-Stereo here. During their recent vacations, Sam went to Europe while Dan took off for Hawaii.

Area operators are finding that juke boxes can take much more punishment than one would expect. Many of the phonographs which were completely submerged in Colorado's epochal flood of June 16 turned out to be serviceable again when treated to a new amplifier, new controls, and some wiring.

Jack Moran, veteran mechanic at Apollo-Stereo's repair shop, is expecting a government subsidy shortly for his coin-machine-mechanic school which graduated its first class a few weeks ago. **BOB LATIMER**

ST. LOUIS

Vacations and trips of one kind or another dominated the coin doings here recently with several distributor staffers and quite a few operators who missed a summer sojourn hoping to get into Chicago for the MOA Convention Sept. 11-13. . . . **Don Skinner**, of D&J Amusement in Moberly, is back from an Arkansas trek. **Earl Birk** from Memphis, Mo., is in Canada fishing. **Judy**, lovely daughter of the **H. R. Browns** up B&B Amusement way in Kirksville, is a beauty contestant at the North East Missouri Fair. **Jim Littleton** down at Sikeston is missing a vacation because his wife, **Jean**, is in a Memphis, Tenn., hospital for a check-up.

Locally **Ken Chasen** and **Abe Farber**, of B.F.C. Enterprises, got away for a week's vacation. Just back, **Jerry Nissenbaum**, of Wonder Novelty. **Joe McCormick** all vacation-tanned at Musical Sales. **Dottie Sears** back at her Wurlitzer desk from a Lake of the Ozarks visit. **Lew Ruben** and **Pete Entringer** took business jaunts to Chicago recently. And **Don Tabacchi**, not vacationing, but enjoying some sales trips. Also out visiting operators and sitting in at the recent Missouri Coin Machine Council confab, **Harry Brockman**, of Uptown Music One Stop. **EARL PAIGE**



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UNITED BALL BOWLERS		WILLIAMS	
FALCON	\$350	"21"	\$120
SAVOY	295	TRADE WINDS	185
TIP TOP	295	FRIENDSHIP 7	185
DIXIE	250	SKILL POOL	240
CLASSIC	350	METRO, 2-PI.	225
		MARDI GRAS, 4-PI.	295

CHICAGO COIN	
SOUTH PACIFIC, 2-PI.	\$365
MUSTANG, 2-PI.	440

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NEW POLICY

Sound of Music at MOA Show

CHICAGO — Phonograph manufacturers will unleash the sound of their music systems and record firms will spin their latest disks at the Music Operators of America trade show here Sept. 11-13.

An agreement by manufacturers here last week lifted the ban on music which has held sway during recent national trade shows, announced Frederick M. Granger, executive vice-president of MOA.

To prevent "music escalation," the four major phonograph manufacturers agreed to demonstrate their equipment alternately in half hour segments during exhibit hours. Schedules indicating when each firm's machines may be heard will be posted in each exhibitor's booth.

Late Releases

Utilizing their own equipment, record manufacturers may play their late releases without interruption during all exhibit hours "at a reasonable volume," Granger declared. Such audio exhibition was not possible at recent MOA trade shows.

MOA officials said that should a record firm wish, it could even station a disk jockey in its booth to showcase product.

Background music firms may also operate their equipment at "reasonable volume," Granger added.

Manufacturers of musicfilm projection machines, exhibits of which will be located in the

amusement game section of the show, will be permitted to play their short subjects at moderate volume as well, Granger said.

Rock-Ola Manufacturing Corp., Rowe AC Manufacturing, the Seeburg Corp. and the Wurlitzer Co. have reserved large exhibit areas for the trade show.

Representatives of the four firms met here last week to draw lots for booth areas in the elegant Gold Room of the Pick-Congress Hotel.

Record manufacturers will exhibit in the Gold Room and the adjoining Francis I and Belmont rooms.

British Pubs Are Fighting the Clubs

By ANDRE DE VEKEY

LONDON—A concerted effort by manufacturers and distributors in the United Kingdom has resulted in the appearance of large numbers of fruit machines in pubs during the past year.

One distributor places the number of such machines operating in pubs at 5,000.

