

Billboard

The International Music-Record Newsweekly

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

TWA Bid on Flying Disk Rates in the A-OK Stage

By MILDRED HALL

WASHINGTON—A highly favorable decision by a CAB examiner made it almost certain last week that TWA could set lowered rates for flying Mercury disks between Dayton, Ohio, and California. The jet-flying of disks was urged by Mercury Records Vice-President Irwin Steinberg as part of a new one-warehouse concept, where records would be air-freighted nationwide directly to retailers rather than through multiple warehouses. CAB's economists have favored the rates. (Billboard, Oct. 30.)

CAB Examiner Milton Shapiro has recommended that the complaint of Flying Tiger Airlines against the proposed discount rate for air-freighting records be dismissed, and TWA allowed to ship the disks below ordinary commodity rates. Unless there is further complaint,

or the Civil Aeronautics Board disagrees with its hearing examiner and its own Bureau of Economic Regulation, Mercury can have the new rates in one month's time.

In recapping the earlier hearing and briefs in the case, CAB Examiner Shapiro points out that TWA expects new annual revenues of \$237,000 and shipments of 128,000 records monthly under the Mercury deal. Run will be from Dayton to Los Angeles and San Francisco, with Mercury trucking records to Dayton from its Richmond, Ind., pressing center.

Added Profits Seen

The hearing examiner notes that without the lowered rates, Mercury would not change over to the jet air-freighting. With the discount rate, shipper Mercury and the TWA airline expect air shipment of records to expand to their mutual profit. Rates will start at a 100-pound

minimum of \$15.46 between Dayton and Los Angeles, and \$16.46 to San Francisco. Rates go lower for larger quantity shipments.

Although the TWA rates are considerably higher than the motor transport of \$7.07 per 100
(Continued on page 62)



STAN GETZ recently returned from the International Film Festival in Rio de Janeiro, where he was awarded the highest prize given to a foreigner by the recording industry for what he personally has done for the music and musicians of Brazil. He represented "MICKEY ONE" on MGM Records (E/SE-4312), which received the Brazilian Critics' Award. (Advertisement)

Columbia to Bow 2 Pop Labels

By MIKE GROSS

NEW YORK—Columbia Records is preparing to broaden its disk base. Plans are in the works at Columbia to further expand its record releasing schedules by bringing two new labels into the market.

At Columbia the plot is pegged at the pop field and

talks have already been going on and they've come up with Oriole and Date as names for the new labels. There's a special planning meeting scheduled at Columbia's home base here this week where top executives will further discuss label-name suggestions and develop the procedure for the launching.

Two New Lines

The plans call for the two new lines to be handled by independent distributors. The Columbia releases are sold through its own distribution set-up. The new labels are being developed to give Columbia more opportunity to "swing" in the pop singles field on a more equal

competitive basis with the so-called hot indie labels.

Columbia had activated Epic Records with its own subsidiary label, Okeh, to "swing" with an independent distribution set-up of its own, but in the past few years Epic has developed into a label of stature in its own right with an entity of its own. The growth of Epic has, thus, necessitated another move by Columbia into the pop market with additional independent labels.

Columbia, meantime, is doing some "swinging" on its own in the singles field. It's currently going through one of the hottest
(Continued on page 10)

Columbia Will Close Its L. A. Branch Jan. 3

HOLLYWOOD—Columbia Records shuts its Los Angeles branch Jan. 3, with personnel operating from Hollywood and merchandise being shipped directly from the company's Santa Maria factory.

The branch, which has been a separate operation from the L.A. factory which closed two years ago, has been located in a City of Commerce location at 2120 S. Garfield Avenue.

Moving to new quarters currently under construction at Columbia Square, 6121 Sunset Boulevard, will be branch manager Ted Rosenberg; Bruce Hilton and Jeff Clark, promotion men; Howard Nichols, credit manager; Charlie Ross, phonograph sales manager, plus six salesmen and secretaries. The label's Coast a&r, custom services and publicity staffs are housed in this building.

Sales personnel already in the CBS building are Gene Block.
(Continued on page 10)

Pirates Forcing U. K. Govt. To Walk Legislative Plank

By CHRIS HUTCHINS

LONDON—There can be little doubt that Britain's pirate radio stations have won their battle for survival and are likely to force legislation allowing commercial radio on a free enterprise basis within two years. Their audiences are far larger than the British Broadcasting Corp.'s three services.

And despite the British record industry's outcry against them little more than a year ago, it is evident that individually the record manufacturers are doing all they can to win the pirate's favor.

In short, the stations are kept well supplied with records to play and advertising revenue to keep them afloat. Furthermore, they have vast public listening support. Despite this, the pirate is not happy and

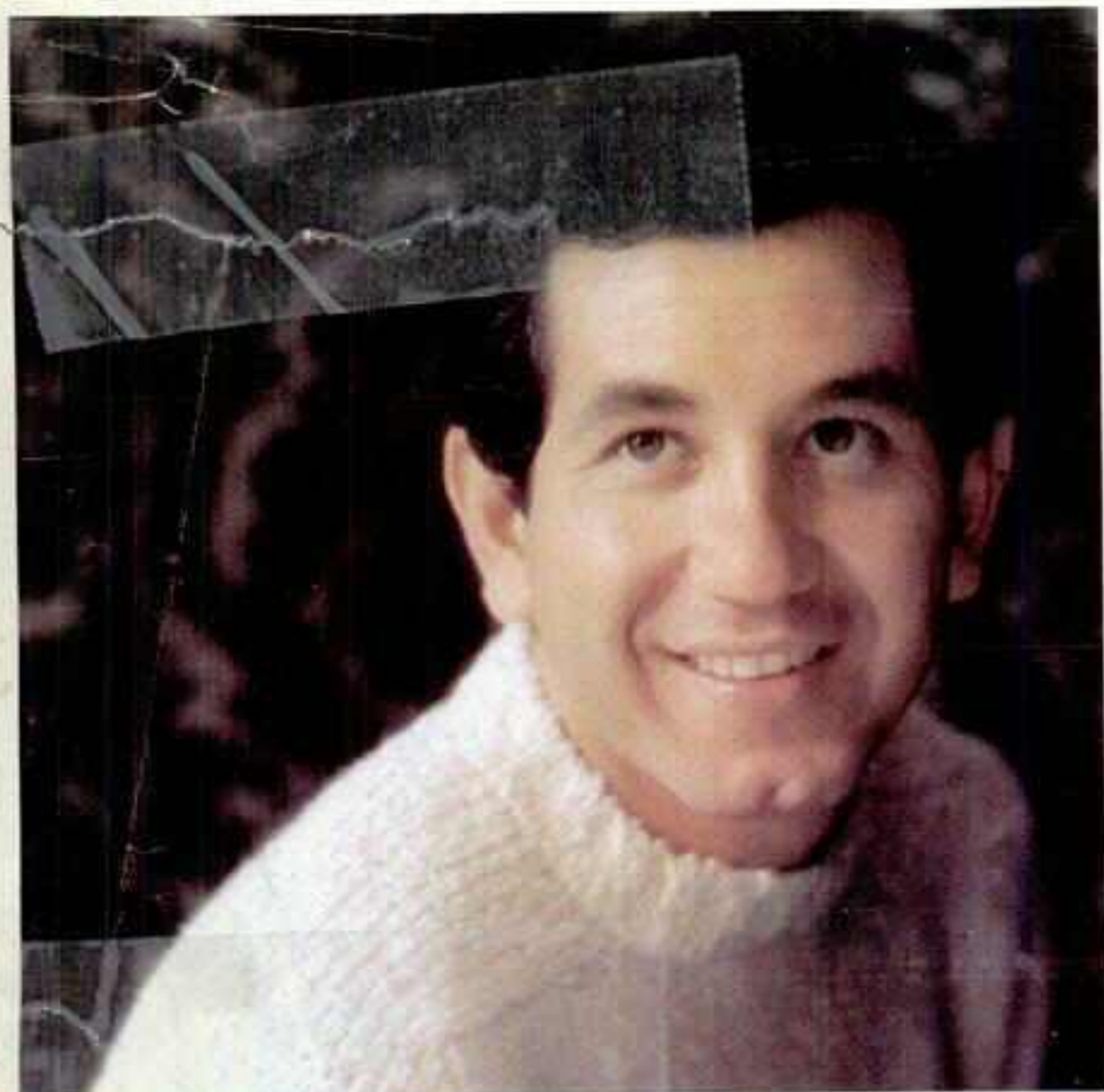
he yearns for the day he can come ashore and establish himself legitimately.

Only 2 Giants Remain

Of all the would-be commercial radio advertisers who took to the seas in ex-navy boats or old fortresses in the River Thames estuary, only two giants remain: Radio London, with its huge American backing and Radio Caroline which absorbed Radio Atlantic and now has two boats transmitting from either side of England. More recently it took over Radio City on a Thames fortress.

Allan Crawford, former head of Radio Atlantic and now Caroline's joint managing director with its founder Ronan O'Rahilly, considers another two or three years is the longest the pirates can exist in their present
(Continued on page 58)

(Advertisement)



TRINI LOPEZ, hailed as "America's finest musical export" and regarded as the top global record star to emerge in recent years, debuts his latest Reprise LP today, "Sing Along World of Trini Lopez," and is currently riding the best-seller charts with his two-sided hit, "Sinner Man" (which he composed and performs in Warner Bros. film, "Marriage on the Rocks"). He can also be seen on "The Steve Lawrence Show" over CBS-TV Nov. 15, and follows with a repeat headline appearance at the Flamingo, Las Vegas, beginning Nov. 23. (Advertisement)

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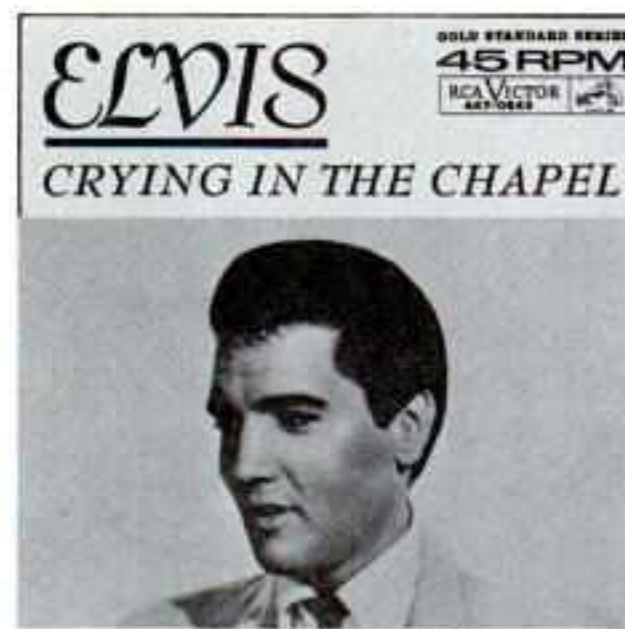
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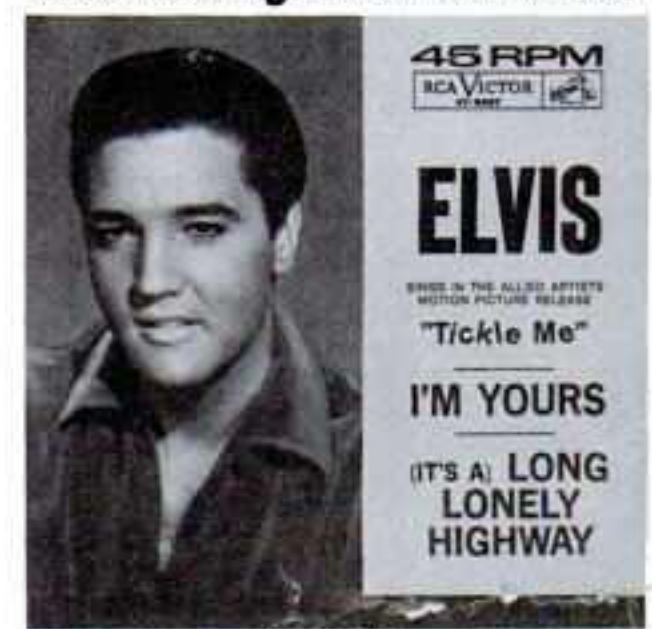


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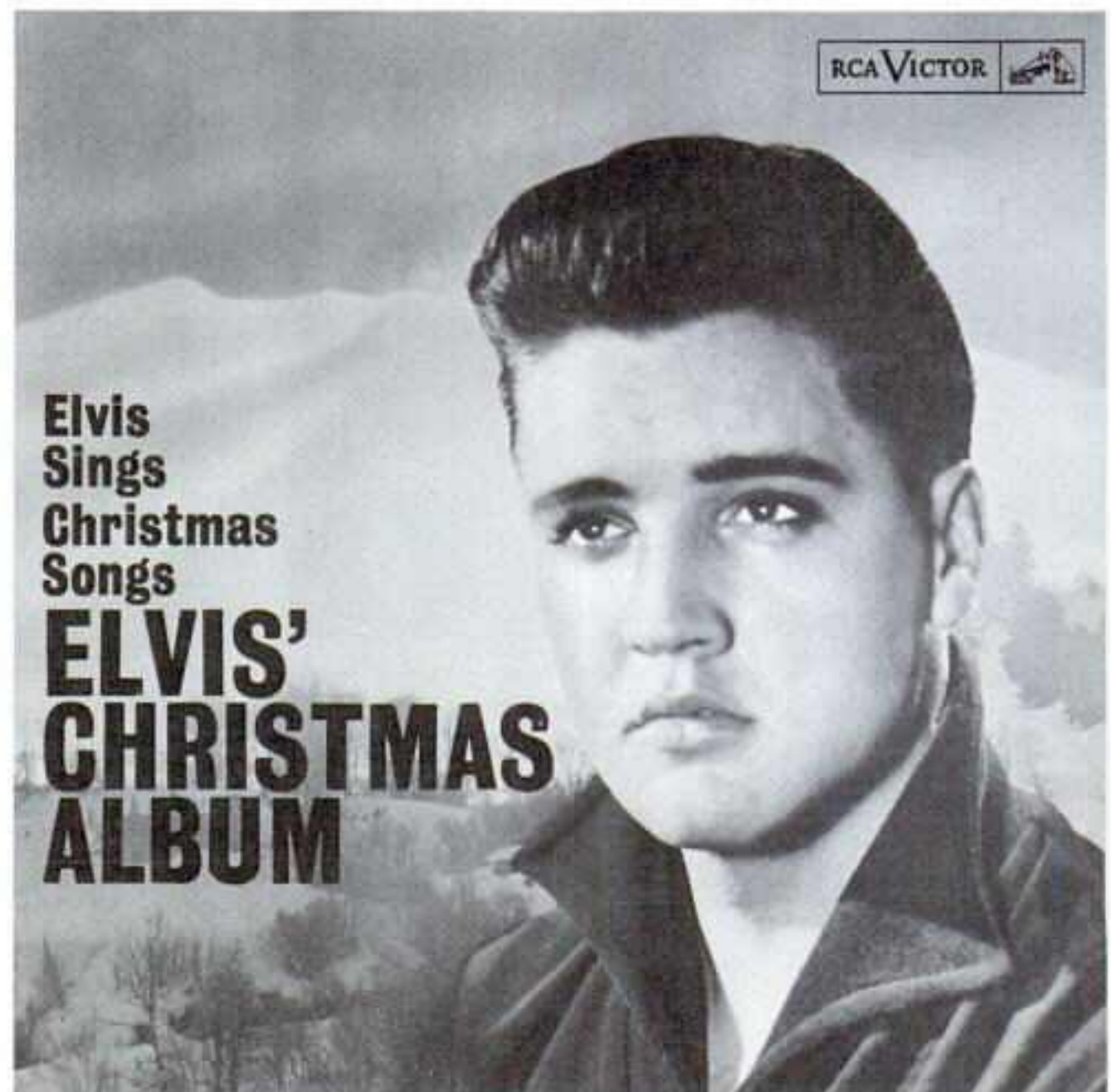
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New Distrib Era

The likelihood that TWA will reduce rates for flying records heralds a new era in distribution (see story Page 1). We commend the decision of CAB Examiner Milton Shapiro, who urged dismissal of the complaint of Flying Tiger Airlines against the proposed discount rates and we applaud the masterful representation of the case for lower rates presented by Mercury's Irwin Steinberg.

If unforeseen delays do not materialize, Mercury will be able to fly its disks under the new rates within one month. This will mean great savings in accounting, bookkeeping and in other areas of paper work. But most importantly, the new era will speed up distribution and minimize obsolescence.

Obsolescence, in a fast-moving industry, is one of the basic problems. Anything that minimizes obsolescence will ultimately mean better business for manufacturers, distributors, jobbers and dealers. The record-buying public, too, will be better served.

V-F to Sponsor 'Hullablue'

NEW YORK — Verve-Folkways Records is footing the talent bill for a four-day Blues Bag program at the Cafe Au Go Go here. Ten acts, none of which are under exclusive contract to the label, will perform from Nov. 24-27, with V-F recording the sessions and hoping to come up with some album material.

According to Jerry Schoenbaum, V-F general manager, the label also expects to come out of the sessions with some artist signings.

Artists on the bill and the labels they have recorded are: Chuck Berry (Chess), Son House (Folkways), Skip James (Vanguard), Goeff Muldaur (Elektra), the Blues Project, Judy Roderick (Columbia and 20th Century-Fox), Tom Rush (Prestige and Elektra), the Seventh Sons and Bukka White.

Pop Expansion

In addition to coming up with at least one album and enrich-

ing the label's artist roster, the sessions have a third purpose—to promote the label's expansion into the pop field.

Schoenbaum explained that while the Verve-Folkways label will continue its jazz-folk heritage, it will also move with the musical trends toward blues with a rock beat. Schoenbaum feels that urban blues with rock instrumentation will become a growing part of the contemporary musical scene and that it behooves the label to move with that scene.

Schoenbaum cites Vanguard's recording of the Newport Folk Festival which resulted in a strong album and the signing of Joan Baez. He is hopeful that the Blues Bag program will result in a similar bonanza for Verve-Folkways.

Howard Solomon of the Cafe Au Go Go comes out all right on the deal too. In exchange for allowing the label to record the sessions, he gets a show with no talent costs.

New RCA Album on JFK

NEW YORK — RCA Victor will further commemorate the assassination of President John F. Kennedy with the release of "That Day With God," a recording of excerpts from inspi-

ration remarks made by some of the world's foremost clergymen and other notables. The album is based on the book of the same title edited by William Fine. Hearst magazine executive, which was released shortly after Kennedy's funeral Nov. 26, 1963.

Among the persons represented in the album are Pope Paul, the Archbishop of Canterbury, The Rev. Dr. Norman Vincent Peale, The Rev. Dr. Reinhold Niebuhr, Ambassador to the U.N. Arthur J. Goldberg, and The Very Rev. Dr. Francis B. Sayre Jr. His Eminence Richard Cardinal Cushing is heard reading from his foreword to the book.

Fine and Victor are donating the major portion of the royalty from the recording to the John F. Kennedy Memorial Library.

Earl Bostic Dies at 52

ROCHESTER, N. Y.—Earl Bostic, 52, jazz saxophonist, died of a heart attack late Wednesday (28). Bostic had been performing with his trio at the Mid-Town Plaza here. It was the veteran musician's third heart attack.

Bostic cut the last sides of his career recently at New York's Bell Sound Studios for the Seeburg Corp. in its Coin-Operated Phonograph Performance Society (COPPS) leased record program.

Small Labels Look to Indie PR as Answer in Space Race

By AARON STERNFIELD

NEW YORK — Small and medium-sized record labels are depending more and more on independent press agents to get their message across to the trade and general public.

While radio station promotion is still the prime exploitation tool in getting artist and label exposure, the growing list of tight format radio stations has made it increasingly difficult for new artists to get air play. So record companies are looking more and more to the print media to make their points.

The major labels, of course, have their own internal public relations organizations. And one major, Mercury, has retained the full-line public relations agency of Dormann, Auletta & Co.

PR the Answer

But the smaller and medium-sized labels are finding the answer in relatively small public relations firms that specialize in record, talent and music publishing accounts.

There's a handful of these agencies in New York, and they're expanding rapidly.

Some, like Dick Gersh and Ren Grevatt emphasize record labels, although they represent artists and publishers. Others, like Solters, O'Rourke & Sabinson, Ken Kendall, Marvin Drager, Connie De Nave and Bernie Ilson are talent oriented, while Mal Braverman, Saul Richfield, Dorothy Ross and Ivan Black publicize recording talent by specializing in clubs which showcase this talent. Dave Alber, veteran music man does Command's public relations, and

Bill Hegner does public relations for Chess-Cadet.

\$150 Average

Record labels pay from \$75 to \$500 a week for public relations services, but if anything can be called a standard fee, it's \$150. Most labels pay within \$25 of this figure.

One of the deans of the local record industry PR scene is Dick Gersh, who represents Pickwick and Cameo-Parkway. He also represents Koppelman & Rubin, publishers and independent producers; the Wes Farrell publishing group (Picturetone, Chardon and Faithful Virtue) and the Loving Spoonful.

Gersh relies heavily on the trade press to promote new artists. He feels the consumer press—more specifically the teen-age fan magazines—isn't interested in the artist until he becomes established.

Fan Magazines

Daily newspaper columns are virtually ignored by Gersh. He reasons that kids read the fan magazines, but not the columnists, and the consumer promotion must be on the teen level.

When taking over a new account, Gersh checks the trade press to find out how his client gets along with the editorial workers. If there are any areas of friction, he tries to smooth them out.

This is where a press agent must walk the tightrope. He doesn't want to lose the client, and he doesn't want to disrupt relations with the press. In the final analysis, Gersh must give preference to press relations. He can always get another client, but he can't always get another trade publication.

Gersh conducts an informal journalism school for his clients. Many record company executives don't recognize news values, become adamant about getting trivial items in print, and often ignore major news developments. Gersh acts as a reporter by consulting regularly with his clients, developing news and feature stories, and separating the wheat from the chaff. It generally results in more space for the client.

On the consumer level, he keeps in frequent touch with editorial people at the fan magazines—Sixteen, Flip, Teen Life and Teen Circle.

If the artist is established, he will feed items to columnists like Walter Winchell, Dorothy Kilgallen and Earl Wilson. And he will supply spot news to the dailies and wire services.

The press agent's duties don't stop with publicity. Gersh consults with his clients on advertising copy, promotion and distribution.

Indirectly, the trade press is an entry to the consumer press. National news weeklies like Time and Newsweek draw from the music trade weeklies to get story leads, and often a lead story on an artist will have its roots on the chart performance of that artist.

Most recent addition to the music PR fraternity is Ren Grevatt, veteran trade paper reporter and editor who opened his own agency four months ago. As clients Grevatt has the Acuff-Rose complex (including Hickory Records, Musicor Records and The Richmond Organization).

Grevatt feels that a major PR

(Continued on page 16)

P. Wexler New Record Club V.-P.

NEW YORK — Paul Wexler has resigned as director of diversification at ABC-Paramount Records to accept a vice-presidency of the Record Club of America. He had also been general manager of Westminster, ABC-Paramount's classical label.

In his new post, Wexler will be in charge of marketing and merchandising and work closely with Burt Naidoff, record buyer.

Wexler is a pioneer in the mail order record business. In 1954 he was a vice-president and sales manager of Columbia Records when the label formed the Family Record Club. This was a test of Goddard Lieber-son's theory that records could be sold through the mail like books. During the early 1950's he became one of the first advocates of rack jobbing.

Before his venture into direct mail sales, he organized Columbia's Epic label and built the successful division.

In 1958 he joined Colpix Records as president. He has been with ABC-Paramount since the

spring of 1964. Wexler has served on the board of directors of the Record Industry Association of America.

Wexler's new firm was founded by Sig Friedman in 1957 while Friedman was a

(Continued on page 62)

Goldstein Gets Manager's Post At Westminster

NEW YORK — Marty Goldstein has been named manager of Westminster Records, ABC-Paramount's classical label. He replaces Paul Wexler, who resigned to become vice-president of the Record Club of America (see separate story). Goldstein reports to Larry Newton, ABC-Paramount president.

Goldstein has been with the label for six years, joining as a field representative and later serving as Westminster's sales director.

He is a 20-year veteran of the record industry, with background as a retail store operator and as a distributor salesman for Cosnat and for Leonard Smith.

Goldstein is a graduate of New York City College and was a vocational guidance instructor in the New York school system before entering the record business.

Arons Heads Local 802

NEW YORK—Max L. Arons has been named president of Local 802 of the American Federation of Musicians. An attorney, Arons was formerly secretary of the local. He fills a position left vacant by the death of Alfred J. Manuti on Sept. 11.

Arons' appointment was affirmed last week by the International Executive Board of the musicians' union, according to President Herman Kenin. Arons was designated president by Local 802's executive board Sept. 30. This was appealed by Al Knopf, who claimed the succession by virtue of his position as vice-president of the local. The international body, however, ruled that under the constitution and bylaws of the autonomous local, "the vice-president does not automatically succeed to the presidency."

Arons' tenure with Local 802 dates back to the early 1930's when he was one of the key executives of the original "blue ticket" headed by the late Jack Rosenburg.

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Peppin Steps Down With (Columbia Records) Honors



GOLDEN TESTIMONIAL—Retiring Columbia sales executive Paul Peppin, seated right, is surrounded by friends after being presented a gold record. His wife, Louise, shares the moment with him. Holding the award is Gene Block. From left are Jack Loetz, Del Costello, Patrik Butler, Bill Gallagher, Bob Moering, Ted Rosenberg, Clive Davis, Clyde Jackson and Bob Craig.

HOLLYWOOD—Paul Peppin, a 45-year veteran of the record industry, was tendered retirement honors by almost 100 persons here last Monday (25). Celebrating his 65th birthday Sunday (31), Peppin has been a member of the Columbia Record Family on the West Coast for over 30 years. Since 1958 he had been credit manager at the label's Los Angeles branch. For almost 25 years he was Columbia's Coast sales manager.

Attending the surprise dinner at the Villa Capri were friends developed during the early days of the phonograph record business and current associates. Among Peppin's "older" clan in attendance were two retired Columbia vice-presidents, Andy Schrader and Art Satherley, along with Jack LaCrois and Ray Thomas.

The celebration drew a host of Columbia's New York executives plus major retailers and representatives from H. R. Bradford in San Francisco and the Craig Corp. of Los Angeles.

The testimonial was emceed

by Gene Block, Columbia's regional sales manager, who was hired by Peppin 11 years ago. Listening to Peppin's friends recall fond memories were his wife Louise and their three married children, Bruce, David and Janet.

One of the speakers, Bill Gallagher, Columbia's vice-president, recalled he'd met Peppin for the first time in 1951 on a baseball field in Central Park. Label president, Goddard Lieberman, sent his congratulations via a record, commenting: "I know I remember you Paul... I hope you remember me." Many of Peppin's friends who could not attend sent congratulatory wires.

Peppin is credited with helping establish Columbia's Western sales complex and training many of its top personnel. He got his feet wet in music in 1921 when he sold phonographs for the Campbell Music Co. of L.A., which led him into contact with the Brunswick Co. The American Record Corp. bought Brunswick in 1934 and four years later was acquired by CBS.

Hanna-Barbera Is Eying Pye as Distributor in U. K.

HOLLYWOOD—Don Bohanan, Hanna-Barbera Records general manager, will meet with attorney Alan Arrow in New York this week to negotiate a contract with Pye Records for representation in England. Arrow represents various European record companies.

Bohanan will next visit distributors in Philadelphia, Washington, Cincinnati, Pittsburgh, Chicago and St. Louis to bow his first Christmas release of two packages and expose the forthcoming 3-D LP cover series, "Dimension 70." This project

was delayed a few days because of printing problems.

The two Christmas albums feature Pebbles and Bamm Bamm and the Hanna-Barbera Organ and Chimes in programs of traditional holiday music. All merchandise will be shipped on a 100 per cent return for credit basis. Dating to distributors will be one-half in December and one-half in January.

Bohanan said before leaving on the two-week trip that the company decided to cut a Pebble and Bamm Bamm album for Christmas to take advantage of building sales for the cartoon character's initial single, "Open Up Your Heart."

The track, pulled from a recent "Flintstone" TV show, is getting exposure on national and local television via a two-minute film clip provided free to TV outlets by H-B's distributors.

Commencing Dec. 3 and running through next March, the two cartoon singers will chirp the song at the conclusion of every "Flintstones" episode. This sequence will replace the show's regular ending.

H-B's Hawaii distributor reported last week that the single was a strong seller in Honolulu, causing Bohanan to note: "This could be the first time that Honolulu becomes a breakout market for a pop record."

Kama-Sutra Inks Bruno, Milrose

NEW YORK—Tony Bruno and Victor Milrose have signed an exclusive writing-production contract with Kama-Sutra. Their first project is the new Dupres release, "She Waits for Him," on Columbia Records.

In line with Kama-Sutra's current expansion, Bruno and Milrose are working on a number of TV and motion picture projects. They're already at work on the film, "The Plastic Dome of Norma Jean," a Julien Compton Production.

Muntz's Signals Crossed: Lear

HOLLYWOOD—The Lear Jet Corp. has taken exception to Earl Muntz's statement that he plans using its eight-track stereo tape cartridge with his four-track material.

Jim Gall, marketing director for Lear's stereo equipment division, said that, of last week, the company had no purchase orders from Muntz for cartridges nor did it have any deals firmed with Muntz.

The Van Nuys-based duplicator answered that he had a price quotation from Lear to buy their cartridges and that Jerry Gabriel, Lear's national sales manager, was due in his office Oct. 22 to work out terms of the pact.

Muntz said he had 100 sample Lear cartridges in his shop and that he had indicated to the company he planned buying their cartridges for use with Motorola units in Fords. The Lear cartridge is the only one compatible with Motorola's play-

back system now available in new Fords.

Muntz admitted he hadn't signed any contract with Lear when he told Billboard he planned using their cartridge (Oct. 16 issue), but added that he expected to sign a deal for their use.

Adding fuel to the situation, Gall noted that Lear had no intentions of allowing the use of its cartridges for four-track tapes. The image being built for the eight-track system is one of great sophistication, the executive said.

Gall called the eight-track system "widely accepted," adding that Lear was currently negotiating with Columbia and Decca to join RCA in providing repertoire. Even Capitol will be using the system, Gall noted, "despite what Alan Livingston says." (Billboard Oct. 9.)

Muntz claimed his four-track tapes would work in the Lear cartridge which normally uses a strip of sensing tape to activate the system which automatically

moves the playback head from one position to another.

Muntz said the customer could manually shift the playback head in his unit or he (Muntz) could develop his own sensing tripper tape. But he thought that 15 minutes of music now programmed on two tracks (or half an album) was sufficient listening time before one had to switch the playback head to pick up the other two tracks.

With typical Muntz aplomb, he cited Lear as being "desperate for music. They ought to be glad to have us." Muntz claims there's not enough material available in eight-track. He says he's not impressed with RCA's initial release of 36 stereo eight packets.

Lear has a deal with the International Tape Cartridge Corp., an Eastern firm, which releases repertoire by a score of independent labels in cartridges for car use.

Tree in Hot Pursuit Of Taller 'Redwoods'

NASHVILLE—Tree Publishing Co. won five BMI awards at the recent BMI Awards Banquet, more than any other country music publisher, branding it a progressive leader hot on the heels of the giant publishers in the industry.

Tree was founded by Jack Stapp and Louis G. Cowan in 1951. When Cowan became president of Columbia Broadcasting System in 1957, Stapp bought out his interest.

Stapp, who started in radio in Atlanta at age 16, was at 17 program director of WGST, youngest such executive in the nation. Stapp went to CBS in New York when he was 21 and left an executive position with CBS in 1939 to become program director of WSM, Nashville, and manager of the "Grand Ole Opry."

Under his directorship, the "Opry" was built into the great show it has been for years. In addition, Stapp produced many network shows while at WSM. He left that station in 1957 to become president of Station WKDA in Nashville, which he made the No. 1 station the eight years he was there.

Stapp left radio in May of this year to devote full time to Tree. The publishing operation was getting so large it demanded his full time.

Killen Joins

In 1953, while Stapp was in radio, he brought W. D. (Buddy) Killen into the Tree operation as executive vice-president. Stapp regards Killen as his right arm and says Tree could not have accomplished what it has without him.

Tree's hottest composing property is Roger Miller, who first signed with Tree in 1958 when he was an unknown. Miller was then a bellhop at the Andrew Jackson Hotel here, trying to get a foothold in the music industry.

In an interview last week, Stapp and Killen recalled that they helped and worked with Miller from the beginning and their relationship has been a close, warm one. "We believed in him," they said. To show his gratitude, Miller earlier this year signed a new long-term contract with Tree.

Miller accounted for three of the five BMI awards Tree got this year. They were "King of

the Road"; "Engine, Engine #9" and "Chug-A-Lug." The other Tree winners were "My Friend on the Right" by Red Lane and Faron Young, and "Yakety Axe" by Boots Randolph and James Rich.

Miller, who seems to have hit his composing peak, had several years of struggle before the big breakthrough came in 1964, when he won five NARAS awards as performer and composer. He won three of the 13 Billboard Country Music Awards this year.

Miller's first song of any national consequence, Killen re-

(Continued on page 60)

Twirl Enters Label Whirl

NEW YORK—Twirl Records has been activated here. The label, headed by Irving Michalik is affiliated with Embee Productions, which had been operating as an independent producer.

Peter Hess is national sales manager for the new label. He had been with Amy-Mala and Cadence.

Rick Willard, the national promotion director, had been with Jubilee, RCA Victor and Sue. He had been on the WNEW programming staff and had been a WOV announcer.

The label's first release, "Maintain Your Cool," with the Volumes, was shipped to distributors last week. In addition to the Volumes, the label has contracts with Don and Juan and Johnny and the Hurricanes.

Randy Irwin Goes To T.M. Music

NEW YORK—Randy Irwin has joined T.M. Music as assistant to professional manager Irwin Schuster. He had previously been affiliated with Henry Mancini's music publishing firms.

T.M. Music, headed by Ed Burton, recently acquired additional space in its New York headquarters at 1619 Broadway. The firm has now reached the point of over a million and a half performances a year for the third year in a row.

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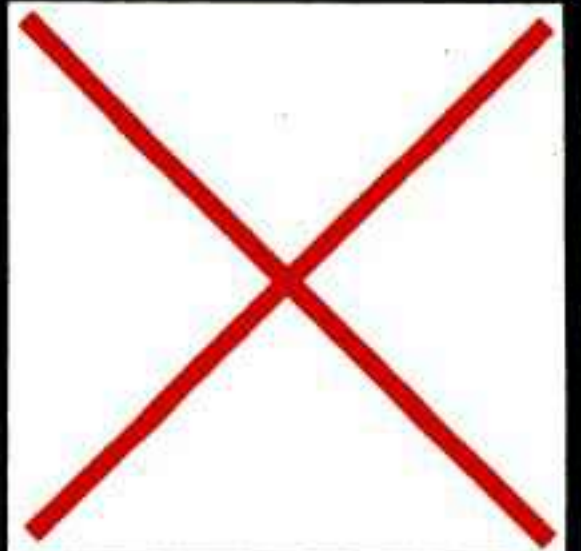
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the sales
vote!**

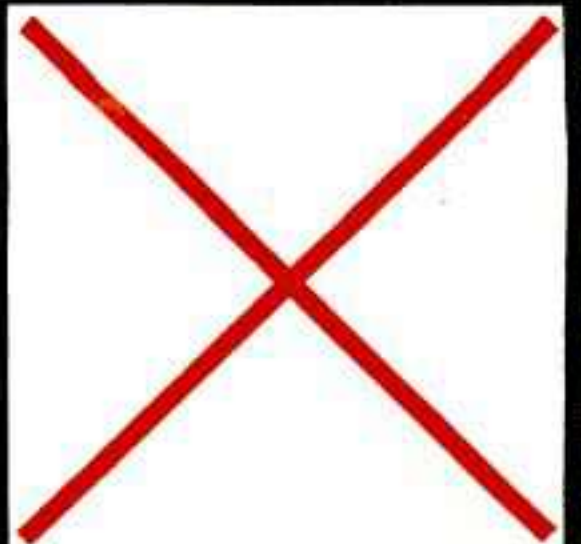
Barbra Streisand
"He Touched Me" 4-43403



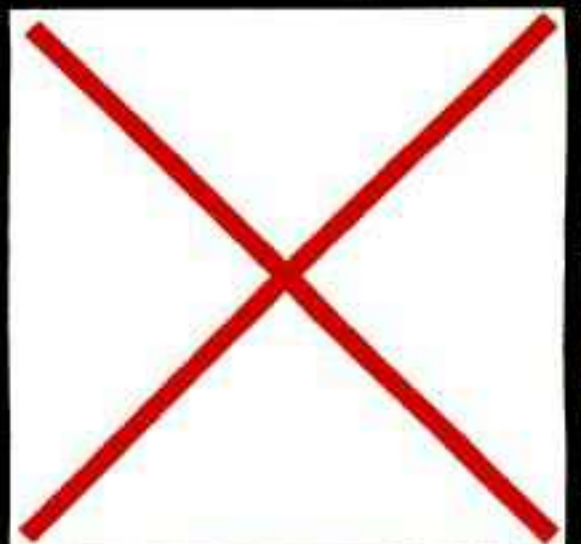
The Byrds
"Turn! Turn! Turn!" 4-43424



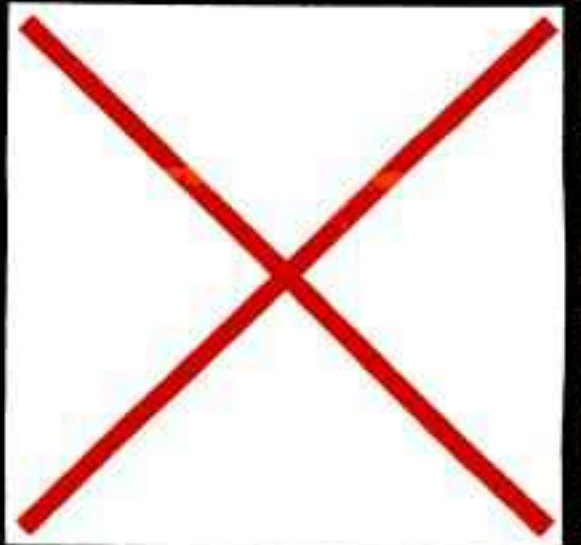
Johnny Cash
"Happy to Be With You" 4-43420



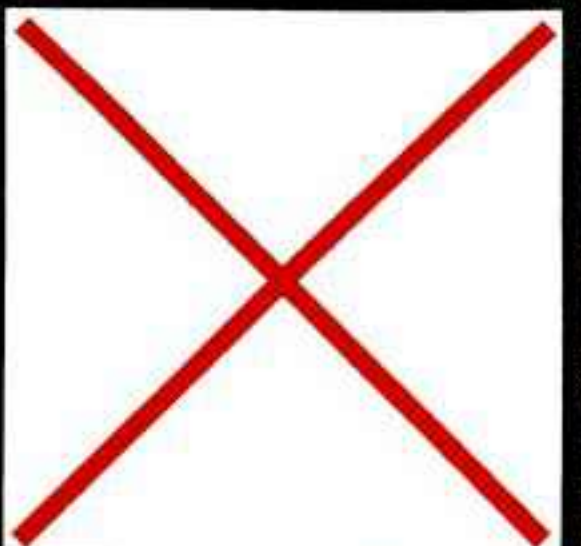
Simon and Garfunkel
"The Sounds of Silence" 4-43396



Dion and The Wanderers
**"Tomorrow Won't Bring
the Rain"** 4-43423



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



Nini Rosso
"Il Silenzio" 4-43363



COLUMBIA RECORDS  **makes history**
November 28th...get ready for
your share of 86 million customers!

This One

1C9T-KPA-3TAD

Atl. in Boom; Inks Acts in Cluster

By MIKE GROSS

NEW YORK—Atlantic-Atco Records will pass the \$10 million sales mark this year, making a 40 per cent increase on its 1964 take. As a result of the booming business, the company is stepping up activity in all areas and last week firmed deals tying five acts to the label.

Artists coming into the Atlantic - Atco combine are Mary Wells, the Rascals, King Curtis, Ted Raylor, and Patti and the Bluebells. Atlantic also made

arrangements with Fame Records to distribute Jimmy Hughes' disks. It marks the biggest group of signing in Atlantic's 18-year history.

The firm's increase in business, its gross volume for the first nine months of 1965, has already topped the business done for the entire year of 1964. This increase in volume is due to a great number of single and album hits sparked by recordings of Sonny & Cher, Wilson Pickett, Joe Tex, Otis Redding, Solomon Burke and Barbara Lewis.

In the past year, Atlantic also entered into distribution arrangements with a number of new labels, including York Records, the Green-Stone label, and Tomorrow Records, the Goffin-King firm. Atlantic also signed Bobby Darin to a long-term contract, and secured U. S. rights to the English hit by Chris Anderson, "Yesterday Man." Atlantic also stepped up its European activity and set up Eddie Barclay's firm, Disques Barclay, to handle Atlantic-Atco product in France and Belgium.



GODDARD LIEBERSON, left, president of Columbia Records, presents Marty Robbins, center, with a gold record for the country singer's album "Gunfighter Ballad and Trail Songs." Don Law, executive producer, country artists & repertoire, looks on. The presentation was made at the dedication of Columbia's new studio in Nashville during the Country Music Festival.

CMA Committeemen Announced

NASHVILLE — Chairmen and members of the Country Music Association's nine standing committees were announced last week by Mrs. Jo Walker, executive director, after their appointment by Hal B. Cook, new CMA board chairman:

Building Committee: Frances Preston, BMI vice-president, Nashville, chairman; Bill Denny, Cedarwood Publishing Co.; Wesley Rose, Acuff-Rose Publications, Inc.; Hubert Long, Hubert Long Talent Agency; Connie R. Gay, Connie B. Gay Broadcasting Corp.; Owen Bradley, Decca Records, Nashville; Harold Hitt, Columbia Records, Nashville.

Fund Raising: Owen Bradley, chairman; Hubert Long; Chet Atkins, RCA Victor, Nashville; Minnie Pearl, Eddy Arnold, Bill Denny, Frances Preston, Harold Hitt.

Interior Design: Steve Sholes, RCA Victor, New York, chairman; Dan McKinnon, KSON, San Diego, Calif.; Frances Preston; Hal B. Cook, Billboard publisher, New York.

Special CMA Album: Jack Loetz, Columbia Records, New York, chairman; Roy Horton, Southern Music and Peer International, New York; Paul Cohen, Kapp Records, Nashville; Dick Schofield, KFOX, Long Beach.

Bylaws: Ken Nelson, Capitol

Records, Hollywood, chairman; Steve Sholes; Dick Frank, CMA legal counsel, Nashville.

Publicity and Promotion: Bill Williams, WSM, Nashville, chairman; Bob Austin, Record World, New York; Biff Collie, KFOX, Long Beach; Carl Brenner, WBMD, Baltimore; Bob Simpson, Foot, Cone & Belding, Toronto; Bill Hudson, Bill Hudson & Associates, Nashville.

Research and Education: Joe Allison, Nashville Music Publications, Hollywood, chairman; Ken Nelson; Larry Moeller, Moeller Talent, Inc., Nashville; Frank Jones, Columbia Records, Nashville; Harlan Howard, Nashville.

Special Projects: Jerry Glaser, Station WENO, Nashville, chairman; Minnie Pearl; Harry (Hap) Peebles, Harry Peebles Agency, Wichita, Kan.; Bill Mack, KCUL, Fort Worth; Harry Renfro, D'Arcy Advertising Co., St. Louis; Harold Moon, BMI Canada, Toronto; Jack Stapp, Tree Publishing Co., Nashville; George Crump, WCMS, Norfolk.

Golf: Don Pierce and Hal Neely, Starday Records, Nashville, co-chairmen; Minnie Pearl; Randy Wood, Dot Records, Hollywood; Kenneth Myers, Mercury Records, Chicago; Alvin S. Bennett, Liberty Records, Hollywood.

CMA's Show Makes Ad Agencies Open Their Eyes

NASHVILLE—Mrs. Jo Walker, executive director of the Country Music Association, said last week she is "getting tremendous reaction from advertising agencies" regarding use of country music nationally on radio and TV.

Mrs. Walker said she also had a call from ABC-TV seeking information and is working with them.

The response, she said, was the result of the LeRoy Van Dyke show at the recent CMA banquet, a highly polished and professionally staged presentation which drew raves from all quarters.

Among the approximately 1,000 persons in the audience were top music, record and advertising executives from all over the U. S.

"This is the best response we have received on a CMA show," Mrs. Walker said. "We have

been working so long to sell country music to advertisers. This is a great thrill that they are beginning to call us now.

"It makes me feel very good. LeRoy Van Dyke, his group and manager, Gene Nash, who produced the show, deserve the highest praise. I know they had been working on the show since July. Also Chet Atkins, Boots Randolph and Floyd Cramer deserve special commendation for their outstanding performances."

Tower to Handle Wilson Material

HOLLYWOOD—Tower Records has taken over distribution of all Justin Wilson comedy material. The Southern comic's first Tower LP is "Me I Got a Friend." Wilson previously had three LP's on Project which was tied in with the parent Capitol operation.

Wilson is a Louisiana Cajun whose previous three LP's sold in the 35,000 category with only two distributors handling the products, according to Tower merchandising man Perry Mayer.

Wilson is Tower's first comedy artist. The label celebrated its first birthday Sept. 1, and, according to president Bud Fraser, has successfully covered all fields of repertoire. Tower's hot artists include Ian Whitcomb and the Sun Rays in the teen field, Dick Curless in c&w and Gloria Jones in r&b.

Price Correction

NEW YORK—A recent Billboard story listed the retail price of Reprise and Dot tapes as \$3.98. Actually, the list prices are \$4.95 and \$5.95. The \$3.98 price was quoted from the Hamilton catalog, which does carry such a list on many Dot artists.