After a pilot program proved successful, breweries who own the pubs began to operate many machines on a profit-sharing basis with the pub tenants, who apparently view the operation as good competition with the private clubs.

60-30-10

The typical agreement sees the brewery taking 60 per cent, the operator 30 per cent and the tenant 10 per cent of the take.

The machines pay out up to

1/- (14 cents) in cash and a jackpot maximum of 5/- (70 cents) in tokens exchangeable for goods. The payouts are fixed according to national law, which makes acceptance by local authorities almost universal.

The estimated pub market for such machines is 80,000 units.

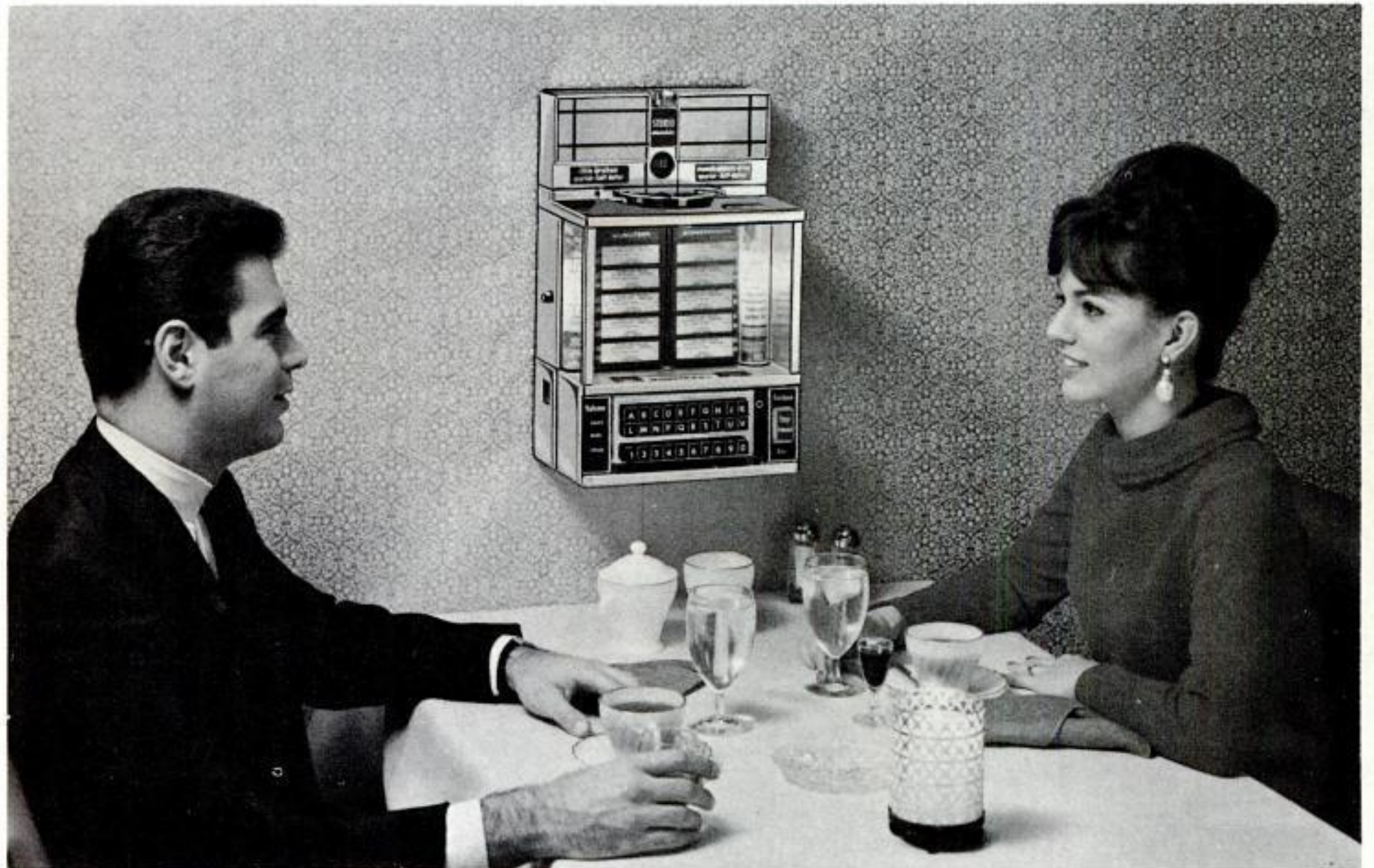
Machines currently on location are of U. S., U. K., Japanese and Australian manufacture.