BOTH MAY GO TO BRUSSELS

Quincy Jones Bid a Happy 10th by Merc's Irving Green

CHICAGO—Mercury Records a&r vice-president Quincy Jones marked his 10th year with the company last week and received plaudits from president Irving B. Green.

Jones has been invaluable, Green said, in preparing domestic Mercury artist product for the world market as well as in uncovering international talent for the American market.

Green said he hoped to go with Jones to Brussels in December for a meeting with Philips Records executives from around the world.

During this year, Jones has been quite active in the movie soundtrack field, composing music for such movies as "Mirage," "The Pawnbroker," "The Sandpiper" and is currently working on the Anne Bancroft-Sidney Poitier film "Slender Thread."

Jones is expected to contract for two more movie soundtracks before the year is out.

In addition to his multitude of other activities, Jones has arranged and conducted the music for all recordings by Mercury

stars Lesley Gore and Sarah Vaughan. And he has become increasingly involved in the sessions of Johnny Mathis.

Forms Issued On Grammys

NEW YORK—Record companies received forms last week from the National Association of Records, Arts & Sciences to list those recordings which they would like to present to the NARAS membership for consideration for nominations in the Grammy Awards sweepstakes. The active membership of the Academy will receive similar forms on which they will be asked to list what they consider to have been the year's outstanding recordings in the various 47 categories.

As soon as the company and member lists have been received, NARAS will start compiling this year's eligibility list. The completed lists will then be sent to all active members whose votes will determine the final nominations.

Verve-Folkways Judges Folkfest By E. J. Korvette

NEW YORK—Verve/Folkways of MGM Records is now judging a folk-singing contest conducted in 13 stores in five markets by E. J. Korvette, one of the nation's largest discount department store chains. Winners in each market will be awarded a recording contract. They are expected to be announced soon.

The singing was taped by each Korvette store. Verve/Folkways will decide the winner from the tapes. The show was the handiwork of Eve Nelson, vice-president in charge of advertising and promotion for the chain, and Dave Rothfeld, Korvette's record buyer. Miss Nelson said, "The folk-singing events brought a lot of visitors into the stores, so this will probably become an annual promotion."

Merc. Ups Kennedy

NASHVILLE—Jay Kennedy, former a&r man for the Mercury combine, is now in charge of the firm's Nashville office. He replaces Dee Kilpatrick, who recently left to devote more time to private enterprise. Kilpatrick has operated a fabric and interior decorating shop in Nashville for the past five years.

THE
FRANK SINATRA
REPORT

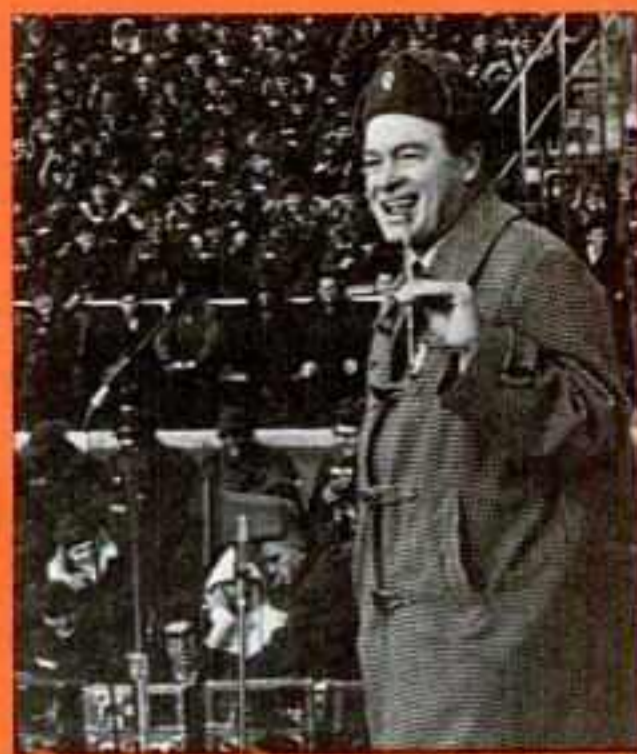


The most complete and intimate chronicle on the career of an individual artist ever published by the business press.

Coming From Billboard

Here's Hope!

Over 75 million people saw Bob on the twice repeated NBC Network showing of his memorable junket to



Vietnam. A Lot of 'em will want the album!

BOB HOPE



ON
RECORDED DURING ACTUAL
THE
PERFORMANCES AT U. S. MILITARY
ROADS
BASES IN THAILAND, GUAM,
TO
OKINAWA, VIETNAM, ETC.

VIETNAM

Featuring
Jill St. John
Janis Paige
Anita Bryant
Jerry Colonna
Narrated by
Alex Dreier



Call your CADET distributor now

TRADE PERSONALITIES AT NASH. SCENE

The Nashville music scene, always tumultuous, became even more so a week ago (Oct. 21-23) during the WSM Country Music Festival and the Seventh Annual Country Music Association Convention attended by some 4,000 country music deejays, broadcasters, music publishers, record company executives and nearly every major artist

in the field. The round of events featured parties, shows, breakfasts and dinners, seminars, and some swinging discussions at hospitality suites. Here is a pictorial history of some of the outstanding leaders in the field of country music who attended the many activities.



THE DECCA RECORDS party at Owen Bradley's Barn was attended by a mixture of record industry people. Here, RCA Victor Records artist Eddy Arnold chats with Leonard Schneider, right, Decca vice-president.



FROM LEFT, Decca's Leonard Schneider, Kitty Wells, Decca's Harry Silverstein, Johnny Wright, and Decca's Sydney Goldberg. Both Kitty Wells and Johnny Wright are leading country music artists for Decca Records.



CHATTING WITH Loretta Lynn are Decca executive Harry Silverstein, left, and Martin Salkin. Note the western ties worn especially in honor of the country music festival event.



OWEN BRADLEY, Decca a&r man in Nashville, chats with Milton Rackmil, Decca-Universal chief, who flew in for the big Decca party at Bradley's Barn.



COLUMBIA RECORDS dedicated its new \$5 million Nashville studio with a big party on Friday (22) during the country music festival.



TENNESSEE GOVERNOR Frank G. Clement, left, talks with Columbia Records president Goddard Lieberson, whom Clement made an honorary citizen of the State.



FROM LEFT, Tennessee Governor Frank G. Clement, Columbia Records president Goddard Lieberson, and Nashville Mayor Beverly Briley, shown discussing the country music scene at dedication ceremonies of Columbia's new studios in Nashville.



BROADCAST MUSIC, INC., held a tremendous party at a country club in Nashville during the WSM Country Music Festival—obviously one of the most successful social events of the year. From left, BMI's Thea Zavin, Mrs. Russ Sanjek, the songwriting team of Mrs. Felice Bryant and her husband Boudleaux Bryant, and BMI's Russ Sanjek.



WSM PRESIDENT Jack DeWitt chats with Wesley Rose, center, chief of Hickory Records and the Acuff-Rose enterprises, and Mrs. Rose. The three were among 200 industry people who attended the BMI event honoring songwriters.



BMI PRESIDENT Bob Sour confers with Buddy Killen, center, and Jack Stapp, right, during the BMI festivities. Stapp, head of Tree Publishing Co., and Killen, Tree vice-president, had a banner night as their firm reaped many of the awards presented to songwriters and publishers by BMI.



FROM LEFT, Helen Carter of the famous Carter family, Jack McFadden who manages Buck Owens, Don Davis, and Chet Atkins, who heads RCA Victor Records' Nashville operations. All were guests of the BMI party.



BOB SOUR, president of BMI, congratulates Buck Owens, right, for his songwriting achievements. With Owens is Mrs. Macie Owens, his mother.



BILLBOARD PUBLISHER Hal Cook, left, discusses the growing success of country music with Mr. and Mrs. Bill Denny. Denny, head of Cedarwood Music, is the new president of the Country Music Association.



MR. AND MRS. RUSSELL SANJEK talk with Paul Ackerman, right, music editor of Billboard, at the BMI party. Sanjek is a New York official of BMI.

RED BIRD 10-043



RED BIRD 10-043

**“I
CAN
NEVER
GO HOME
ANYMORE”**

THE SHANGRI-LAS

PRODUCED BY SHADOW MORTON

**“This is the Biggest Record I have ever been associated with
(in my 97 years in the music business).”**

George Goldner



A KAMA SUTRA PRODUCTION

TAPE CARTRIDGE TIPS

by Larry Finley

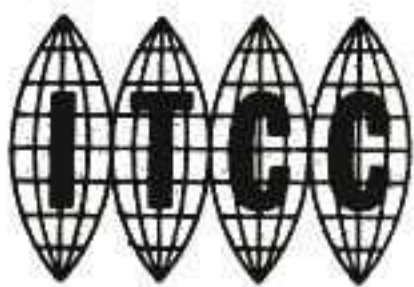
ITCC has added 10 new record libraries to its catalog this past week for a total of 41 big name record companies; giving us the largest and most comprehensive catalog of anyone in the industry. All of these selections are available in the four and eight track systems.

Our factory is working three shifts a day, seven days a week, to make delivery on all of these labels:

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ATCO
ATLANTIC
AUDIO FIDELITY
COMMAND
CRESCENDO
DANA
DEXTRA
DOT
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ELEKTRA
FONTANA
GLAD-HAMP
GRAND AWARD
HANNA-BARBERA
HORIZON
IMPULSE
JOSIE
JUBILEE
KENDALL
LAURIE
LIMELIGHT
MGM
MERCURY
MOONGLOW
NONESUCH
PHILIPS
PRIMA
ROULETTE
SEECO
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With a line-up such as this it's very easy to see why we consider ourselves NUMBER 1 in the four and eight track stereo tape cartridge field.

If you would like to join hands with a winner, why not contact us . . . ?



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MUSIC RANGES FROM A TO Z

Composers Get Liberal Education

NEW YORK—The college circuit is booming again with record talent and this year the entertainment is not so heavily folk music as it has been previously. In fact, the music ranged from the piano styling of Peter Nero to the jazz of Dave Brubeck's quartet to folk and pop groups. Concerts often boosted local record sales.

The Serendipity Singers gave 3,000 students of Central Michigan University, Mt. Pleasant, a smattering of their record repertoire on Sept. 28, including "Don't Let the Rain Come Down." Billboard correspondent Jim Leach reported that while the concert didn't stir up more than a couple of album sales in the local Log Cabin retail store, the audience enjoyed the show.

At the University of Nebraska, the Dave Brubeck Quartet performed outdoors on the afternoon of Sept. 24 and the audience reaction was "tremendous," according to correspondent Lynne Morian. Mrs. Laverne Sanborn at J. C. Penny's in Lincoln said she sold a few albums of the jazz group. On Sept. 25, the Astronauts drew a crowd of 2,000 to a dance at the college and Mrs. Sanborn again stated that she "sold a few albums, but response was rather poor."

At Rochester University

Seven hundred students at the University of Rochester, Rochester, N. Y., gave an enthusiastic response to Doc Watson, Clint Howard and Fred Price in a folk performance Oct. 2, reported correspondent Carol A. Seeger. The same day, in Buffalo, N. Y., at the State University of New York, 1,800 saw Phil Ochs, Erik Anderson and the Rev. Gary Davis perform. Correspondent Harold Bob reported that Phil Ochs "was cheered enthusiastically after every number and extended applause brought him back for several encores. The day before, Buffy Sainte-Marie and the Greenbriar Boys drew 900 at the same campus. The University bookstore showed a very strong response as indicated by sales of albums during the week following the Ochs concert, Bob said.

Duncat L. Bieber at Kent University, Kent, Ohio, reported that Peter Nero drew 1,100 on Sept. 25 for a concert that included selections from his albums and medleys of show tunes. On Sept. 28 at Miami University in Oxford, Ohio, Nero attracted 3,700 for his "Magic on the Keyboard" concert. Correspondent David L. Neidorf said Nero received a standing ovation that lasted five minutes. Nero told him that he was presently on a 50-college concert tour.

Nero Sells Reg

The Miami University show really pleased Joseph Myers at Myers Music Store in Oxford. He sold 30 of Nero's RCA Victor Records albums after the concert and "This is about 20 to 25 more Nero albums that I've sold in the past year and a half. Hossack's record store, which retails at list price in the face of competitive discounting, reported selling three of Nero's albums and Mrs. Hossack said she felt "an artist's appearance on campus does increase his album sales throughout the whole year, even though it doesn't help immediately."

John Gary at the University of Houston, Houston, on Sept. 12 made a special appearance

before 1,300 freshmen en route to his Shamrock Hilton Hotel show, according to Richard B. Gaghagen. "He really wowed them with his closing "Been Grand Knowing You," Gaghagen said.

Tommy Roe and Dale Wright and the Wright Guys gave a show Sept. 17 before 1,000 at Eastern Kentucky State College, Richmond, Ky., said correspondent Winston F. Jones, and received long applause.

The Kingsmen at the University of Missouri, Columbia, Mo., sang a lot of the numbers they made famous on records at a pep rally Sept. 17. Correspondent Jerry Chaskelson said "Little Latin Lupe Lu" and "Jolly Green Giant" kept up the spirit of the audience "as it should be before a football game." The Backporch Majority on Sept. 15 at the same campus drew 4,200 and the "audience thoroughly enjoyed the repertoire of the group, especially their renditions of 'Life on the Ohio,' 'Jack O' Diamonds' and 'Ol' Dan Tucker,'" said Chaskelson.

Jerry Lee Lewis headlined a Sept. 23 show at Murray State College fieldhouse, Murray, Ky., that included the Gentrys, the Willie Mitchell band, Travis

Wammack, Bobby Wood and Jumping Gene Simmons. D. Ellis Mueller said Lewis "brought the crowd to its feet with his untiring and nearly unbelievable performance."

At Ohio University

At Ohio University, Athens, Woody Herman & Orchestra played to 800 on Aug. 4 and folksinger Nina Dova sang to 500 on Aug. 11. Both performances were highly received, said correspondent Neil B. Mahrer. A July 7 performance by Ferrante and Teicher had played to 2,000, Mahrer said, and "the audience forgot that the auditorium was extremely warm and kept calling the piano team back through applause." Both Jim Webb of Webb's World of Music store and Rex Koon of Koon's Music said that the duo's album sales had been better than that which had resulted from any other summer performance for a long time.

Newest additions to Billboard's extensive network of campus correspondents are Steven N. Curcuro of the College of William and Mary, Va.; Fred Puglia of the University of Dayton, Ohio; Mark G. Scolnick of Nichols College, Mass., and Woodruff Hand Jr., Dickinson College, Pa.

NEWS REVIEW

Col. Country Show Swings

NASHVILLE—Columbia Records presented an exciting country music show featuring almost all of their artists, plus six new performers just signed, at a Saturday (23) afternoon show in the Grand Ole Opry House. The free show, attended by fans, country music deejays, publishers and other industry people, was emceed tongue-in-cheek by one of the label's leading stars—Carl Smith. Smith swapped jibes with everybody from Minnie Pearl in the audience to Columbia's Bill Gallagher.

Ray Price's performance brought down the house; he had to do a couple of encores.

Among the new artists on the label, 12-year-old Wanda Faye received a bombastic amount of applause for her vocal efforts. The stars who sang during the show included the Carter Family, Carl Butler & Pearl, Lester Flatt and Earl Scruggs, Billy Walker, Marty Robbins, Claude King, and dozens of others. Pianist Del Wood could not perform because of an injured hand; Johnny Cash, Little Jimmy Dickens and Jimmy Dean all had business commitments that prevented them from being in Nashville for the show during the WSM Country Music Festival. **CLAUDE HALL**

CAMPUS INCREASE

Expands Reportorial Network; Billboard Adds 40 Colleges

NEW YORK—To provide the music industry with accurate up-to-date information of what record talent is accomplishing on the college circuit both in personal appearance impact and record sales, Billboard has added 40 colleges to its network of campus correspondents. This brings the total major colleges covered coast to coast to 69. Another 200 colleges are expected to be added to the coverage by the end of the college season.

Record talent entertainment on the following campuses will be reported in detail weekly in Billboard:

Oregon State University, West Point Military Academy, George Washington University, University of Miami (Fla.), Kent State University, Northeastern University, State University of New York at Buffalo, Utah State University, University of Missouri (Universal City), Transylvania College, Pasadena City College, Kenyon College, College of Wil-

liam & Mary, Clarkson College of Technology, City College of New York, University of Houston, Seton Hall University, University of Bridgeport, John Carroll University, University of Massachusetts, University of California at Berkeley, Dickinson College, University of Colorado, Texas Christian University, St. Mary's University, Ohio University, Eastern Kentucky State, Farleigh Dickinson University, Babson Institute.

Also, Penn State University, Sir George Williams University, Boston University, East Tennessee State, Central Michigan University, Trinity College, Old Dominion College, Emerson College, University of Pittsburgh, Purdue University, Villanova University, Murray State College, Washburn University, Allegheny College, State University College at Plattsburgh, University of Nebraska, Dickinson College, Miami University (of Ohio), Southern Illinois Univer-
(Continued on page 62)

Columbia Will Close Its L. A. Branch Jan. 3

• Continued from page 1

regional manager, and Bob Moering, regional promotion manager, who move downstairs to join the rest of the sales staff when the facilities are completed in 1967.

In the interim, branch personnel will operate out of temporary offices across the street from CBS but will utilize the Sunset Boulevard address and Columbia Records phone number. Rosenberg will move into his temporary office one week before Christmas, with the remainder of the staff shifting over when the branch closes in January.

The company has found that with Santa Maria midway between L.A. and San Francisco, the ultramodern facility is capable of providing direct shipment to customers.

The advantages to dealers are manufacturing and warehousing in the same facility and expedient means of shipping product.

Columbia has found success with service centers covering wide areas in other parts of the country and the application of Santa Maria in this fashion is its latest expansion of this concept.

Col. to Bow 2 Pop Labels

• Continued from page 1

streaks and breaking with new artists at the same time. Among the new high scorers for Columbia are the Byrds, Paul Revere and the Raiders, Billy Joe Royal, Simon and Garfunkel, the Pozo-Seco Singers and Nino Rossi. Columbia also is riding high with Bob Dylan, who spearheaded the folk-rock movement, and with Chad and Jeremy, who came to the label from World Artists Records.

Columbia also has crossed over into the pop charts with several of its country artists. Among them are Little Jimmy Dickens and the Statler Brothers. The rhythm and blues field is also covered with Jimmy Bailey and newcomers Tony and Tyrone.

However, Columbia executives feel there's room for still more in the market and feel that they can grab some of it with new labels sold on an independent distribution set-up.

TV'er Boosts Adams' Album

HOLLYWOOD—Comedian Don Adams' new TV series, "Get Smart," is creating sales interest in his Crescendo LP, "Don Adams Meets the Roving Reporter," cut some time back. Label owner Gene Norman reports dealer orders are beginning to come in strong and credits the success of the comedy show with sparking consumer interest in the artist.

Norman is set to release an album which could also fall into the comedy vein. The package is "Helen Gurley Brown at Town Hall," in which the "Sex and the Single Girl" author answers questions from an audience, many of which prove comedic.

Every Christmas, one album dominates the scene.
This is the one for Christmas 1965.



BST-8038/BLP-2038

DISPLAYS AND CO-OP ADVERTISING AVAILABLE.

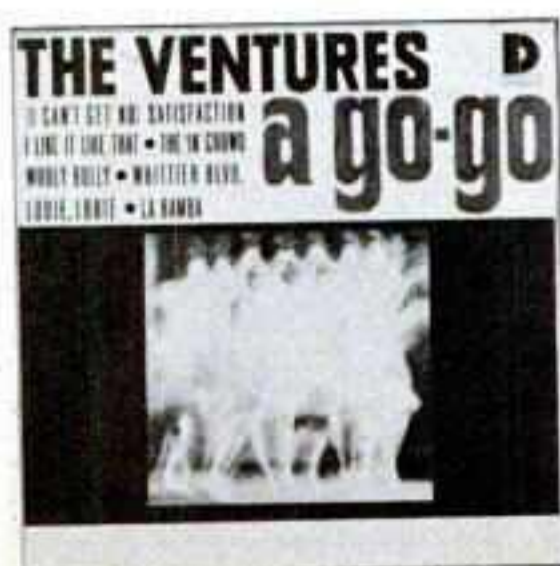
And, this single from the album will dominate the top 40 charts.

SLEIGH RIDE

coming November 8th — watch for it!