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ALBUM REVIEWS

ALBUM SPOTLIGHT

THE BEATLES. Capitol MAS 2386 (M); SMAS 2386 (S)
 Another No. 1 chart contender is this hot soundtrack from the Beatles' forthcoming film, "Help!" Included is their current hit, the film's title, and "Ticket to Ride." The picture is destined to top the successful "Hard Day's Night," and this LP will go right along with it. Exceptional film scoring is by Ken Thorne, with songs composed by Lennon and McCartney.



POP SPOTLIGHT

THERE'S LOVE & THERE'S LOVE & THERE'S LOVE
 Jack Jones. Kapp KL 1435 (M); KS 3435 (S)

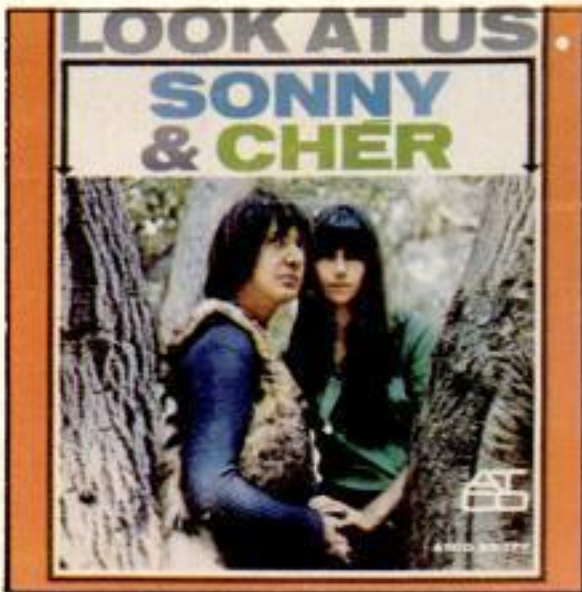
The Jones approach and warm delivery of material, such as "The Night Is Young" is all taste, class and vocal perfection. Evergreens like "Embraceable You" and "While We're Young" take on new freshness. This initial teaming of Jones with arranger Riddle assures great sales appeal.



POP SPOTLIGHT

LOOK AT US
 Sonny & Cher. Atco 33-177 (M)

Having hit the top of the singles chart with "I Got You Babe," included here, this exciting husband and wife team can't miss rushing up the Top LP chart. A well varied choice of material here, all folk-country oriented with their strong, solid beat always underlining. "You Don't Love Me" is another standout.



POP SPOTLIGHT

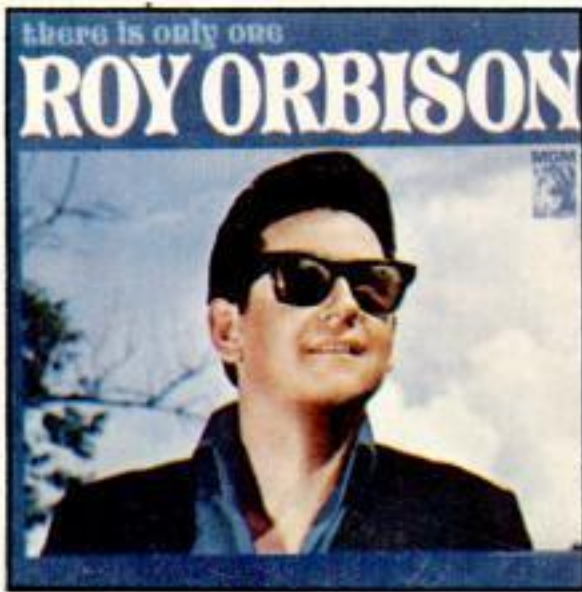
MORE HITS BY THE SUPREMES
 Motown 627

What can be said for the hottest female vocal group? This sales bonanza of more of their recent hits including "Nothing But Heartaches" will hit hard and fast, just as the trio has been doing in their night club performances.