#312

Already dominating the LP sales scene:



VENTURES A GO-GO BST-8037/BLP-2037



ON STAGE! BST-8035/BLP-2035



PLAY GUITAR WITH THE VENTURES
BLP-16501

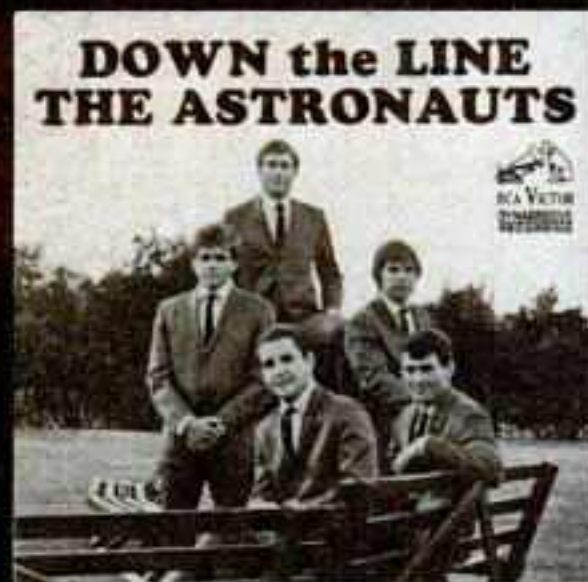


NEW ALBUMS FOR NOVEMBER ON RCA VICTOR

 The most trusted name in sound 



Exciting New Pop Albums



Their solid, growing following will love this one. "Only Those in Love," "Down Home Girl," "Dimples," 9 more. Recorded in Dynagroove sound. LPM/LSP-3454



A great idea for this top-selling singer. "All of Me," "When I Fall in Love," "Dear Heart," "Smile," 8 more. Recorded in Dynagroove sound. LPM/LSP-3463



One of today's best-selling sounds, includes "Samba de Orfeu," "Amazon," "Forgotten Places" plus 9 more hits. In Dynagroove sound. LPM/LSP-3473



Great classics, bossa nova style. Includes "The Lamp Is Low (Pavanne)," "If You Are But a Dream (Romance)." In Dynagroove sound. LPM/LSP-3456



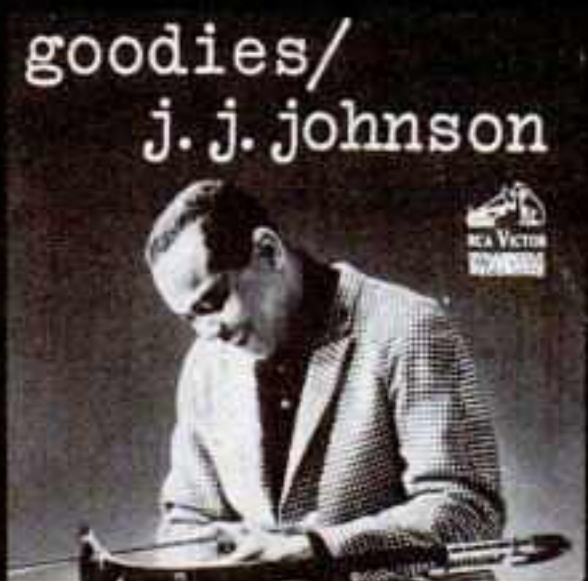
Recorded "live" in Hawaii. No stops... a continuous show as it happened. "Hawaiian War Chant," "Palolo," "The Beauty Hula," 12 more. LPM/LSP-3442



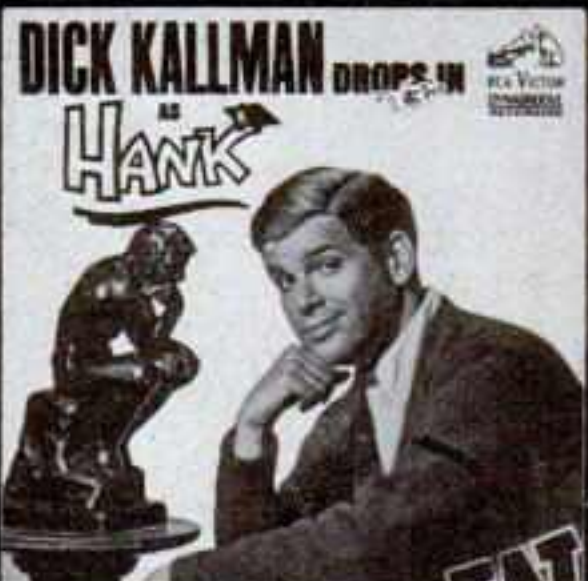
Wacky, wild and wonderful. "Camp Run-amuck," "She Broke My Heart at Walgreens," "Egg Eatin' Dog," 9 others. In Dynagroove sound. LPM/LSP-3462



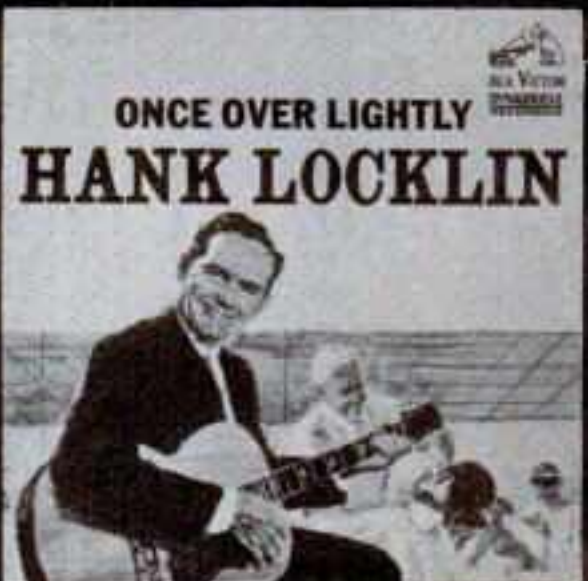
TV performances have created a big call for her songs. "Still," "Go Cat Go," "Happy You, Lonely Me," 9 more. In Dynagroove sound. LPM/LSP-3449



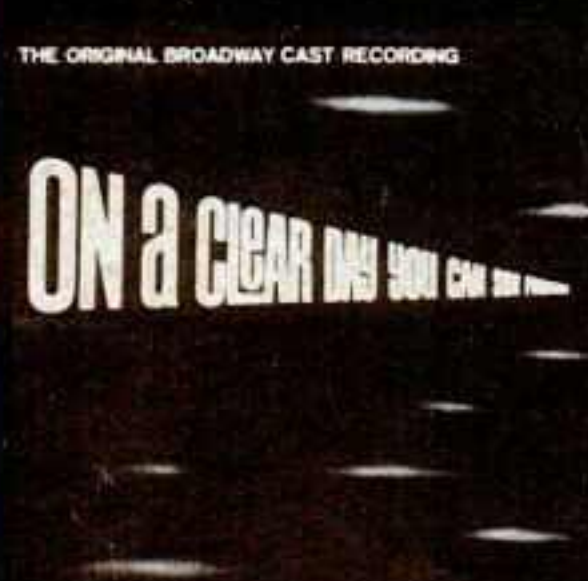
His trombone goes "pop" and will win him an even bigger fan club. "In the Name of Love," "Billy Boy," 10 more. In Dynagroove sound. LPM/LSP-3458



First album with the star of the new network TV series. "You're the One," "Lookin' Around" and 10 other hits. In Dynagroove sound. LPM/LSP-3489



Compact arrangements of big hits... a powerful package. "I Walk the Line," "Loose Talk," "Geisha Girl," 21 more. In Dynagroove sound. LPM/LSP-3465



Original Broadway Cast. "The songs... have more melodic grace and inventive distinction than has been heard in years."—N.Y. Times. LOCD/LSOD-2006



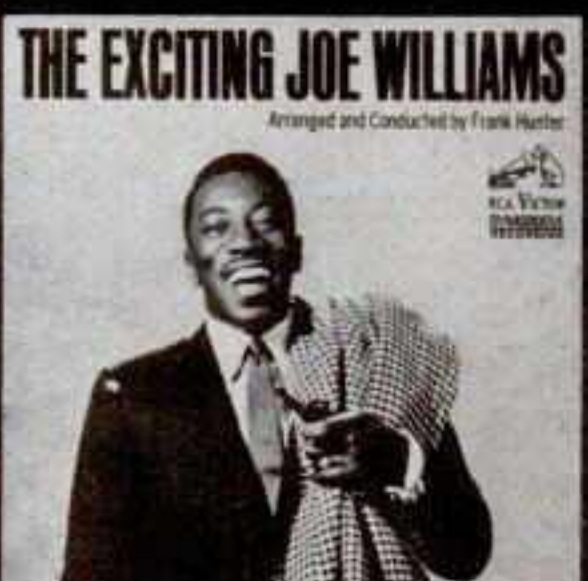
Music of the top Hollywood composers including "The Pink Panther Theme," "Emily," "Livin' Alone" and 9 more. In Dynagroove sound. LPM/LSP-3491



None better for exciting flamenco music. "Tumba La Layka," "Christmas of Spain," "Hava Nagilah," and 7 others. Recorded in Dynagroove sound. LPM/LSP-3459



A new idea that could top his best sellers. "Tumbling Tumbleweeds," "On the Rhythm Range," 10 more big hits. In Dynagroove sound. LPM/LSP-3471



Look for plenty of sales on this one! "This Is the Life," "O' Man River," "Gypsy in My Soul," 12 hits in all. In Dynagroove sound. LPM/LSP-3461

BARTÓK: Violin Concerto No. 2
STRAVINSKY: Violin Concerto
 Joseph Silverstein
 Boston Symphony Orchestra / Erich Leinsdorf

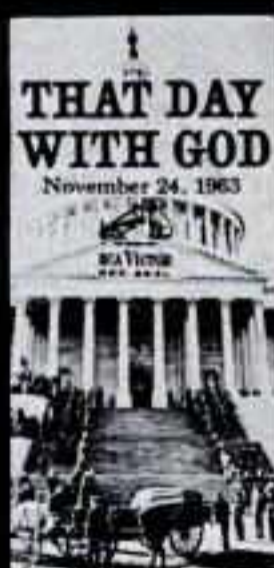


An invaluable coupling of two of this century's most influential, interesting works. Dramatic Bartók... witty Stravinsky. In Dynagroove sound. LM/ LSC-2852

LORIN HOLLANDER
 Moussorgsky: PICTURES
 AT AN EXHIBITION
 Rachmaninoff: Prelude in C Sharp Minor
 Prokofiev: Toccata



Hollander's first solo Red Seal recording displays his spectacular technique and deep feeling for Russian music. In Dynagroove sound. LM/ LSC-2823



THAT DAY WITH GOD
 November 24, 1963
Inspirational expressions following the death of President John F. Kennedy
 Pope Paul VI
 The Archbishop of Canterbury
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 With introductions and readings by HENRY FONDA

On the anniversary of President Kennedy's tragic death, inspirational expressions by men of all faiths, including Pope Paul VI. VDM-105



JUBILATE DEO
 Music of Aichinger, Allegri, di Lasso, Palestrina, Scarlatti, Victoria
 Regensburg Boys Choir
 Theobald Schrems, Director

Majestic church music of the Renaissance, includes the famous Sistine Chapel's "Miserere," pirated by the young Mozart. LM/ LSC-2855



HAYDN "THERESIEN" MASS
 Vienna Boys Choir
 Vienna Konzerthaus Chamber Orch.
 Ferdinand Grossmann, Conductor

A unique recording of this Baroque masterpiece by the fabled Vienna Boys Choir. Superb example of fine chorus singing. LM/ LSC-2854



BARTÓK SONATAS Nos. 1 and 2 for Violin and Piano
 HYMAN BRESS
 CHARLES REINER

Two twentieth-century landmarks of the literature for violin and piano show Bartók's reaction to romanticism. Recorded in Dynagroove sound. LM/ LSC-2853

Outstanding New Red Seal Recordings

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Treasury of Immortal Performances GIGLI/8 ARIAS/8 SONGS
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Treasury of Immortal Performances Wanda Landowska
 Dances of Ancient Poland
 Some aren't ancient, others are Polish only in style, but this album offers a rare chance to hear a great artist in an unusual setting. LM-2830



Treasury of Immortal Performances KEYBOARD GIANTS OF THE PAST
 Volume 2
 Cortot
 de Pachmann
 Gabilowitsch
 Josef and Rosina Lhevinne
 Paderewski
 Rachmaninoff
 Samaroff
 An album that provides continuing proof of the legends of these artists. Certain to attract a large audience among devotees of keyboard music. LM-2824

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	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	2	2	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775	9
2	4	7	14	CHAPEL IN THE MOONLIGHT	Bachelors, London 9793	6
3	3	4	6	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	9
4	6	9	13	HE TOUCHED ME	Barbra Streisand, Columbia 43403	7
5	7	8	9	JUST YESTERDAY	Jack Jones, Kapp 699	7
6	9	10	19	COME BACK TO ME MY LOVE	Robert Goulet, Columbia 43294	8
7	2	1	1	I'M YOURS	Elvis Presley, RCA Victor 8657	11
8	10	12	15	SECRETLY	Letterman, Capitol 5499	8
9	12	19	21	RUSTY BELLS	Brenda Lee, Decca 31849	6
10	13	16	20	FORGIVE ME	Al Martino, Capitol 5506	7
11	8	6	3	YOU WERE ON MY MIND	We Five, A&M 770	19
12	23	29	34	MAKE THE WORLD GO AWAY	Eddy Arnold, RCA Victor 8679	4
13	14	14	18	EARLY MORNING RAIN	Peter, Paul & Mary, Warner Bros. 5659	7
14	15	21	26	AUTUMN LEAVES	Roger Williams, Kapp 707	5
15	17	23	28	REMEMBER WHEN	Wayne Newton, Capitol 5514	5
16	20	24	29	DEEP IN YOUR HEART	Jerry Vale, Columbia 43413	5
17	24	35	—	(All of a Sudden) MY HEART SINGS	Mel Carter, Imperial 66138	3
18	19	26	27	SINNER MAN	Trini Lopez, Reprise 0405	5
19	29	32	38	TRY TO REMEMBER	Brothers Four, Columbia 43404	4
20	22	27	30	CINCINNATI KID	Roy Charles, ABC-Paramount, 10720	5
21	32	38	—	I'LL ONLY MISS HER WHEN I THINK OF HER	Frank Sinatra, Reprise 0410	3
22	34	34	40	I HAVE DREAMED	Chad & Jeremy, Columbia 43414	4
23	25	30	36	ON A CLEAR DAY YOU CAN SEE FOREVER	Robert Goulet, Columbia 43294	4
24	35	36	—	THE SPIDER SONG	Kids Next Door, 4 Corners of the World 129	3
25	28	28	31	SIDE BY SIDE	Jane Morgan, Epic 9847	6
26	38	—	—	KISS AWAY	Ronnie Dove, Diamond 191	2
27	31	37	—	TRUE PICTURE	Jack Jones, Kapp 699	3
28	21	22	25	DON'T THROW THE ROSES AWAY	John Gary, RCA Victor 8677	7
29	39	—	—	I WILL	Dean Martin, Reprise 0415	2
30	—	—	—	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE	"Little" Jimmy Dickens, Columbia 43388	1
31	40	—	—	ENGLAND SWINGS	Roger Miller, Smash 2010	2
32	33	33	35	IL SILENZIO	Nini Rosso, Columbia 43363	4
33	—	—	—	EV'RYBODY HAS THE RIGHT TO BE WRONG	Frank Sinatra, Reprise 0410	1
34	36	39	—	FREE SPIRITS	Peggy Lee, Capitol 5521	3
35	37	40	—	I'LL ONLY MISS HIM WHEN I THINK OF HIM	Nancy Wilson, Capitol 5515	3
36	—	—	—	LOVE THEM FROM THE SANDPIPER	Tony Bennett, Columbia 43431	1
37	—	—	—	ON A CLEAR DAY YOU CAN SEE FOREVER	Johnny Mathis, Mercury 72493	1
38	—	—	—	NEVER DREAMED I COULD LOVE SOMEONE	Kay Starr, Capitol 5492	1
39	—	—	—	TEARS (For Souvenirs)	Vic Damone, Warner Bros. 5648	1
40	—	—	—	MOTHER NATURE, FATHER TIME	Brook Benton, RCA Victor 8692	1

Small Labels Eye Indie PR In Space Race

• Continued from page 3

job can be done for publishers by getting space for the writers. While publishing firms themselves are somewhat difficult to dramatize, the writers are not.

Like Gersh, Grevatt depends primarily on the trade press to get his message across. Grevatt reasons that most consumer magazines aren't interested in the artist until he's high on the charts, while the job of the press agent is to get play for talent on the way up.

According to Grevatt, the most usual complaint given by a new client is "my competitor gets space, why don't I?" In most cases the record company is tight mouthed with the press about the really important news, and is gung ho about the "puff items." Grevatt tries to explain the difference between the two.

As Grevatt's background has been spent largely behind the editor's desk, he knows what papers want and what they'll throw in the wastebasket.

Combination Man

Morty Wax, who's best known in the industry as a promotion man, now provides public relations services for his clients. Wax also acts as an advertising agency for two music publishers—George Pincus and Duke Niles.

Wax represents Ric Records on PR only, does both promotion and publicity for Danny Meehan and Klaus Ougerman and promotion for Vanguard.

He makes sure that trade paper reviewers are informed as to the manufacturer's promotion plans on new releases, feeds the trade press with stories on signings, tours and distributor changes and sets up radio and TV interviews with recording artists.

De Nave Formula

Connie De Nave does publicity only, concentrating heavily on the consumer press. One of her gambits is to introduce artists—who comprise the bulk of her clients—to the "in" people, columnists, trade paper journalists and leading trade figures. She feels that "word of mouth" public relations is effective in the music field.

Miss De Nave started out with record label accounts—Monument and Laurie—and does artist publicity for London.

Her theory is that the artist is the spokesman for the label, and that consumer publicity should be geared almost exclusively to the artist. She's handled Tom Jones, the Rolling Stones, Herb Alpert and the Tijuana Brass and Freddie and the Dreamers.

Stories are fed to the fan magazines and leading free lance writers, with disk jockeys getting regular items to provide background for the artists.

Promotion Aid

None of this stepped-up publicity activity cuts into the sphere of the promotion man. In many ways it makes the job of the promotion man a bit easier. Trade and consumer publicity aids the chart potential of a record and makes it that much easier to get air play.

And while the results of public relations are difficult to measure, the great majority of record labels, artists and publishers paying for these services feel that they're getting their money's worth.

THE JAZZ BEAT

By ELIOT TIEGEL

Newsletters Canadian Style

There are people in the arts who love their work. There are people whose devotion goes beyond the normal eight-hour working day. One such individual is Canadian Broadcasting Corporation producer Henry Whiston, whose love and devotion for jazz is evident in his programs over the CBC and in his short, perky monthly newsletter titled "Talking About Jazz," which he sends out free to all interested parties in Canada, the U. S. and any place else he discovers a jazz fan.

We discovered Whiston's after-hours project several weeks ago when an airmail letter from Montreal feeling rather heavy arrived. It contained copies of the newsletter dating back to last August. The newsletter, we discovered, covers many bases: jazz programs on the CBC, lists of new album releases, concert bookings, nightclub engagements, obituaries, retail outlets for finding collector's items and correspondence between listeners who use Whiston's mailer as their cross-country soapbox.

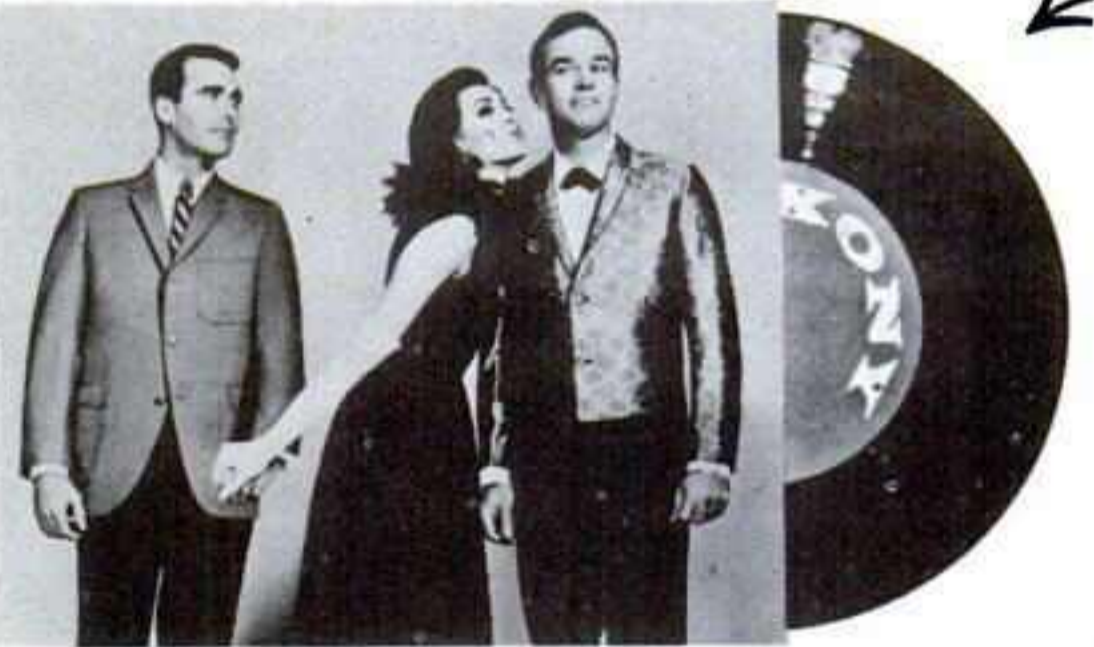
In reply to a query about why and how Whiston got involved with the newsletters—which one soon finds is an insatiable type of denizen which feeds on new material much the way any publication does—Whiston replied he'd been printing the letters since August but he's been publishing a jazz yearbook since 1950 for listeners of his "Talking About Jazz" show. Whiston says the newsletter is designed to answer questions from listeners who have taken the time to write and pin him down on such specifics as what artist will be featured in future jazz shows on CBC's AM and FM services. Whiston has been producing jazz shows for CBC since 1947 and also has time to take quill in hand and free-lance articles for several jazz magazines in Canada and the U. S.

Here's the Idea

By rifling through "Talking About Jazz," one gets a fairly good idea of the kind of programming Canadians are offered. There is "Great Moments in Swing," on AM from 11:30 to midnight, and 5:30 to 6 p.m. on FM, Saturdays; "Jazz," 9:05 to 10:30 p.m., Tuesdays on the FM service in Montreal, Ottawa and Toronto; "Jazz at Its Best," an FM service, 3 to 4 p.m., Fridays in Montreal, Ottawa, Toronto, Winnipeg and Vancouver; "Talking About Jazz," on FM

(Continued on page 62)

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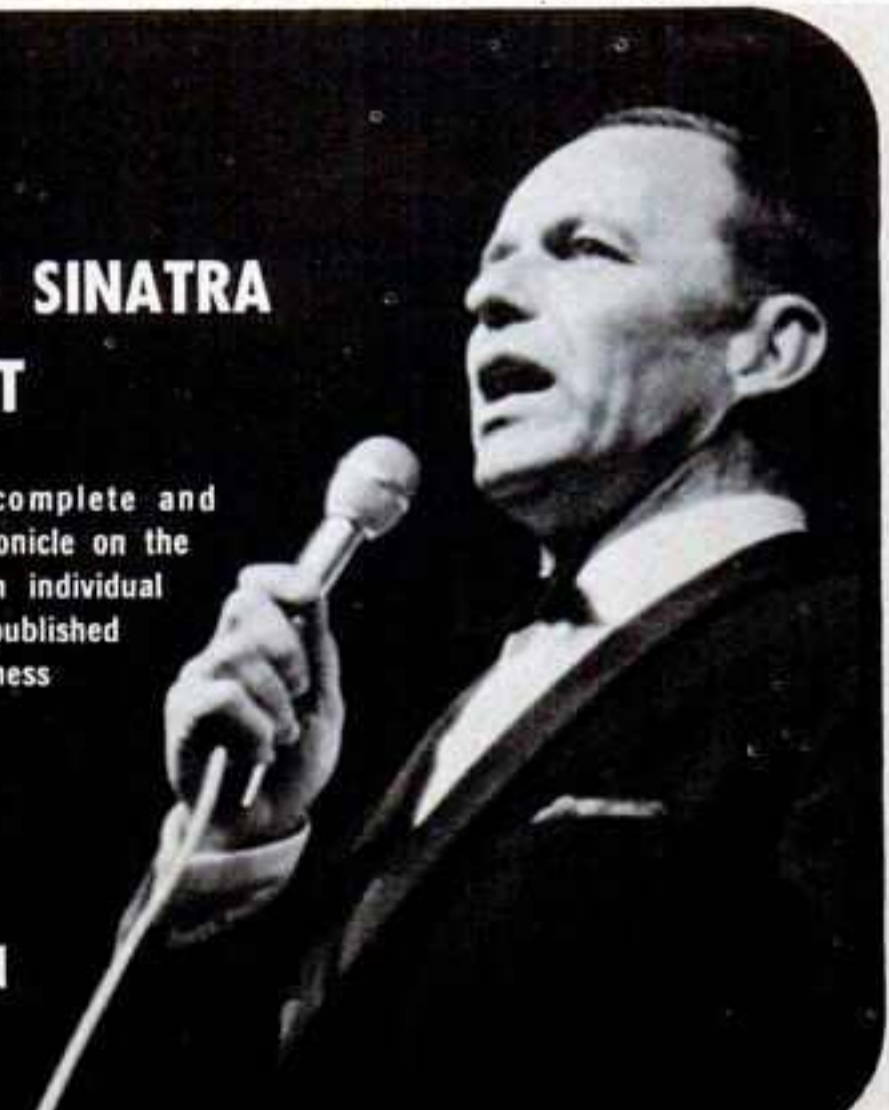
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The most complete and intimate chronicle on the career of an individual artist ever published by the business press.