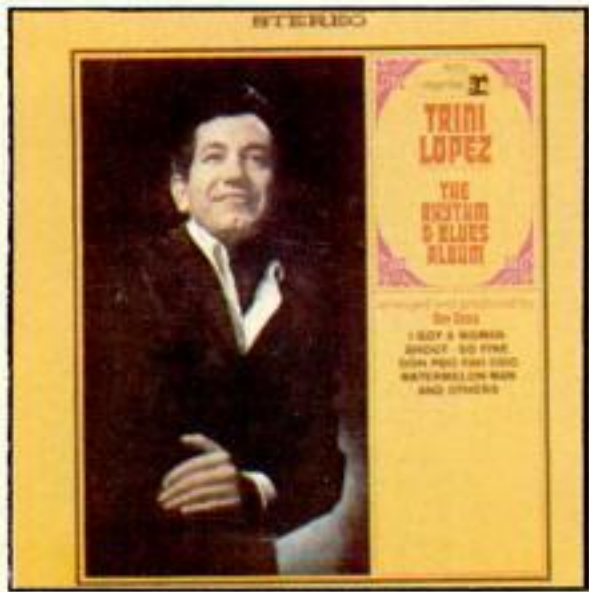
SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT
THERE IS ONLY ONE
 ROY ORBISON
 MGM E 4308 (M); SE 4308 (S)

Making his debut on the MGM label, the distinctive Orbison style comes off in first-rate fashion destined for a chart buster. Among the standout performances heard here are his current singles "Ride Away" and a pulsating "I'm in a Blue Mood."



POP SPOTLIGHT
THE RHYTHM & BLUES ALBUM
 Trini Lopez. Reprise R 6171 (M); RS 6171 (S)

Further displaying his versatility, Lopez has a winner in this exciting program of rhythm and blues material. His electricity brings new sparkle to "I Got a Woman" and "Watermelon Man," as he swings and rocks his way through them. The Don Costa arrangements add tremendous strength to the driving and distinctive Lopez style. Chart buster.



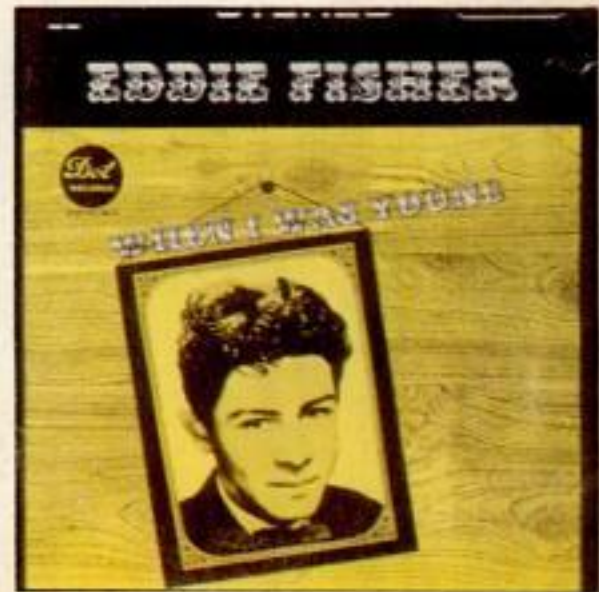
POP SPOTLIGHT
MY LITTLE RED BOOK OF WINNERS!
 Manfred Mann. Ascot ALS 13021 (M); ALS 16021 (S)

For its third album entry, the successful English group offers a strong and varied program of rock, folk, blues and country-oriented material. "You Gave Me Somebody to Love" has the emotional impact of a singles winner. Off-beat arrangement and vocal wailing of "Without You" is another standout.



POP SPOTLIGHT
COUNTRY LOVE SONGS
 Vic Damone. Warner Brothers W 1607 (M); WS 1607 (S)

The big rich voice of Damone goes softly lyric in this romantic mood album of country favorites. The country flavor is retained while the pop Damone style enhances selections such as "Someday" and "Room Full of Roses." Well programmed and exceptional performances make this change of pace album a sure winner for radio programming and dealers.