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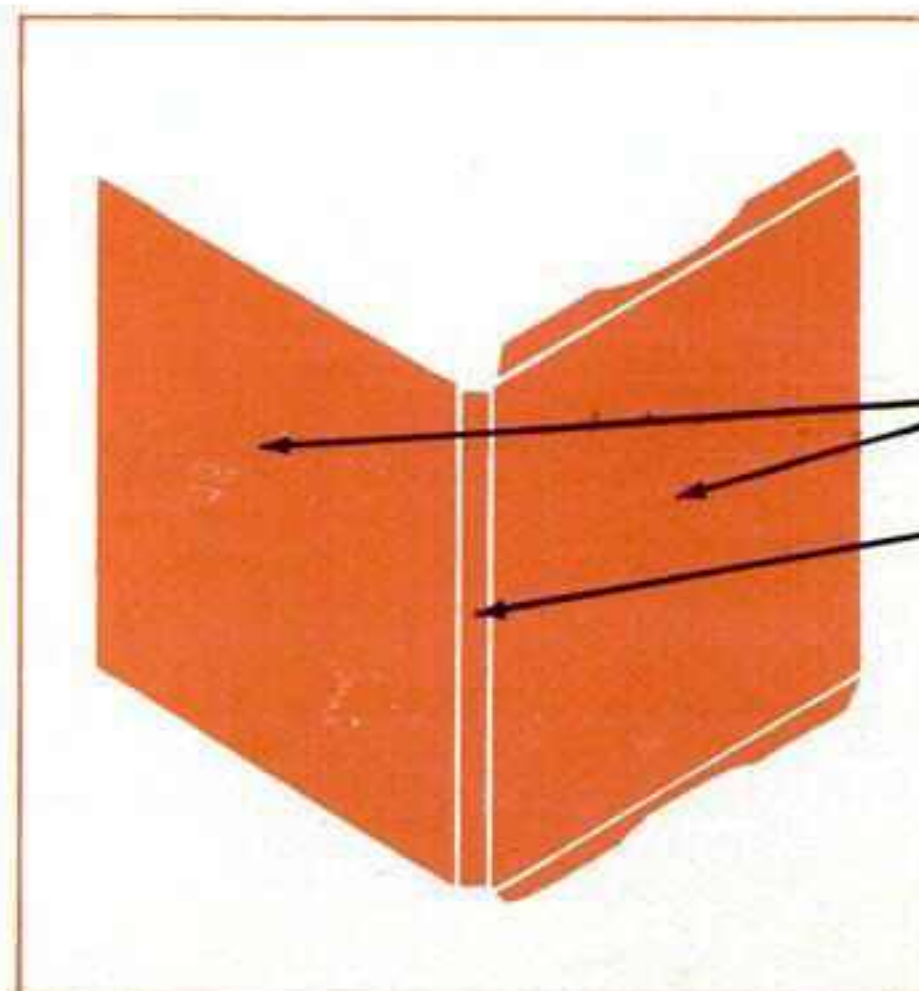
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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 102—Last Week, 164

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

POP SPOTLIGHTS

TOP 20

Number of Singles Reviewed This Week—187, Last Week, 164

WE FIVE—LET'S GET TOGETHER (SFO, BMI)—Hot on the heels of their initial smash, the exciting new group has a topper in this hard-driving production number with a healthy lyric! Flip: "Cast Your Fate to the Wind" (Friendship, BMI). **A&M 784**

***ELVIS PRESLEY — PUPPET ON A STRING (Gladys, ASCAP)**—From his film "Girl Happy," comes a warm, smooth country ballad with a "Hush Little Baby" feel. Top of the chart contender. Flip: "Wooden Heart" (Gladys, ASCAP). **RCA Victor 0650**

FOUR TOPS—SOMETHING ABOUT YOU (Jobete, BMI)—Swinging group has a rhythm winner here with even more exciting sounds than their "It's the Same Old Song" smash! Flip: "Darling, I Hum Our Song" (Jobete, BMI). **Motown 1084**

THE DAVE CLARK FIVE—OVER AND OVER (Rencordo, BMI)—Powerful follow-up to "Catch Us If You Can" is in the same solid groove, dance beat, and all! Can't miss climbing rapidly. Flip: "I'll Be Yours" (Branston, BMI). **Epic 9863**

JAY & THE AMERICANS—SUNDAY AND ME (Tallyrand, BMI)—As "Some Enchanted Evening" slips down the chart, this rhythm production ballad will hit with impact, hard and fast. Flip: "Through This Doorway" (Amajay, BMI). **United Artists 948**

JODY MILLER—MAGIC TOWN (Screen Gems-Columbia, BMI)—The winning composing team of Mann and Weil provide a big production ballad for the "Home of the Brave" gal and it's a blockbuster! Strong lyric and vocal performance. Flip: "A Lonely Queen" (Movie-Ville, BMI). **Capitol 5541**

KINGSTON TRIO—PARCHMENT FARM (Treaty, BMI)—Hot new commercial sound that will spiral the trio up the chart in short order. Hard-driving blues with jerk dance beat and swinging organ for today's sales market. Flip: "Runaway Song" (Treaty BMI). **Decca 31860**

TOP 60

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

GENE PITNEY—PRINCESS IN RAGS (Screen Gems-Columbia, BMI)—Powerful vocal performance and production of a well-written ballad with meaningful lyric. Slow driving dance beat in strong support. Flip: "Amore Mio" (Catalogue, BMI). **Musicor 1130**

CASTAWAYS—GOODBYE BABE (Celann, BMI)—Hot follow-up to "Liar, Liar" has even more potential and features catchy, clever vocal reading and solid dance beat. Flip: "A Man's Gotta Be a Man" (Celann, BMI). **Soma 1442**

TEACHO AND THE STUDENTS—CHILLS AND FEVER (Tree, BMI)—Hit song contender that started in Miami is given a Detroit beat by a new vocal group backed by the hot discotheque arrangement of Teacho Wiltshire. Watch this one! Flip: "Same Old Beat" (Sherlyn, BMI). **Okeh 7243**

PATRICK—MOVE (Old Lyne, BMI)—The popular dancing star of TV's "Hullabaloo" has a smash hit sound throughout this driving dance blues number. Impressive commercial debut. Flip: "Five Different Girls" (Old Lyne, BMI). **RSVP 1117**

IMPRESSIONS—YOU'VE BEEN CHEATIN' (Chi-Sound, BMI)—As "Just One Kiss From You" drops from the chart, this blues rhythm ballad will fast replace it with a rapid chart climb anticipated. Flip: "Man Oh Man" (Chi-Sound, BMI). **ABC-Paramount 10750**

***SAN REMO GOLDEN STRINGS—BLUEBERRY HILL (Chappell, ASCAP)**—Hot revival for the "Hungry for Love" swinging string group and its a strong follow up. Solid dance beat backs the lush strings. Flip: "I'm Satisfied" (Myto, BMI). **Ric-Tic 108**

BARBARIANS—WHAT THE NEW BREED SAY (Elmwin, BMI)—Well done message lyric with pulsating dance rhythm serves as an exciting follow-up to their "Are You a Boy or Are You a Girl" hit. Flip: "Susie-Q" (Arc, BMI). **Laurie 3321**

***BOBBI MARTIN—TRYIN' TO GET YOU OFFA' MY MIND (Cedarwood, BMI)**—Fine country ballad with easy-go rhythm backing and lush strings has the sound and appeal to put Bobbi right back up the chart. Flip: "Just One Time" (Acuff-Rose, BMI). **Coral 62472**

***EDDIE FISHER—YOUNG AND FOOLISH (Chappell, ASCAP)**—Commercial revival as Fisher gives a straight reading backed by driving, jerk dance beat supported by lush strings. Left fielder with strong potential. Flip: "I Don't Care If the Sun Don't Shine" (Famous, ASCAP). **Dot 16779**

***VIKKI CARR—NONE BUT THE LONELY HEART (Bevill, ASCAP)**—Beautiful off-beat Bossa Nova arrangement of the classic backs an outstanding vocal performance that can swing from left field right up the chart. Flip: "I Only Have Eyes for You" (Remick, ASCAP). **Liberty 55839**

***ARETHA FRANKLIN—YOU MADE ME LOVE YOU (Broadway, ASCAP)**—Swinging rhythm revival with a powerful Aretha Franklin vocal that brings fresh pop appeal to the standard. A wailer to watch! Hot juke box item. Flip: "There Is No Greater Love" (Jones & World, ASCAP). **Columbia 43442**

***PAT BOONE—I LOVE YOU SO MUCH IT HURTS (Melody Lane, BMI)**—The Floyd Tillman standard gets a pop, easy rhythm arrangement by Ernie Freeman and a fine Boone reading that has strong chart potential. Flip: "Meet Me Tonight in Dreamland" (Rossiter-Shapiro, Bernstein, ASCAP). **Dot 16785**

CHRIS ANDREWS—YESTERDAY MAN (Partita, BMI)—This is the off-beat rocker that is currently soaring up the British charts. Same reaction anticipated in the U. S. Flip: "Too Bad You Don't Want Me" (Partita, BMI). **Atco 6385**

ROBIN KINGSLEY—WHISPERS (Burdette, BMI)—Fascinating rocker with wild vocal performance as off-beat as the readings by his brother, Ian Whitcomb. Flip: "I'd Have to Be Out of My Mind" (Trousdale, BMI). **Tower 182**

JEANIE FORTUNE—ONCE MORE WITH FEELING (Fame, BMI)—Impressive debut of a catchy, warm vocal style backed by a solid production dance beat that sounds like a hot pop sales winner. Flip: "Occasional Tears" (Fame, BMI). **RCA Victor 8704**

TROPHIES—BABY DOESN'T LIVE HERE ANYMORE (Marielle, BMI)—Rocking debut of a solid, swinging vocal group with the Liverpool beat and sounds. Should prove a giant. Flip: "Everywhere I Go" (Dunmore, BMI). **Kapp 714**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

NASHVILLE—I Know How It Feels to Be Loved (South Mountain, BMI). MGM 13406
THE INVITATIONS—What's Wrong With Me Baby? (Saturday, BMI). DYNVOICE 210
SARAH VAUGHAN—I'll Never Be Lonely Again (Chappell, ASCAP). MERCURY 72510
ANITA BRYANT—My Mind's Playing Tricks on Me Again (Blue Ballon, BMI). COLUMBIA 43436
PATTI AUSTIN—A Most Unusual Boy (Blackwood, BMI). CORAL 62471
DAMITO JO—Who Could Ask for More (Baby Monica-Flomar, BMI). EPIC 9860
THE GENE NORMAN GROUP — Masters of War (Witmark, ASCAP). CRESCENDO 361
CHRIS MONTEZ—Call Me (Duchess, BMI). A&M 780
MICKEY NEWBURY—There is a Time to Die (Acuff-Rose, BMI). HICKORY 1344

LOU CHRISTIE—Lightin' Strikes (Rambled, BMI). MGM 13412
SONNY OCEANS—Pity Me (Mr., BMI). COLUMBIA 43422
MARTINE DALTON—My Mind's Playing Tricks on Me Again (Bernross, BMI). UNITED ARTISTS 945
CHICO HOLIDAY—Show Us the Way (Matador, BMI). KARATE 518
ROGER LEWIS—Don't Let Him (Pocono, BMI). KARATE 517
TIKIS & FABULONS—Cherry Pie (Modern, BMI). TOWER 181
THE DILLONS—Simple Way of Living (Doral, BMI). IMPRESSION 101
SOUND OF THE 7TH SON—I'll Be on My Way (Chemistry, BMI). TOWER 169
THE BAG—Incubatin' Middle of the Night Gyratin' Blues (Burdette, BMI). JERDEN 769
TONY HARRIS—Honey (Bolinger, BMI). DEEGEE 3002
CAPT. ZOOM AND THE ANDROIDS—Capt. Zoom (---, BMI). A&M 781
SUSAN RAFFEY—The Big Hurt (Gladys, ASCAP). VERVE 10366

COUNTRY SPOTLIGHTS

TOP 10

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

BILLY WALKER—COME A LITTLE BIT CLOSER (Picturetone, BMI)—Powerful follow-up to "If It Pleases You" is this catchy rhythm ballad made famous in the pop field by Jay and the Americans. Much pop dance appeal here. Flip: "Nobody But a Fool" (Coach & Four, BMI). **Columbia 43434**

DEL REEVES—WOMEN DO FUNNY THINGS TO ME (Window & Starday, BMI)—With "The Belles of Southern Bell" still riding the chart, Reeves has another top of the chart winner with this catchy rhythm novelty. Flip: "My Half of Our Past" (Moss-Rose, BMI). **United Artists 940**

GEORGE JONES & MELBA MONTGOMERY—BLUE MOON OF KENTUCKY (Peer Int'l, BMI)—The Bill Monroe classic gets a powerful revival via this strong duet that can't miss! Flip: "I Can't Get Over You" (Glad, BMI). **United Artists 941**

KAY ADAMS—HONKY TONK HEARTACHE (Central Songs, BMI)—New voice on the country scene that should prove a winner and establish an important performer. Fine production by Cliffie Stone. Flip: "Don't Talk Trouble to Me" (Central Songs, BMI). **Rower 177**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

CARL BUTLER AND PEARL—Our Ship of Love (Window, BMI). COLUMBIA 43433
BONNIE OWENS—Souvenirs (Four Star, BMI). CAPITOL 5529
ROY ACUFF JR.—Wabash Cannonball (Peer Int., BMI). HICKORY 1349
LONNIE DONEGAN—Cajun Joe (Acuff-Rose, BMI). HICKORY 1345
PATSY CLINE—I Love You So Much It Hurts (Melody Lane, BMI). DECCA 25686
WAYNE KEMP—Big News (Tree, BMI). DIAL 4018
ARCHIE CAMPBELL—Green Stamps (Starday, BMI). STARDAY 727
CLYDE BEAVERS—That's You (Acuff-Rose, BMI). HICKORY 1346
GRANT TURNER—Maco Light (Yonah, BMI). CHART 1275
JACK RENO—The Biggest Man (Barton, BMI). BANNER 102

R&B SPOTLIGHTS

TOP 10

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

JAMES BROWN—I GOT YOU (I FEEL GOOD) (Lois-Try Me, BMI)—Blockbuster follow-up to "Papa's Got a Brand New Bag" is this rocking blues wailer that will hit hard and fast. Flip: "I Can't Help It (I Just Do-Do-Do)" (Lois, BMI). **King 6015**

EDWIN STARR—BACK STREET (Myto, BMI)—That "Agent OO-Soul" man is back with another exciting swinger that will find no trouble rushing up the chart. Flip: "Back Street—Instrumental" (Myto, BMI). **Ric-Tic 107**

SOLOMON BURKE—ONLY LOVE (CAN SAVE ME NOW) (Pamco, BMI)—Hot rhythm ballad with the unbeatable Burke sound has all the earmarks of a smash in both the r&b and pop markets. Flip: "Little Girl That Loves Me" (Downstairs-Stilran-Cotillion, BMI). **Atlantic 2308**

MAJOR LANCE—EVERYBODY LOVES A GOOD TIME (Blackwood, BMI)—Strong, solid dance beat. Van McCoy material serves as a hot follow-up to "Too Hot to Hold" with even more potential. Much pop appeal. Flip: "I Just Can't Help It" (Curton-Jalynne, BMI). **Okeh 7233**

PAUL KELLY—CHILLS AND FEVER (Tree, BMI)—The original record stirring up action in the Miami area is a pulsating blues with a Detroit dance beat sound and fine vocal reading. Solid pop discotheque potential. Flip: "Only Your Love" (Tree, BMI). **Dial 4021**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

JUNIOR PARKER—These Kind of Blues (Part 1) (Don, BMI). DUKE 394
JAMES CRAWFORD—Got No Excuse (Toccoa Industries, BMI). BLUE ROCK 4033
MIKE WILLIAMS—Love Have Mercy (Chatlee, BMI). ATLANTIC 2307
JOHNNY NEWBAG—Sweet Thing (Benell & Du Geni, BMI). PORT 3006
CAROL FRAN—A World Without You (T. M., BMI). PORT 3006
DIXIE NIGHTINGALES—Assassination (East, BMI). CHALICE 102

HOT 100

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

Table with columns: THIS WEEK, LAST WEEK, HITS, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'YESTERDAY' and 'A LOVER'S CONCERTO'.

Table listing songs with their chart positions and labels. Includes 'RUN, BABY RUN', 'EVE OF DESTRUCTION', 'WHERE HAVE ALL THE FLOWERS GONE'.

Table listing songs with their chart positions and labels. Includes 'CLEO'S BACK', 'DON'T TALK TO STRANGERS', 'WHAT COLOR (Is a Man)'.

MY GIRL HAS GONE The Miracles

Continuation of the Hot 100 chart, listing songs like 'MAKE A MAN OUT OF ME', 'LIAR, LIAR', 'JUST A LITTLE BIT BETTER'.

Fragment of a chart listing songs like 'FROM YOU', 'KFUL', 'AY', 'TITTLE BIT', 'NOCTURNE'.

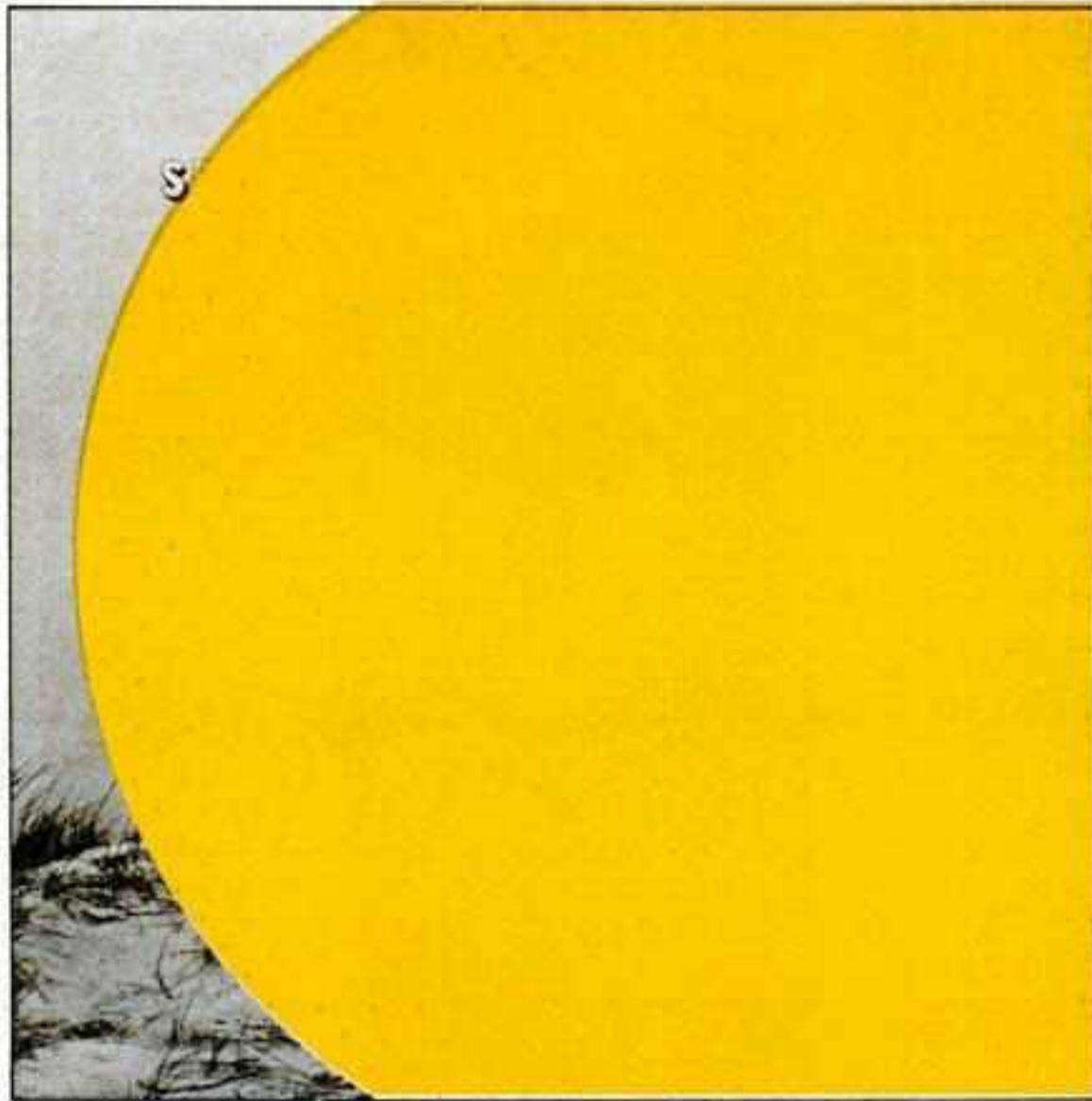
HOT 100—A TO Z—(Publisher)

Large alphabetical listing of songs and their publishers. Includes 'Act Naturally', 'Ain't That Peculiar', 'Baby Don't Go'.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100. Includes 'CRAWLING BACK', 'IL SILENZIO', 'FOR YOUR LOVE'.

Their new release.



Need we say more?

Flash Paved Way for Rascals

NEW YORK—The Rascals, new vocal group bowing on Atlantic Records this week, are rolling into the disk market under a full head of promotion steam.

It all started last August during the Beatles' concert at New York's Shea Stadium when promoter Sid Bernstein, who also manages the new group, had the inspiration to flash "The Rascals Are Coming" on the electric scoreboard, and interest in the group has not flagged since. The group has been publicized in syndicated columns originating in New York and on TV shows originating in Los Angeles but it's the electric flash at Shea Stadium which can be credited for their entry into the disk whirl.

According to Bernstein, the Shea Stadium teaser stirred immediate record company inquiries about the group and he started steering the disk executives out to the barge in Westhampton, L. I., where they were then appearing. Bonus offers for signing, running as high

as \$25,000, began to pour in, but Bernstein chose Atlantic, which offered less, because, as he put it, "Atlantic really dug the kids."

At the close of the summer season at the Barge, where Bernstein had boosted their weekly earnings from \$400 to \$1,200, the Rascals moved back to Manhattan for a stint at Harlow's. Still without a record release, interest in the group continued to grow through such gimmicks as flooding the town with election campaign-type buttons heralding the Rascals.

The boys—Felix Cavaliere, singer-guitarist; Dino Danelli, drummer, and Eddie Brigate, singer-tambourine, began a two-week date with options at New York's Phone Booth last Thursday (28). The reaction to their first single and the album, which will be forthcoming, will shape the pattern of their future dates.

Bernstein, who manages the group in partnership with Walter A. Hyman, has made no further commitments for the

group except for the possibility of three guest spots on Ed Sullivan's TV show. Bernstein, who is talent booker for "Hullabaloo" and an independent producer of music concerts, had avoided moving into the managerial field until the Rascals came along. He explained, "I believe the time is ripe for an American group to break through with the same impact as such British groups as the Beatles, the Dave Clark Five and the Animals."