POP SPOTLIGHT
WHEN I WAS YOUNG
 Eddie Fisher. Dot DLP 3648 (M); DLP 25648 (S)

Clever programming here as Fisher recreates the hits that made him famous including "Any Time," "Oh My Papa" and "I'm Walking Behind You." His vocal growth and lyrical sensitivity are apparent as he gives new meaning to "Count Your Blessings." His recent successful single "Sunrise Sunset" should do much for insuring the salability of this well-produced LP.

POP SPOTLIGHT
BRAVO STUART!
 Enzo Stuarti. Epic LN 24152 (M)

You don't have to be Italian to dig Enzo Stuarti, particularly when he sings such standards as "O Sole Mio" and "Ah Marie." His magnificent tenor voice rings true and clear with the love theme from "La Strada," and "Che Gelida Manina" from "La Boheme." It's a polished and well-paced performance.



COUNTRY SPOTLIGHT
IT'S COUNTRY TIME AGAIN
 George Jones & Gene Pitney. Musicor MM 2065 (M); MS 3065 (S)

Having met with tremendous success in both the pop and country markets with their initial duet album, this encore LP will top the former. A sales plus is Jones' current singles hit, "Love Bug," and Pitney's fine distinctive reading of "I Can't Stop Loving You."



COUNTRY SPOTLIGHT
THE JUDY LYNN SHOW, ACT 2
 United Artists UAS 6443 (S)

"I Remember You," a pop tune done in country style, sets the pace for this album. Other pop tunes include "Mary Ann Regrets" and "We'll Sing in the Sunshine." The album follows a live performance format and some of the songs are done by members of Judy Lynn's band. The first album by Miss Lynn created big sales. This follow-up should do the same.



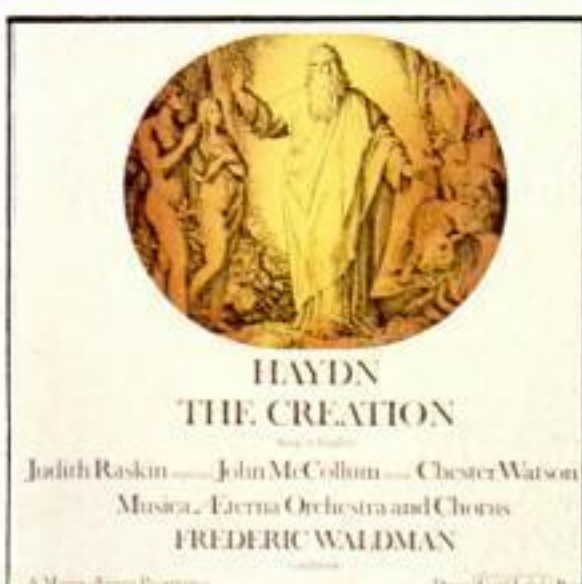
COUNTRY SPOTLIGHT
DEL REEVES SINGS GIRL ON THE BILLBOARD
 United Artists UAS 6441 (S)

Dealers haven't anything to fear about stocking this album, which features Del Reeves' hit, humorous "Girl on the Billboard." Another outstanding number included is "Bells of Southern Bell." Reeves proves his worth, too, on the straight ballad, "I Don't Love You Anymore." A fine, winning package.



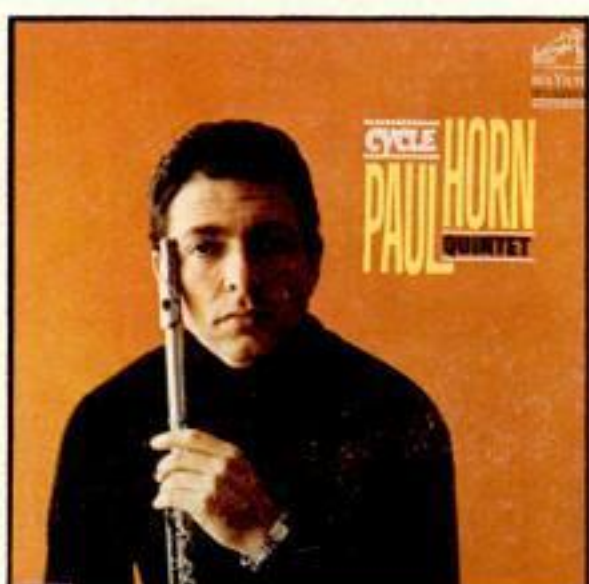
CLASSICAL SPOTLIGHT
MOZART: DIE ZAUBERFLOTE (Magic Flute) (3-12" LP)
 Various Artists. Deutsche Grammophon 138 981/83 (S)