Astrid Gilberto + Tijuana Brass = Excitement

NEW YORK — The cool, measured cadence of Astrid Gilberto and the hot, swinging rhythms of Herb Alpert and the Tijuana Brass added up to an exciting musical evening for Basin Street East patrons Thursday (21) night.

Playing their first New York date, the Tijuana Brass — two trumpets, two guitars, a trombone, drums and piano—combine the antics of Spike Jones with first-rate musicianship and come up with sparkling treatments on such pop standards as "Hello, Dolly!" and "Taste of Honey."

As a trumpet soloist, Alpert ranks with the best, and the rest of the crew isn't far behind. The group plays Latin, Bavarian oom-pah-pah and jazz with equal aplomb, clowning just enough to let the audience know that it doesn't take itself too seriously.

Most of their numbers were bold and brassy, particularly "Tijuana Taxi," taken from "Going Places," their latest A&M release.

Miss Gilberto's bittersweet quality comes across dramatically with the works of Carlos Jobim. Most of her numbers were written by the Brazilian composer.

Her trademark, "Ipanema," drew the heaviest applause, and she also scored with "It Might as Well Be Spring," "The Shadow of Your Smile" and a Portuguese version of "In the Mood."

The MGM-Verve artist sings in a cool, relaxed style, imparting a wide range of feeling in a tight, disciplined vocal format.

AARON STERNFIELD

England Called 'The Most' By Dot's Carolyn Hester

NEW YORK—Carolyn Hester, folk singer on the Dot label, claims that England is still the most satisfying groove for a creative artist. She claims that her feelings are shared by a number of other American artists.

"Bob Dylan was established as a songwriter here," says Miss Hester, "but his own recordings weren't selling until he went to England and won recognition as a vocalist and concert performer. Not till he had his English success did he return to America and become accepted as a singer as he'd been a writer."

Signings

Chips & Co. is the latest teen rock 'n' roll group to sign with ABC-Paramount. Composed of four boys, group has worked together for the past three years. First single couples "You're You" and "Every Night (A Mournful Cry)." . . . Mercury's West Coast office has signed the following teen-age attractions: the **Parlays**, a girl group; the **Green Beans**, four boys with green hair; **Peter Ford**, and the **Sinners**. . . . The **All Night Workers**, a folk-singing quintet composed entirely of Syracuse University undergraduates, has been signed to Pickwick City Records. . . . **Joey & the Continentals**, a group from Ohio, to Claridge Records. . . . College concert artists, the **Saxons**, to Mirra-sonic Records.

JOYCE ACTS FOR U. S. BASES

NEW YORK—Jolly Joyce has set several acts to play U. S. Army bases in West Germany. Set to go over are Melba Montgomery (Nov. 18-29), Billy Walker and the Willis Bros. (Dec. 14-18) and Faron Young and the Deputies (March 1-15). Joyce made the deals in conjunction with Gisella Gunther of Frankfurt.

Miss Hester also noted the recent success of Joan Baez with her first single which was a hit in England before it started climbing on the American charts. Miss Hester hopes her own first single, "What Does It Get You," follows the pattern set by Miss Baez' disk when it is released in England on Nov. 15. Miss Hester will be on hand when Pye begins its promotion.

This will be her third trip to England where she has star status due to the success of her two recent visits and a special half-hour program that was devoted to her on BBC. As part of her new tour, she'll be doing more English TV including the Emonn Andrews Show, which, she explains, is like the Johnny Carson Show here.

Peterson Trio Hits on All Keys At Cafe Date

HOLLYWOOD—"I think he uses a piano roll," Duke Ellington exclaimed to his table mates after the opening set of the Oscar Peterson Trio Thursday (21) at Shelly's Manne Hole.

This comment summed up the impression Peterson left during his opening night stint. A large adult audience sat hushed as the Peterson Trio's melodic modern style swept the room.

This cogent organization is slowly breaking up, with bassist Ray Brown reportedly leaving Peterson in December after 15 years. Peterson's drummer for the past five years, Ed Thigpen, is now on his own, with Louis Hayes providing the propulsion.

Peterson's right hand attack is light and fleeting. There is humor and finesse in Peterson's approach to jazz. Brown's strong melodic touch with Hayes' clean, swift brush and stick work, are a healthy combination behind the leader's swirling improvisations.

Peterson is set to record for Limelight, which faces the problem of building a new, strong image for Peterson's new group once Brown is gone.

ELIOT TIEGEL

PEOPLE AND PLACES

Ethel Gabriel, artist and repertoire producer for RCA Camden, celebrated her 25th anniversary with RCA Victor. . . . "Grape Expectations," a musical farce by **Jay Kerr**, **Leonard Schaffer**, **Sterling R. Lawrence** and **Bradley M. Burg**, has been named winner of the fifth annual BMI Varsity Show Competition. The show was the 76th production of the Princeton University Triangle Club. . . . **Thelma Carpenter** has joined the guest star list for the USO benefit which **Sammy Davis** and **Joan Crawford** will present at Madison Square Garden on Nov. 14. . . . **Emil Coleman Jr.** will now be associated with **Ben Cutler** Orchestra. . . . A daughter was born to **Richard and Arlene Friedenberg** on Oct. 19. The father is with the Columbia Record Club a&r department.

Joe Sherman and **George D. Weiss** have signed **Ray Allen** to their production firm. . . . The **Kim Sisters** have been signed for two "Hollywood Palace" shows on ABC-TV. . . . Olympia Distributing Corp. is offering to all radio and television stations a newly recorded version of "The John Fitzgerald Kennedy March" to commemorate the second year of the assassination. The march was written by **Andrea and Ervin Litkei**. **Larry Steinfield**, Olympia's promotion director, is handling requests for the disk. . . . **Reginald M. Jervis**, independent promotion man, now working out of the West Coast. . . . **Stan Zabka**, composer of NBC's sports theme, became the father of a boy on Oct. 20. . . . **Marty Thau** added the **Kids Next Door** to his managerial stable. . . . The **Righteous Brothers** scheduled for a shot on **Ed Sullivan's** CBS-TV show Nov. 7. . . . Actor **Cameron Mitchell** has signed a personal management contract with **Barbara Belle**.

John McMartin has been signed to appear opposite **Gwen Verdon** in the upcoming Broadway musical, "Sweet Charity." . . . Promoter **Sid Bernstein** and music publisher **Richie Becker** formed a production company to present a series of country and western concerts in the Northwest. . . . The **Seven of Us**, a new vocal combo, currently at **Scott Muni's** Rolling Stones discotheque. . . . **Charles De Forrest** back at the Apartment's piano bar.

Neil Bogart, Cameo-Parkway's newly appointed marketing coordinator, in Los Angeles charting tours and TV appearances for label's artists. . . . **Max Cooperstein** has negotiated an agreement with Music Tapes, Inc., on behalf of Chess-Checker-Cadet Records for both pre-recorded and auto tapes. The deal calls for a minimum of 25 albums a year. . . . **Jean Dushon** is off on an eight-city tour for her "Feeling Good" single on Cadet. . . . Theatrical attorneys **Jerrold H. Kushnick**, **M. Richard Asher** and **Howard N. Beldock** have formed a partnership with offices in New York. . . . **Donovan** will make his first concert appearance in the U. S. Nov. 19 at the Village Theater. **Harold Leventhal** is presenting. . . . **Jack Fine**, national sales and promotion manager for Joda Records, on the road promoting Joda's first pop release "All I Really Wanna Be Is Me," by the **Coswell Brothers**. . . . The **New Christy Minstrels** are scheduled to play major Air Bases and other military installations from Dec. 23 to 28. . . . **Scott Ross** will emcee the **Rolling Stones** concert at the Academy of Music on Nov. 6. . . . The **Vagrants** are at Harlow's for the next two weeks. . . . The **Elephants** have been held over for another month at the Eighth Wonder. . . . Pianist **Jimmy Wisner** will accompany **Mel Torme** at his Basin Street East date starting Nov. 12. . . . Columbia Records' **Charles Lloyd Quartet** currently out on a national tour.

Tillotson Back; Tilled the Soil

NEW YORK—Singer Johnny Tillotson is back in New York after completing the first part of an intensive promotional tour on the West Coast for new MGM single, "Our World." Tillotson spent 10 days in Los Angeles appearing on six TV shows: "Lloyd Thaxton," "Ninth Street West," "American Band-

stand," "Hollywood Au Go-Go," "Shebang" and "Hit or Miss."

Tillotson, upon his return to New York, will concentrate on further local and national TV promotions for the recording. National TV during November includes "The Ed Sullivan Show," "Hullabaloo" and "The Merv Griffin Show." Local appearances include Clay Cole and Joe Franklin (N. Y.) and "Ten Around Town" (Philadelphia).

"Our World," written by Paul Evans and Paul Parnes, is a Tanridge production produced by Paul Tannen.



RCA VICTOR recorded the original cast album of the new Broadway musical "On a Clear Day You Can See Forever" at New York's Webster Hall Sunday (24). Shown here during a break are, left to right, Alan Jay Lerner, librettist-lyricist; Joe Linhart, co-producer of the album; the show's stars Barbara Harris and John Cullum; composer Burton Lane, and George R. Marek, RCA Victor vice-president-general manager and co-producer of the album.

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TOP LP's

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

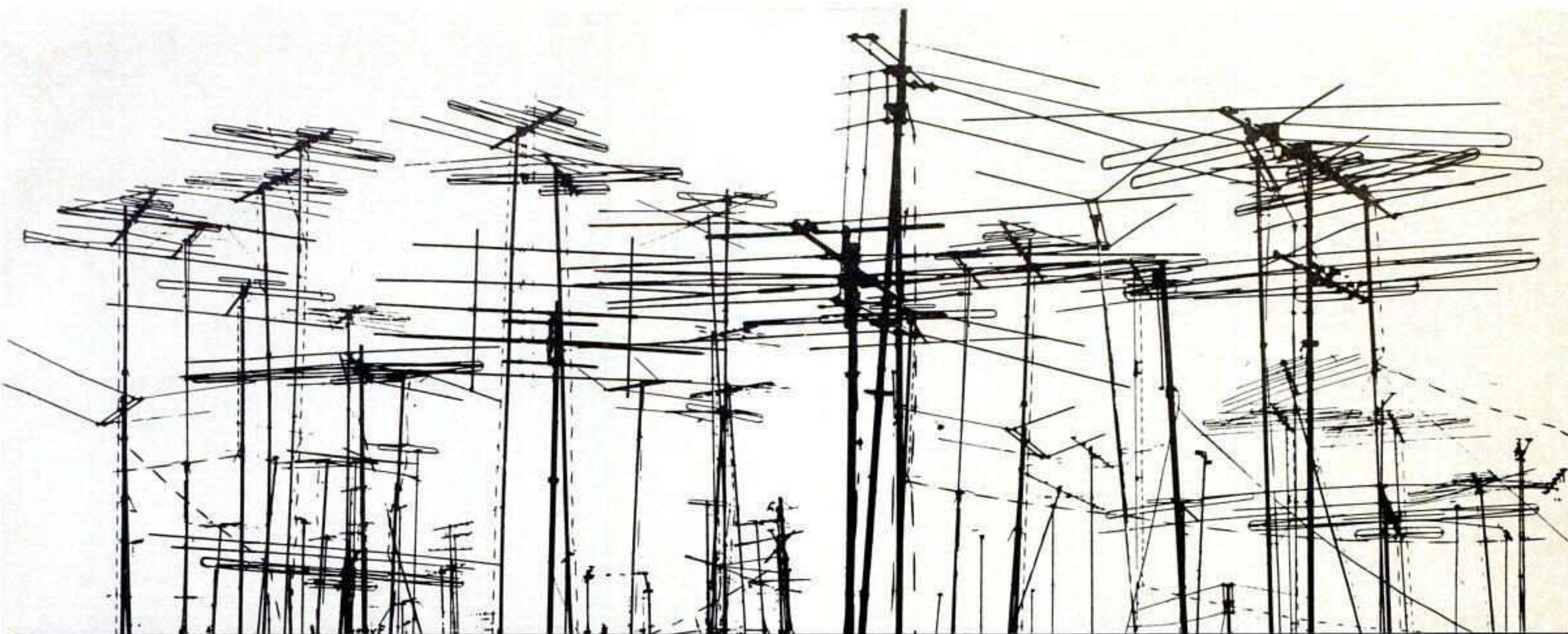
Record Industry Association of America seal of certification as million dollar LP's.

Billboard Award

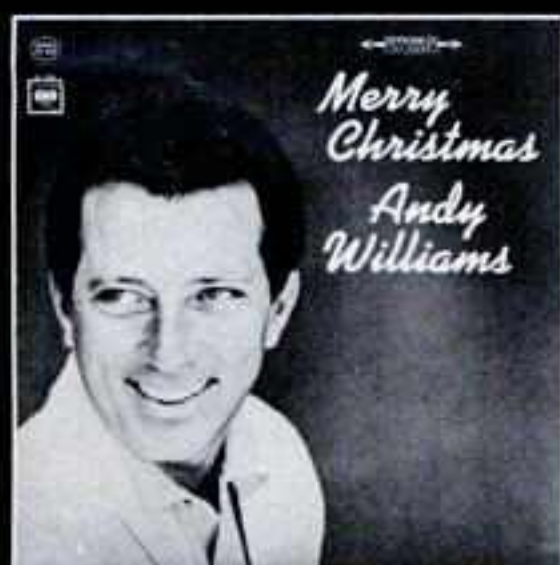
Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like HELP, THE IN CROWD, HIGHWAY 61 REVISITED, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like JOAN BAEZ/5, THE PINK PANTHER, A SONG WILL RISE, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like THE SWEETHEART TREE, THREE O'CLOCK IN THE MORNING, HUSH, HUSH, SWEET CHARLOTTE, etc.



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have COLUMBIA RECORDS
stars in their eyes....**



Andy Williams
CL 2420/CS 9220+



Steve Lawrence
CL 2419/CS 9219+



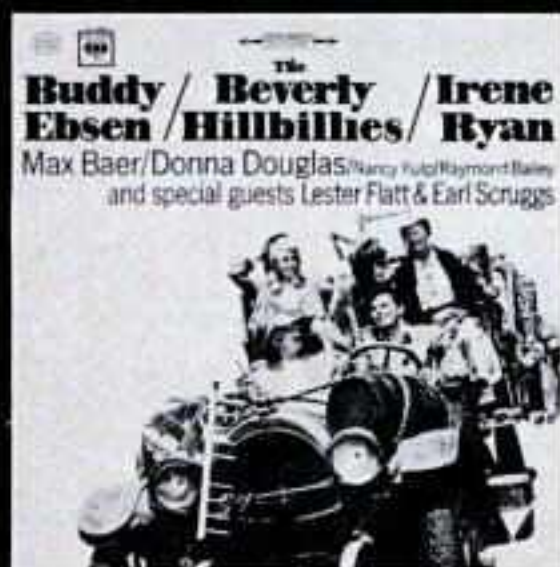
The Hullabaloo Show
CL 2410/CS 9210+



Barbra Streisand
CL 2409/CS 9209+



Jimmy Dean
CL 2404/CS 9204+



The Beverly Hillbillies
CL 2402/CS 9202+



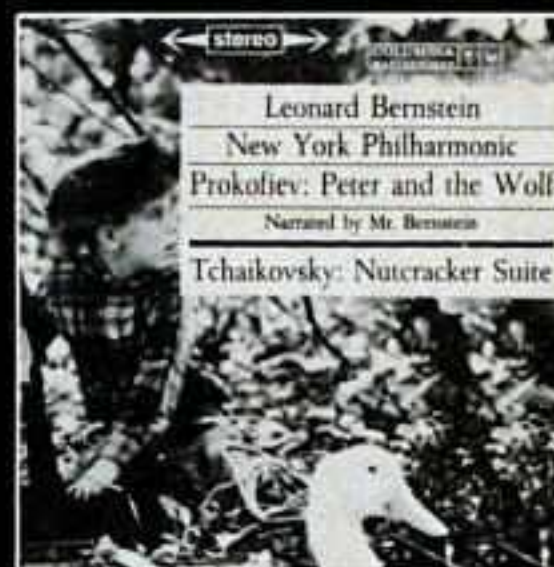
Burns & Schreiber
CL 2370/CS 9170+




Jim Nabors
CL 2368/CS 9168+



Skitch Henderson
CL 2367/CS 9167+



Leonard Bernstein
ML 5593/MS 6193+

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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: WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Lists songs 1-32.

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

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

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from Act Naturally to I Knew You When.

Table listing songs A-Z from I Live for the Sun to My Girl Has Gone.

Table listing songs A-Z from Mystic Eyes to You've Got to Hide Your Love Away.

Table listing songs 101-135 from Hole in the Wall to The Times They Are a-Changin'.

IT'S MY LIFE

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this one could top
"We Gotta Get Out
Of This Place"*

THE ANIMALS

IT'S MY LIFE

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MGM



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COUNTRY MUSIC



RAY PRICE has another sure bet for top-of-the-chart action with "Don't You Ever Get Tired of Hurting Me" (Columbia 4-43427). The song is published by Pamper Music, and promoters will want to take note that Ray is now booked by Hal Smith Artists Productions. (Advertisement)

WSM'S Opry Trust Fund Nets 35G

NASHVILLE—Radio Station WSM announced last week that about \$35,000 had been deposited in the Grand Ole Opry Trust Fund and that nine top country music artists had been named to the beneficiary committee for one-year terms.

The committee: Roy Acuff, Ernest Tubb, Hank Snow, Marty Robbins, Roy Drusky, Bill Anderson, Earl Scruggs, Jimmy Newman and Porter Wagoner.

The fund was raised from fees of \$10 each contributed by delegates to the recent WSM Country Music Festival. A trust committee of nine members, mainly composed of officials of WSM and National Life and Accident Insurance Co., is yet to be named.

The trust fund was established for the purpose of aiding needy persons in the country music field, including those not members of the "Grand Ole Opry."

Charlie Gore Back at WLW



CHARLIE GORE

CINCINNATI — Charlie Gore, veteran country-western singer and multi-instrumentalist, has been signed by Crosley Broadcasting as a regular member of the staff of "Midwestern Hayride." The hour-long show, telecast in color since 1957, originates at WLW-T, Cincinnati, and is fed to Crosley's WLW-D in Dayton, Ohio; WLW-C, Columbus, Ohio, and WLW-I, Indianapolis. It is also carried on WLW-Radio.

Gore's first break in the country-western field came when he was with WLW-T from 1949 to 1953. He made his first ap-

(Continued on page 30)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/6/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	HELLO VIETNAM Johnny Wright, Decca 31831 (New Keys, BMI)	11	26	32	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	7
2	2	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	13	27	43	MORE THAN YESTERDAY Slim Whitman, Imperial 66130 (Maiden Fair/Cuculu, BMI)	2
3	8	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	9	28	46	BUCKAROO Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI)	2
4	6	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 980 (Tree, BMI)	13	29	49	THE QUEEN OF DRAW POKER TOWN Hank Snow, RCA Victor 8655 (Robertson, ASCAP)	2
5	3	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	18	30	33	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP Charlie Louvin, Capitol 5476 (Moss Rose, BMI)	3
6	7	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	11	31	—	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	1
7	5	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	15	32	30	BIG TENNESSEE Tex Williams, Boone 1032 (Richwell, BMI)	6
8	4	GREEN, GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	15	33	47	HANK WILLIAMS' GUITAR Freddie Hart, Kapp 694 (Laredo, BMI)	2
9	11	KANSAS CITY STAR Roger Miller, Smash 1998 (Tree, BMI)	6	34	23	WHO DO I THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	13
10	13	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	13	35	39	HARVEST OF SUNSHINE Jimmy Dean, Columbia 43382 (Plainview, BMI)	2
11	14	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Vector, BMI)	7	36	44	WHITE LIGHTNIN' EXPRESS Roy Drusky, Mercury 72471 (Moss Rose, BMI)	3
12	18	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	10	37	41	A-11 Johnny Paycheck, Hilltop 3007 (Pamper, BMI)	4
13	17	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	8	38	40	LET'S WALK AWAY STRANGERS Carl Smith, Columbia 43361 (Cedarwood, BMI)	4
14	22	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE Little Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	5	39	36	A LITTLE UNFAIR Lefty Frizzell, Columbia 43364 (Pamper, BMI)	4
15	21	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	5	40	37	I'M JUST A COUNTRY BOY Jim Edward Brown, RCA Victor 8644 (Folkways, BMI)	4
16	19	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	8	41	42	HONKY TONKIN' AGAIN Buddy Cagel, Mercury 72452 (Freeway & Black Jack, BMI)	7
17	12	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	14	42	45	WALTZ ACROSS TEXAS Ernest Tubb and His Texas Troubadours, Decca 31824 (Corvair, BMI)	3
18	20	STOP THE WORLD (And Let Me Off) Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	7	43	48	I KEEP FORGETTIN' THAT I FORGOT ABOUT YOU Wynn Stewart, Capitol 5485 (Yonah, BMI)	4
19	10	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	16	44	—	WATCH WHERE YOU'RE GOING Don Gibson, RCA Victor 8678 (Acuff-Rose, BMI)	3
20	9	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	14	45	31	JUST TO SATISFY YOU Bobby Bare, RCA Victor 8654 (Irving & Parody, BMI)	6
21	15	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	8	46	—	TATER RAISIN' MAN Dick Curless, Tower 161 (Aroostook, BMI)	1
22	29	FLOWERS ON THE WALL Stetler Brothers, Columbia 43315 (Southwind, BMI)	7	47	—	POOR RED GEORGIA DIRT Stonewall Jackson, Columbia 43411 (Cedarwood, BMI)	1
23	25	LIFE'S GONE AND SLIPPED AWAY Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	5	48	—	ONE MAN BAND Phil Baugh, Longhorn 563 (Saran & Deep Cross, BMI)	1
24	16	IF IT PLEASURES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	12	49	50	BRINGING MARY HOME Country Gentlemen, Rebel 250 (Starday, BMI)	2
25	28	HURRY, MR. PETERS Justin Tubb & Lorene Mann, RCA Victor 8659 (Screen Gems-Columbia, BMI)	6	50	—	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	5	11	11	NEW COUNTRY HITS George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060 (S)	5
2	2	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	12	12	19	STRANGERS Merle Haggard, Capitol T 2373 (M); ST 2373 (S)	2
3	4	THE FIRST THING EV'RY MORNING Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)	6	13	17	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	2
4	3	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	7	14	10	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	8
5	6	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	5	15	12	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	28
6	5	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (e) (S)	11	16	16	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	15
7	7	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	16	17	15	THE BRIDGE WASHED OUT Warner Mack, Decca DL 4692 (M); DL 74692 (S)	3
8	8	DEL REEVES SINGS GIRL ON THE BILLBOARD United Artists UAL 3441 (M); UAS 6441 (S)	7	18	13	MR. & MRS. USED TO BE Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	5
9	9	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	7	19	20	DON'T TAKE ADVANTAGE OF ME Bonnie Owens, Capitol T 2403 (M); ST 2403 (S)	2
10	14	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	6	20	—	TOO MUCH HURT Don Gibson, RCA Victor LPM 3470 (M); LSP 3470 (S)	1

BREAKAWAY TO THE TOP



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Jimmy Key, Pres., Tom T. Hall, Writer

Exclusive Booking & Management: Key Talent, Inc., 812 16th Ave. So., Nashville,
Tennessee, Jimmy Key, Pres., A. C. 615-242-2461

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FIGHTING MAN'S
SIDE OF THE
ISSUE !!**

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I miss you & there's something on my mind tonight,
At mail call I received your letter here today
But I don't understand the things you say
You tell me there are people marching in our streets,
The signs they carry say that we don't fight for peace,
There's not a soldier in this foreign land who likes this war,
Oh Momma tell them . . .

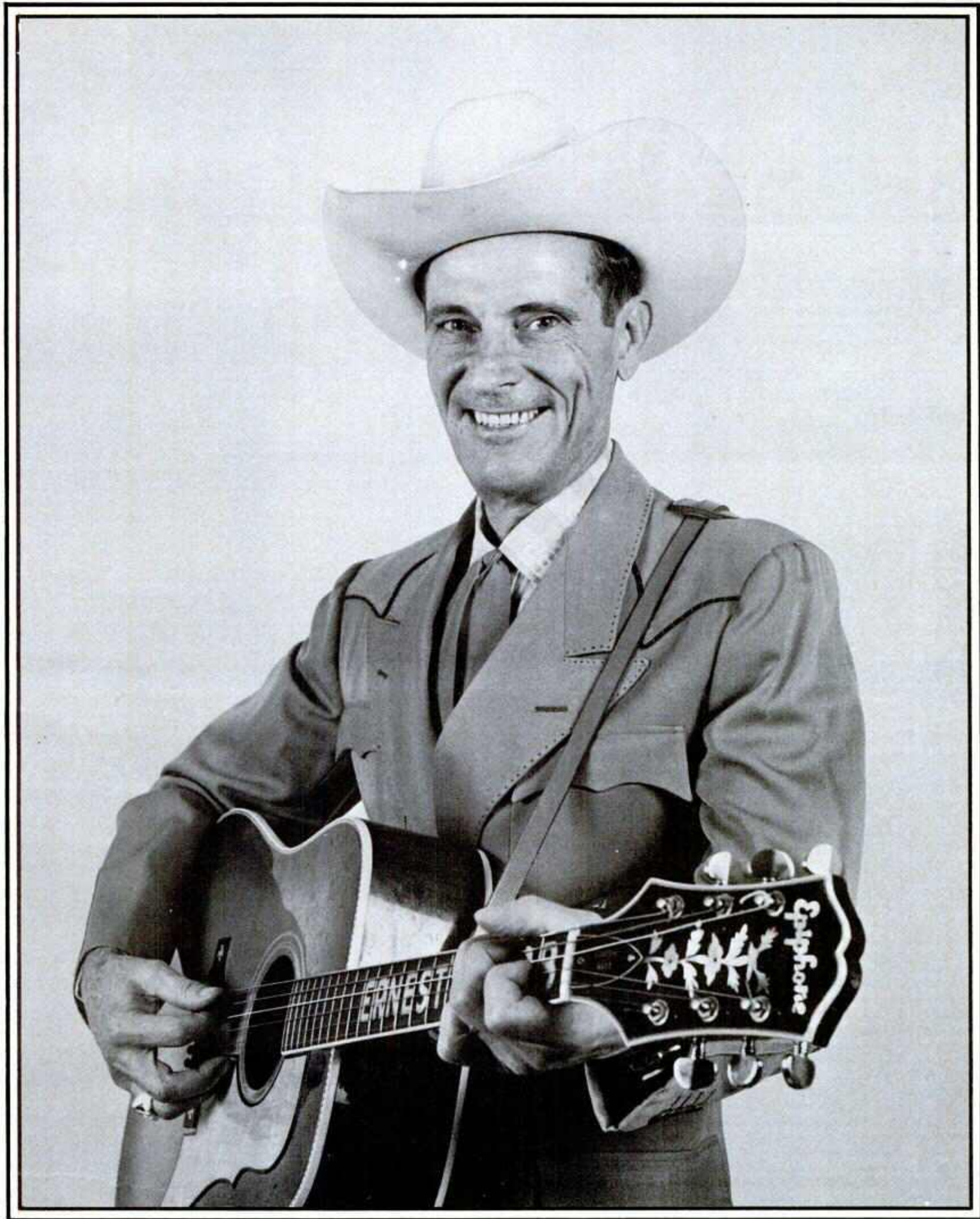
"What We're Fighting For"

(Mercury 72500)

Published by: New-Keys Music, Inc., 812 16th Ave., So., Nashville, Tenn.
Jimmy Key, Pres. Tom T. Hall, Writer

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CMA Banquet Show Brilliant Layout

NASHVILLE—A highlight of the Country Music Association banquet (23) was the smooth, sparkling show of LeRoy Van Dyke, his Auctioneers and Auctionettes titled "It's a Big, Wide, Wonderful World of Country Music."

The superb script carried country music from its broadcast beginnings more than four decades ago to the present, with such international hit tunes as "Tennessee Waltz," "Oh, Lonesome Me," "Anytime," "Your Cheatin' Heart," "Jambalaya" and "King of the Road."

Watching the slick choreog-

raphy of the Auctionettes, Barbara Voorhies, Sally Harrison and Connie Landers, as they sang background for Van Dyke, the most significant impression of the viewer was that country music today can be as polished, sophisticated and urban as the most modern pop material.

Van Dyke, who did a masterful job, also scored with "Ballad of Michael," "Black Cloud" and an original number written for the event, "Hall of Fame."

The man behind the entertaining, eye-catching show, who produced and staged it, wrote the script and the original material, including a "commercial" which named the many national advertisers who sponsor country music, was Gene Nash, Van Dyke's personal manager. Jerry Glaser, general manager of WNEO, coordinated the show.

The Auctioneers, X. Lincoln, Jimmie Johnson, Billy Rainsford and Joel McDuffee, did an outstanding job, not only for Van Dyke but in backing up Boots Randolph, Chet Atkins and Floyd Cramer, who came on after the Van Dyke production and were in top form.

The Blue Boys, who played cocktail music earlier, and Bob Wills and the Texas Playboys, with Leon Rausch, who played for dancing, displayed a superior technique which explains why they have been great favorites for so long.

The Van Dyke show was by far the best staged yet at a CMA banquet. It will be hard to top.

ELTON WHISENHUNT



THIS IS the feline view about her man overseas. Joyce and Linda New sing "I'm the Girl Left Behind in the U.S.A." (Split 527). The song is published by Hardtime Publishing Co., 2621 Lakeland Drive, Nashville, Tenn. (Advertisement)

Charlie Gore

• Continued from page 26

pearance on the "Hayride" at the age of 19, and was with the show when it was fed to the NBC network for two summers. Since that time he had his own c&w show in Indianapolis, and later did radio work in West Virginia.

Gore has written numerous songs, most prominent of which was "Daddy-O." Bonnie Lou, of the "Hayride" cast, made the first recording on it, and was followed by 12 others, including one by the Fontaine Sisters which became the big seller.



NASHVILLE SCENE

By ELTON WHISENHUNT

AFTER THOUGHTS! It was quite a week. Hope everybody is rested up. The golf tournament was a great addition to the celebration. It's bound to get bigger each year. Don Pierce and Bobby Lord played terrific golf to come through for a grand old guy of the game, pro Dutch Harrison. Hats off to Don Pierce, Hal Neely, Bill Denny and all the others who worked so hard to make the tournament a success.

NEWS NOTES: Singer Bobby Sykes has joined the touring Marty Robbins show. . . . Mel Tillis is playing dates in Florida. . . . Harvey Price, Route 2, Box 49C, Williamsburg, Va., offers deejays copies of Jean Alford's "First Man on the Moon" and "The Great Society." . . . Joyce Allsup, composer of the current Ernest Ashworth hit, "The DJ Cried," is a secretary who is fast making the transition to composer. She has songs in albums by Porter Wagoner, Ernest Tubb and Loretta Lynn. Stonewall Jackson recently recorded one of her songs and other artists have recorded some for future release.

SOMETHING DIFFERENT: The Western Lounge, 1298 Madison, Memphis, has set up a record company, released a single by an artist who performs regularly at the lounge, Dean Cross. Songs on the disk, "Hello Frisco, Goodbye Vietnam," and "The Stronger of the Two," were both written by Gene Rowe.

HOP-SCOTCH: Carl Belew and Marion Worth taped last week for the "American Swingaround" TV show in Chicago. . . . A fan club for singer-yodeler Ethel Delaney has been formed by Clairetta Irish, 250 West Third Street, Erie, Pa. . . . Another yodeler, Kenny Roberts, is on a swing of Eastern dates

this week plugging his new Starday release. . . . 20th Century-Fox Records have signed Joe Bill, long-time regular on "Big D Jamboree," Dallas, and Ronnie Murray, of Corpus Christi, Tex., both developed by agent Charles Wright of Dallas. . . . WRPB, all-country radio station at Macon, Ga., just concluded a highly successful month of promotion during October, Country Music Month, reports President Edgar Nobles.

DIDJA KNOW that singer Bobby Lewis cuts his own hair? He does it with mirrors.

CHART CHAT: Perry Como is expected in town soon for another recording session. . . . Columbia a&r chief Don Law is working with the Jordanares on an album of the big songs on which they sang back-up for other artists. Be out in January. . . . Jerry Wallace, Mercury artist, recorded some songs while in Nashville for the recent convention. . . . "Don't You Ever Get Tired of Hurting Me?" which was included in Ray Price's album, "The Other Woman," was getting top air play. Thereupon Columbia issued it last week as a single.

TOWN AND COUNTRY: Moss-Rose Publishing Co. signed Donna Hay as a writer. She's a neighbor of singer Del Reeves. . . . Flatt and Scruggs played a concert recently at Princeton University. They're the hottest thing around on the college circuit. . . . Jeanie Seely, formerly of Hollywood, has moved to Nashville as assistant to Bob Jennings, manager of Four Star Music's office. . . . Movie producer Sam Katzman, who has made several Elvis Presley movies, is thinking of signing Hank Williams Jr. to a movie contract.



MAYOR'S AWARD—Owen Bradley, right, head of Decca's Nashville operation, received Mayor Beverly Briley's first annual Mayor's Metronome Award. The Mayor said he will present the award each year to the person who has contributed the most to country music during his lifetime. The presentation was made recently on stage at the "Grand Ole Opry."

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GMA to Begin Drive for Organizational Members

NASHVILLE—Brock Speer, newly elected chairman of the board of the Gospel Music Association, said last week he hopes GMA can get its organizational membership drive under way next month.

panies will be asked to join at \$100 each per year, with subsidiary companies paying dues of \$50 a year. Lifetime individual memberships will also be offered at \$100 each.

Speer said: "We also hope to get a number of deejays as mem-

bers." Individual memberships are \$10 each per year. After the organizational drive is under way, fans will also be enlisted, Speer said.

Aim of the drive is to give GMA sufficient capital to open an office in Nashville within the next year and employ a full-time executive secretary who can work at continuing the membership drive and perform other necessary duties.

Purpose of GMA, which was founded at the 1964 National Quartet Convention, is to foster and promote gospel music. Leadership of the association for the coming year is in the hands of Speer and James Blackwood, first vice-president. President of GMA, Tennessee Ernie Ford, will be prevented from active participation because of his TV commitments.

SHAPED NOTES

By ELTON WHISENHUNT

The Happy Goodman Family, the Dixie Echoes and the Florida Boys were in Nashville last week taping their one-hour TV show, "Gospel Singing Jubilee," at WSIX-TV. They filmed 10 shows last week, will film 10 this week. Producer is Noble-Dury & Associates, Inc. After that, the Goodmans leave with the Oak Ridge Boys for a six-day tour of Texas beginning Nov. 8. The tour was set by Don Light of the Don Light Talent Agency.

Henry Slaughter, pianist and emcee for the Imperials, was honored recently at his home town of Roxboro, N. C., with a Henry Slaughter Day. A huge crowd turned out and Slaughter was presented a plaque by baseball great, Enos Slaughter, now in retirement.

The Harvesters Quartet of Charlotte, N. C., is breaking up. Manager Bill Heafner will become a gospel promoter in the North Carolina area. . . . Dottie Rambo recorded a solo album recently for Heart Warming Records, with background singing by the Imperials. . . . Pat Zondervan, publisher of Grand Rapids, Mich., had to leave the National Quartet Convention in Memphis recently before it was over to fly to London on a business conference.

Congratulations to directors of the Gospel Music Association on their excellent choice of officers. Tennessee Ernie Ford adds national prominence to the association. James Blackwood as first vice-president is a superb choice to direct GMA in the coming year. Other selections, Urias LeFevre as second vice-president; Marvin Norcross, secretary, and Don Light, treasurer, were also sound.

a great need for this service."

Mrs. Underwood said the new company already has some songs by top composers to publish, including songs by Mosie Lister, Lee Roy Abernathy, Vep Ellis and Wally Fowler.

When a gospel group records, she said, they will be offered songs from the publishing company's catalog or they may record their own songs.

Sunliters' Career Gets Big Lift



THE SUNLITERS—From left: Jan Buckner, Wendy Bagwell and Jerri Morrison.

A group that has jumped into the top rung of gospel performers since their nine-week tour of Europe earlier this year under sponsorship of the Department of Defense is Wendy Bagwell and the Sunliters of Atlanta.

"Their reception overseas was tremendous," said their agent, Joe Head, of Joe Head Productions, Mableton, Ga., near Atlanta. "Every gospel promoter is now advertising this highly successful tour wherever the Sunliters appear."

Leader of the group is Wendy Bagwell, who sings baritone, plays guitar and is a talented composer. Much of the material the Sunliters sing is composed by Bagwell. The most requested of his songs from fans are "Pearl Buttons" and "Across the Bridge." The late Jim Reeves also recorded "Across the Bridge."

Wendy won the award as the

most popular radio and TV personality in the Atlanta area at the 1960 National Quartet Convention. The group has also won the title as the nation's No. 1 Gospel Folk Singing Trio.

Other members of the group are Jerri Morrison, lead singer, and Jan Buckner, alto singer, who also plays piano, bass guitar and several other instruments.

The group records for the Hilltop label, of Long Island City, N. Y., which is issuing next month an album titled "Tour of Europe with the Sunliters," based on their tour to entertain U. S. servicemen at far-flung bases in many countries.

The Sunliters have performed at Carnegie Hall, New York, and their popularity is fast spreading nationally. They are now in constant demand for performances.

New Gospel Music Co. Organized in Nashville

NASHVILLE—A new gospel music publishing and recording company to record small gospel groups who are not nationally known was organized in Nashville last month, with Calvin Newton, tenor with the Sons of Song, as president.

Other officers: Mrs. Diana Underwood, secretary, and Mrs. Mary Ann Kirk, treasurer. Company name is Calebo-Kirkwood Co., Inc. Offices and recording studio are at 200 23d Avenue here.

Newton said the company will offer small gospel groups who are well known in a particular area, but not nationally, the opportunity to record.

"We will record them on our label and provide them with albums for sale by them," Newton said. "I was amazed to learn that the recording field was so restricted to them. They can't get on a big label. There are dozens of such groups who have large local followings who would buy their albums. We think there is

"WORLD OF RELIGIOUS MUSIC"

First Annual Edition Praised By Many Industry Leaders

MEMPHIS—Billboard's first annual "World of Religious Music" was warmly received when it was distributed to gospel music leaders at the National Quartet Convention in Memphis (15) at a luncheon hosted by Billboard.

The book was highly praised by Hovie Lister, of the Statesmen; James Blackwood, of Blackwood Brothers; Mrs. Eva Mae LeFevre, of the LeFevres; W. F. (Jim) Myers, of SESAC; Mrs. Frank Stamps and many others.

Billboard delivered 600 copies to James Blackwood, president of the National Quartet Convention. He reported two days later that all had been sold. He ordered more copies to take on the Blackwood bus when it tours.

Other gospel quartets, including the Imperials, the Statesmen, the Stamps Quartet, and others, have said they want to take copies of the book on tour with them.

Amateur Winners

MEMPHIS—Top amateur gospel groups of 1965 are the Berryettes, of Fredericktown, Mo., in the adult division, and the Musical Four, of Godwin, N. C., in the children's division.

They were the winners of the amateur contest during the recent National Quartet Convention at which several dozen amateur groups from all over the U. S. competed.

GMA MEETING DATES SET

MEMPHIS—The 1966 meeting dates for officers and directors of the Gospel Music Association were set recently at the National Quartet Convention. The meetings will be Jan. 3, April 4 and Aug. 15 in Nashville, and Oct. 20 at Memphis during the 1966 National Quartet Convention.

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Hess and Sumner Dreams Come True

By ELTON WHISENHUNT

NASHVILLE—In 1963 when J. D. Sumner sang bass for the Blackwood Brothers and Jake Hess sang lead for the Statesmen, they got to talking at a gospel sing at Little Rock, Ark., and found they both had the same ambition.

Hess said: "Someday I'm going to form my own quartet."

Sumner responded: "I am, too."

Now both have realized their dream.

Soon after that eventful meeting, Hess, who had sung with the Statesmen for 15 years and was regarded as the most popular lead singer in the nation, left the Statesmen and formed the Imperials Quartet.

He moved from Atlanta to Nashville and set up headquarters in the RCA Building, signed with Heart Warming Records and began a busy concert schedule which soon put the Imperials among the top rank of quartets.

This past July, Sumner, recognized as one of the top brass singers in the nation, realized his dream. He had sung bass with the Blackwood Brothers for 10 years. The Blackwood Brothers had bought the Stamps Quartet and other Stamps operations in Dallas in 1962.

Sumner owned interest in some of these enterprises, including the Stamps Quartet. He took over management of the Stamps Quartet, moved them from Dallas to Memphis, but still found it difficult to perform



THE REBELS QUARTET'S latest album, "Somebody Touched Me" (Skylite SS/6035), is sure to please gospel fans all over the country. It's a top album for radio programming and a dealer's must. (Advertisement)

this task and also travel with the Blackwood Brothers.

In July Sumner switched from the Blackwood Brothers to the Stamps Quartet (the Stamps bass singer moved to the Blackwood Brothers). Sumner now not only manages the Stamps group but sings concerts with them and records with them.

Next Hess and Sumner, who have been close friends for years, bought buses just alike and began working together recently. They left last week on a month-long tour of the West Coast and Canada playing concert dates together.

Speer Plans Newsletter

NASHVILLE—Brock Speer, newly elected chairman of the board of Gospel Music Association, said last week he hopes to get out a newsletter soon to GMA members.

Speer said as soon as Marvin Norcross, new secretary of GMA, gets to Nashville they will confer, get records in order and work on the letter.

Speer said he hopes to make arrangements for a monthly newsletter to members and believes that is essential to encourage interest in GMA and its growth.

Norcross, vice-president of Word Records, Inc. of Waco, Tex., comes to Nashville frequently to record gospel quartets.

1966 Gospel Convention Dates Set October 20-23

MEMPHIS — Dates of the 1966 National Quartet Convention at Memphis are Oct. 20-23. It will be the 11th annual convention and the second time it has been a four-day event.

James Blackwood, president of the convention, said Ellis Auditorium, where the convention is held each year, has to be reserved far in advance and much planning has to be done to assure a successful convention.

Blackwood, J. D. Sumner and the Blackwood Brothers got the convention started in 1956 and it has grown into the largest event of the year in gospel mu-

sic, with more than 50 professional quartets taking part.

Blackwood said it was 1961 before the convention realized a profit, and bigger and better conventions in the future are assured. During the early years, many gospel quartets reduced their rates to make the convention possible.

The convention has been held in Memphis every year except two. It was staged in Atlanta in 1960 and in Birmingham in 1961. The thought then was to move it around to engender interest in different sections of the country.

But because of the many arrangements necessary in staging

the event, the Blackwood Brothers Quartet found it almost impossible to handle ticket sales and other arrangements in Memphis, their home base, when the convention was being held in another city.

For that reason the convention was returned to Memphis and has been held there every year except the years it was staged in Atlanta and Birmingham.

The convention continues to grow in popularity with the fans each year. Some 20,000 attended the recent convention, many coming more than a thousand miles. Fans came from almost every State in the union and Canada.

GOSPEL ECHOES REORGANIZED

DAWSON SPRINGS, Ky.—The Gospel Echoes recently underwent a change in personnel. Joe Hatfield, who sang tenor and played accordion, left the group to work church dates on his own. He was replaced by Patsy Jones, 21, of Mobile, Ala., soprano, who plays accordion, piano, organ and bass. Other members of the group are Buck Rambo, baritone, and his wife, Dottie Rambo, alto, both of whom play guitar.

New Gospel Trio

NASHVILLE — Three young women have formed a new gospel group, Music City Trio, and have signed for recording with Split Records of Nashville.

The group is composed of Joyce New, Linda New and Trudy Wells. Their first gospel release is "Don't Blame the Children When They Fail to Pray" and "I'm a Partner With My Lord." Joyce New, who composed the tunes, writes all the trio's original material. She is under contract to Hardtimes Publishers, a BMI affiliate.

Thanksgiving Sing

JACKSON, Miss.—The Eighth Annual Thanksgiving Eve Gospel Sing will be staged Nov. 24 at City Auditorium here, sponsored by the Mississippi Youth Singers Association. Advance tickets are \$2 for adults and 50¢ for children.

The show will feature the Chuck Wagon Gang, the Plainsmen, the Goss Brothers, the Florida Boys Quartet, the Melody Men, the Klautd Indian Family, the Sego Brothers, and Naomi and the Camellia City Quartet.

Quartets Record

NASHVILLE—The Imperials recorded their seventh album last week for Heart Warming Records. A&R director was Bob Benson. Heart Warming also recorded the Cathedral Quartet, regular performers at the Cathedral of Tomorrow, Akron, Ohio. The session was directed by Elmo Mercer.

The Oak Ridge Boys completed an album for Skylight Records. Director of the session was Don Light.

Blackwood Boys Form New Harvesters Group

NASHVILLE—The Harvesters Quartet of Charlotte, N. C., has disbanded and a new group has been chosen to replace them using the name New Harvesters Quartet.

The new group is the Blackwood Boys Quartet of Memphis. They will move to Charlotte in January.

Speer Family to Heart Warming

NASHVILLE—The Singing Speer Family, a top quartet based in Nashville, signed a recording contract last month with Heart Warming Records, a subsidiary of John T. Benson Publishing Co.

The group had recorded the past several years for Skylite Records, owned jointly by the Statesmen and the Blackwood Brothers.

The Speer's first album on Heart Warming, "The Speer Family on Concert Tour," was released during the National Quartet Convention recently in Memphis. A&R director was Bob Benson, vice-president of Heart Warming.

The Speer Family is composed of Brock Speer, bass; Ben Speer, baritone; Faye (Mrs. Brock) Speer, alto; Charles Yates, tenor, and Ann Sanders, pianist.

Mom and Dad Speer (Mr. and Mrs. George T. Speer) are no longer a part of the singing group because of Mr. Speer's poor health.



HENRY SLAUGHTER DAY—Henry Slaughter, right, pianist and emcee for the Imperials Quartet, was honored recently at his home town, Roxboro, N. C., with a Henry Slaughter Day. Baseball great Enos Slaughter, left, now in retirement, presented Slaughter an engraved silver cup.