A magnificent recording of the opera with an excellent cast is enhanced by the sales-spurring power of such names as Fischer-Dieskau and Roberta Peters. Conductor Karl Bohm, who deserves far more recognition in this country, turns in a superb performance with the Berlin Philharmonic.



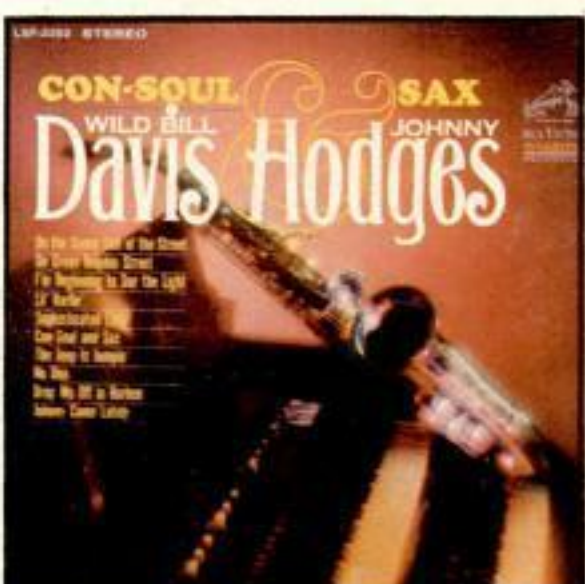
CLASSICAL SPOTLIGHT
HAYDN: THE CREATION (2-12" LP)
 Musica Aeterna Orch. (Waldman), Various Artists. Decca DXA 191 (M); DXSA 7191 (S)

This two-record set is a musical triumph. The recitatives are performed with sensitivity and are deeply moving. Duets and choral numbers are perfect in harmony and the instrumental interpretation is flowing and unified.



JAZZ SPOTLIGHT
CYCLE
 Paul Horn Quintet. RCA Victor LPM 3386 (M); LSP 3386 (S)

Close on the heels of his triumphant album "Jazz Suite On The Mass Texts" comes a new album from Paul Horn—flute and alto sax player with wings! He will do for modern jazz what Barbra Streisand has done for pop. "Greensleeves" and "In the Bag" employ two authentic Scots bagpipe players. A taste and brilliance jazz fans should cherish.



JAZZ SPOTLIGHT
CON-SOUL AND SAX
 Wild Bill Davis & Johnny Hodges. RCA Victor LPM 3393 (M); LSP 3393 (S)

Hodges (alto sax) and Wild Bill (organ) have a ball together on some smoothies and some swingers. They complement each other nicely on the beautiful "Lil Darlin'" and "I'm Beginning to See the Light." Together they give fans a double barreled treat.



COMEDY SPOTLIGHT
YOU DON'T HAVE TO BE JEWISH
 Various Artists. Kapp KRL 4503 (M)

The creators of the history making "First Family" album display their sharp sense of humor and versatility in this tasteful and hilarious package. A well chosen cast of character actors delivers the one-liners and sketches brilliantly. A programming and sales winner that hits all people in their funnybones.



COMEDY SPOTLIGHT
JOAN RIVERS PRESENTS MR. PHYLLIS & OTHER FUNNY STORIES
 Warner Bros. W 1610 (M)

Joan Rivers' perceptive comments on our manners and morals falls somewhat between social satire and old-fashioned, stand-up comedy. She leads off with her "Mr. Phyllis" bit, or how to buy a wig for a hairdresser. Her targets are generally in the urban middle class area—and she hits them with deadly aim.