Bill Hefner, originator of the Harvesters Quartet and who had been manager of the now defunct groups, is going into gospel promoting. He will book and promote the New Harvesters Quartet. Members of the old Harvesters Quartet are returning to business or joining other gospel groups.

Members of the New Harvesters:

Ron Blackwood, son of the late R. W. Blackwood Sr., who was one of the original members of the Blackwood Brothers Quartet. Ron will manage the new group. He sings baritone and is also emcee.

R. W. Blackwood Jr., Ron's brother, who sings lead; Dean Brown, of Fort Worth, tenor, and Ike Hall, of Walnut Grove, Mo., at 17 probably the youngest quartet bass singer in the nation.

Everett Reece, well known in gospel music, will be pianist for the group. He was an understudy of Jack Marshall, who gained fame as pianist for the Blackwood Brothers for 10 years.

Various established gospel quartets have already begun helping the New Harvesters get bookings. They have appeared on the "Gospel Singing Jubilee" and "Singing Time in Dixie" TV shows.

Leaders in the industry who are helping the new group get started include James Blackwood, Blackwood Brothers; Hovie Lister, the Statesmen; Rusty Goodman, and the Happy Goodman Family.

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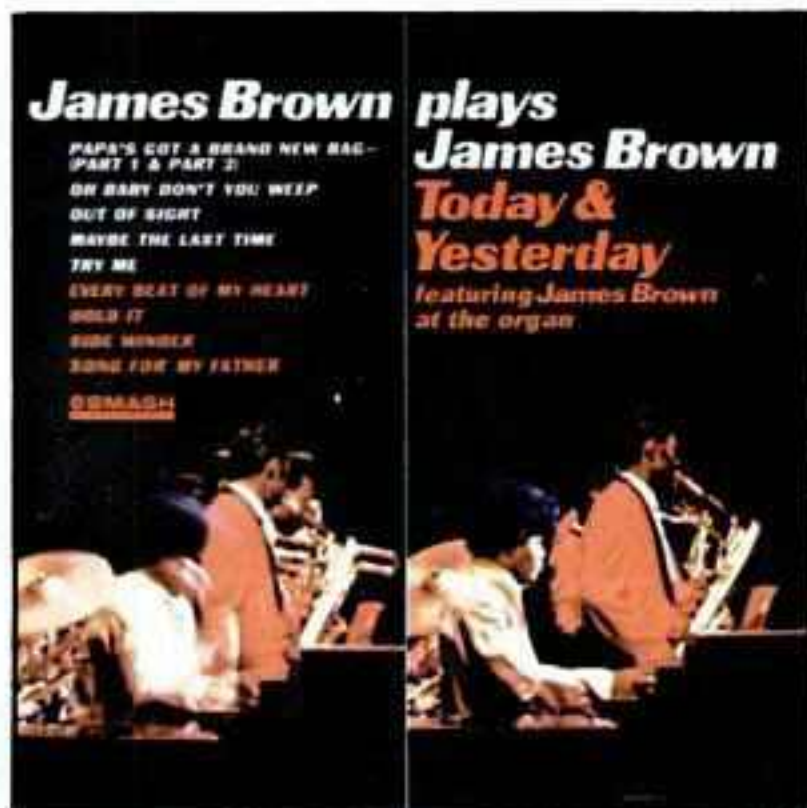
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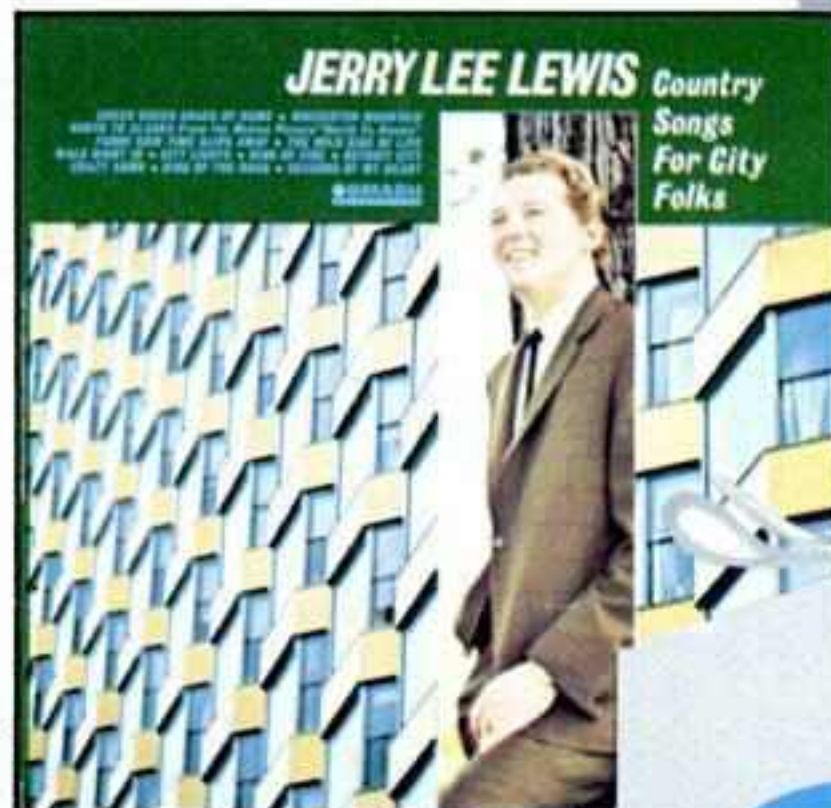
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ALBUM REVIEWS (continued)



POP SPOTLIGHT

RAINY RIVER

Rooftop Singers. Vanguard VSD 79190 (C); VRS 9190 (M)

The happy, imaginative sounds of the Rooftop Singers work out on original arrangements of old melodies. Their inimitable vocal styling is heard on such standouts as the title tune "Rainy River," "My Grandfather's Clock" (which contains a rousing banjo solo) and "I Feel the Spirit."



SOUNDTRACK SPOTLIGHT

MICKEY ONE

Stan Getz. MGM E 4312 (M); SE 4312 (S)

Stan Getz gives a brilliant jazz treatment to the score written by Eddie Sauter. Getz's alto sax conjures up the feeling of a big city and the loneliness, excitement, despair and frustrations of those who live in it. The tension mounts in the score as in the film.

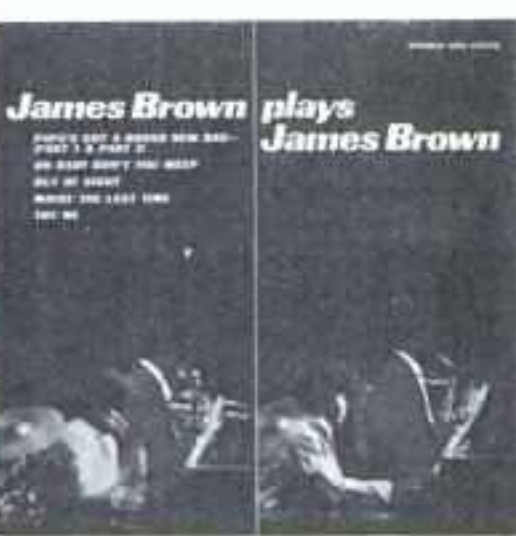


POP SPOTLIGHT

KENNY BURRELL/GUITAR FORMS

Verve V 8612 (M); V6-8612 (S)

Displaying his wide variety of talent and creativity with the guitar, Burrell has a commercial as well as artistic package here. The opener, "Downstairs," is a slow, swinging rocker backed by the Gil Evans band, loaded with discolored appeal. Variations on "Greensleeves" is a standout performance, matched by the Latin flavor of "Moon and Sand."



R&B SPOTLIGHT

JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY

Smash MGS 27072 (M); SRS 67072 (S)

A solid instrumental version of the single click, "Papa's Got a Brand New Bag," will draw attention to this LP but there's enough snap to the rest of the material to make it a standard package. Brown is in the forefront with some stirring organ sounds and his band supports with a brisk beat all the way.



POP SPOTLIGHT

CLASSIC BOSSA NOVA

Marty Gold. RCA Victor LPM 3456 (M); LSP 3456 (S)

The album title is slightly misleading. Marty Gold has taken classical material which has later been re-done into pop songs—such as "Our Love" taken from Tchaikovsky—given it a bossa nova treatment, and produced a rich and memorable album. It's smooth and lush all the way without ever getting sticky.



SPOKEN WORD SPOTLIGHT

GOD'S TROMBONES

By James Weldon Johnson. Read by Bryce Bond. Folkways FL 9788 (M)

The superb writing of James Weldon Johnson is vividly brought to records via this dramatic and sensitive reading by Bryce Bond. His performance of "The Creation" is outstanding. A must for devotees of spoken word records. A compelling, important work.



CHRISTMAS SPOTLIGHT

WINTER WONDERLAND

Earl Grant. Decca DL 4677 (M); DL 74677 (S)

Although the competition among Christmas disks is severe, Earl Grant has enough going for him here to pull out for a good sales rackup. He works over the perennials with organ or piano solo to a fine rhythm accompaniment and occasionally he comes through with a vocal. No matter what the treatment, it's all delightful and in keeping with the spirit of the season.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THAT WAS THE YEAR THAT WAS

Tom Lehrer. Reprise R 6179 (M); RS 6179 (S)

MY NAME IS BARBRA, TWO

Barbra Streisand, Columbia CL 2409 (M); CS 9209 (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.

E.S.P. . . .

Miles Davis, Columbia CL 2350 (M); CS 9150 (S)

STANDING OVATION AT NEWPORT . . .

Herbie Mann, Atlantic LP 1445 (M); SD 1445 (S)

SPOTLIGHT ON JACKIE . . .

Jackie Wilson, Brunswick BL 54119 (M); BL 754119 (S)

BOOTS RANDOLPH PLAYS MORE YAKETY SAX! . . .

Monument MLP 8037 (M); SLP 18037 (S)

NOW HEAR THIS . . .

Moms Mabley, Mercury MG 21012 (M); SR 61012 (S)

STANDING ROOM ONLY . . .

Pete Fountain and His Guests, Coral CRL 57474 (M); CRL 757474 (S)

THE IPRESS FILE . . .

Soundtrack, Decca DL 9124 (M); DL 79124 (S)

TRY TO REMEMBER . . .

Brothers Four, Columbia CL 2379 (M); CS 9179 (S)

THE MAN FROM U.N.C.L.E. . . .

Hugo Montenegro, RCA Victor LPM 3475 (M); LSP 3475 (S)

I'LL TAKE YOU WHERE THE MUSIC'S PLAYING . . .

Drifters, Atlantic 8113 (M); SD 8113 (S)

THE HAPPY WANDERER . . .

Lawrence Welk, Dot DLP 3653 (M); DLP 25653 (S)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

THE EXCITING JOE WILLIAMS

RCA Victor LPM 3461 (M); LSP 3461 (S)

Joe Williams is a hard-hitting singer who stirs up plenty of listener emotion. He's fixed up here with a repertoire that shows off his wide range and displays his vocal drive to advantage. He's especially effective with the swinging beat but his lyrical approach on a ballad has its good points, too.



POP SPECIAL MERIT

JUAN SERRANO PLAYS POPULAR MUSIC OF SPAIN AND THE OLD WORLD

RCA Victor LPM 3459 (M); LSP 3459 (S)

The flamenco guitar, in the right hands, can be a superior instrument. It is in the right hands when Juan Serrano takes hold and he makes beautiful music of melodies of Spain and the East. His rendition of "Christmas of Spain" will be of special interest for the upcoming holiday season.



POP SPECIAL MERIT

SOLOS BY THE LENNON SISTERS

Dot DLP 3659 (M); DLP 25659 (S)

Lennon Sisters albums have generally sold well to Lawrence Welk devotees, and this one should prove no exception. The four girls do solos on a baker's dozen of standards pleasantly enough. However there's little imagination on the part of either the artists or arranger. The Lennon Sisters would do better singing as a group. None of them quite makes it as a soloist.



CHRISTMAS SPECIAL MERIT

CHRISTMAS WITH THE KING FAMILY

Warner Bros. W 1627 (M); WS 1627 (S)

Christmas is a family affair, therefore this roundup of seasonal material by the King Family should do well in the market. Some of the songs are done by the whole family, some by the children, some by the four sisters, some by the men and some by the women, but they all strike the right note and will help make the holiday happy and warm.



CLASSICAL SPECIAL MERIT

MOZART: VIOLIN CONCERTOS

Nathan Milstein. Angel S 36007 (S)

Mozart's violin concertos (Nos. 4 and 5) are in good hands here. Nathan Milstein's technique stimulates enjoyment and the Philharmonic Orchestra which backs him adds the proper dimension.



CLASSICAL SPECIAL MERIT

KHACHATURIAN: VIOLIN CONCERTO

Leonid Kogan/Boston Symphony Orch. (Monfeux). RCA Victorrola VIC 1153 (M); VICS 1153 (S)

This budget-priced re-release, originally issued as a Red Seal record, represents an excellent value. Kogan is in the tradition of the great Russian violinists, and his selections—Khachaturian's "Violin Concerto" and Saint-Saens' "Havanaise Op. 83"—are excellent showcases for his talent.



JAZZ SPECIAL MERIT

TALKIN' ABOUT!

Grant Green. Blue Note 4183 (M)

Grant Green plays a real cool jazz guitar, and with Larry Young on organ and Elvin Jones on drums, the group delivers a subdued and interesting version of the standard, "People," a swinging and imaginative "I'm an Old Cowhand," and a very good "Talking About J.C.," which was written by Young.



SPOKEN WORD SPECIAL

MERIT

FIT TO SKI

Bonnie Prudden. Warner Bros. W 1603 (M)

Many of the nation's 3,000,000 skiers remember the stiff muscles from last year's first outing on the slopes. The exercises prescribed by Bonnie Prudden are calculated to get the skier in shape before his first run of the season. This album should do fairly well in any area within a few hours of the mountains.



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

THE BUDDY HOLLY SONGBOOK
Tommy Allsup. Reprise R 6182 (M); RS 6182 (S)

SING AND SYNC-ALONG WITH LLOYD
Lloyd Thaxton. Challenge LP 12-6-64 (M)

PIPE ORGAN MELODIES WITH BIRD CALLS VOL. III
Lorin Whitney & Ralph Platt. Zonder-van ZLP 669 (M)

JAMMIN' WITH THE WIND-JAMMERS
Argo LP 4047 (M)

ALL TIME FAVORITE MARCHES
ITHACA COLLEGE BAND (Beeler).
Golden Crest CR 4073 (M)

ZABKA'S THEMES FROM TELEVISION
Stan Zabka. Laurie SLP 2025 (S)

CLASSICAL

VIENNA ACADEMY CHORUS SING
MOZART/SCHUBERT/LOTTI
STRAUSS
Music Guild MG 131 (M); MS 131 (S)

BARTOK: CHORAL WORKS
Kodaly Children's Chorus (Andor).
Qualiton LPX 2507 (M)

LOW PRICE CLASSICAL

RACHMANINOFF: SYMPHONY NO. 2
London Philharmonic Orch. (Boult).
RCA Victorrola VIC 1139 (M); VICS 1139 (S)

PROKOFIEFF: CINDERELLA
Ballet Suites. Royal Ballet/Royal Opera House Orch., Covent Garden (Rignold).
RCA Victorrola. VIC 1138 (M); VICS 1138 (S)

JAZZ

BLUE LIGHTS
Billy Larkin & the Delegates. Aura AR 83003 (M); ARS 23003 (S)

JOYRIDE
Stanley Turrentine. Blue Note 4201 (M)

THE SPACE BOOK
Booker Ervin Jaki Byard/Richard Davis/Alan Dawson. Prestige 7386 (M)

THESE ARE MY ROOTS
Clifford Jordan. Atlantic 1444 (M)

BASRA
Pete La Roca. Blue Note 4205 (M)

SPUNKY
Monty Alexander. Pacific Jazz PJ 10094 (M); ST 20094 (S)

FOLK

AIN'T THAT NEWS!
Tom Paxton. Elektra EKL-298 (M); EKS-7298 (S)

THE TIME OF RECKONING
Tony Townsend. Advent 1 (M)

RHYTHM & BLUES

BLUES FOR SPOON AND GROOVE
Jimmy Witherspoon & Groove Holmes.
Surrey S 1006 (M); SS 1006 (S)

RELIGIOUS

THE DISTINGUISHED OLD FASHIONED REVIVAL HOUR QUARTET
Word W-3349-LP (M)

(continued)

SEE ALBUM REVIEWS ON BACK COVER

ALBUM REVIEW POLICY

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

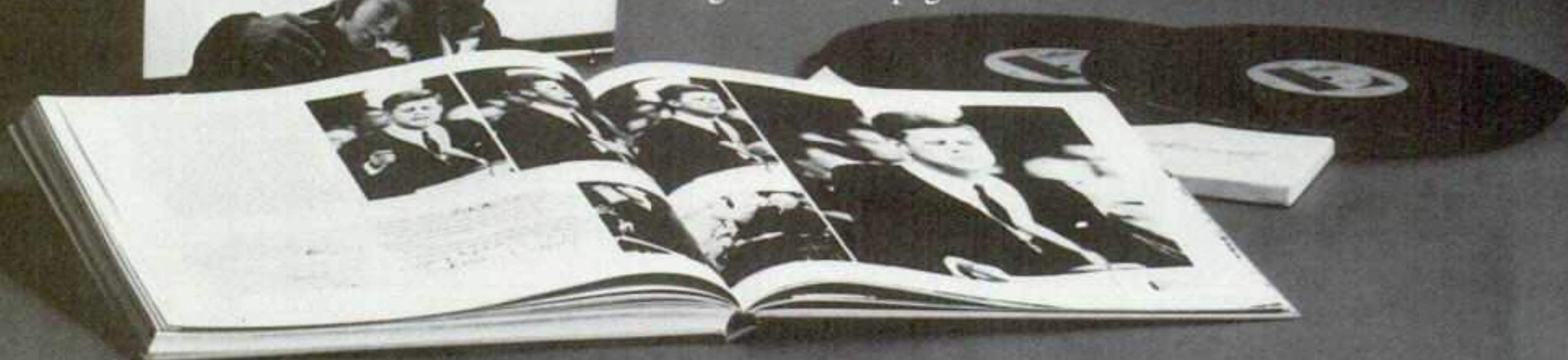
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recording industry
John Fitzgerald Kennedy
...As We Remember Him

A written and spoken biography
of unparalleled scope and depth.

Recollections of those who
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A deluxe 2-record album and
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John Fitzgerald Kennedy

...As We Remember Him

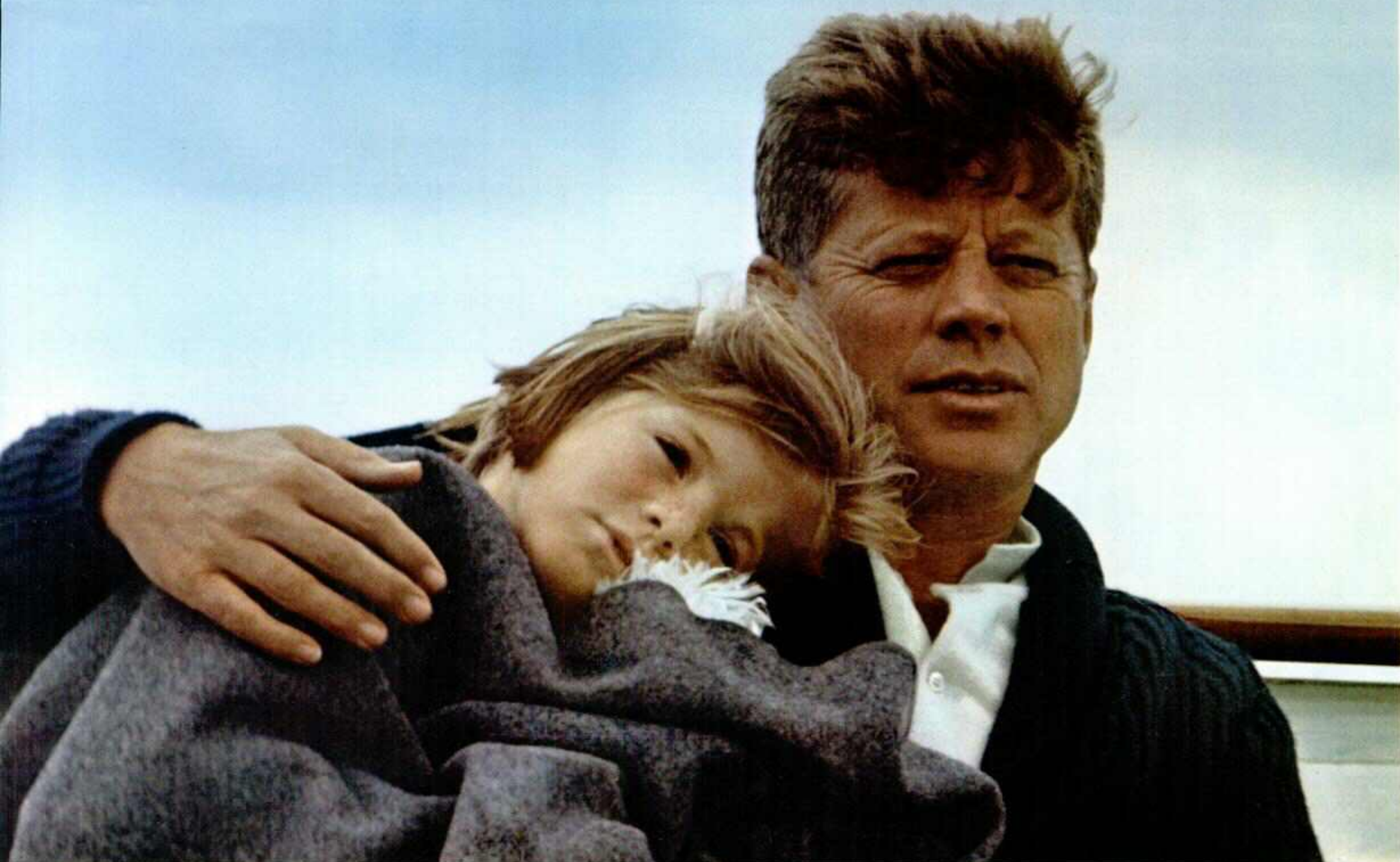
A unique biography

*From childhood to the White House, an absorbing portrait of John F. Kennedy
the written and spoken words of Rose Kennedy, Joseph P. Kennedy, Jacqueline Bouvier Kennedy,
Robert F. Kennedy, Eunice Kennedy Shriver, his friends and close associates*

Foreword by President Lyndon B. Johnson

*The Columbia Records Legacy Collection
Produced by Goddard Lieberson*

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BEST SELLING CLASSICAL LP'S

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

This Week

CHAMBER MUSIC

1. **SCHUBERT**—Trio No. 1 in B Flat; Stern, Rose, Istomin: Columbia MS 6716 (S), ML 6116 (M).
2. **BRAHMS**—Sonata in D for Violin & Piano; Heifetz, Kapell: RCA Victor LM 2836 (M).
3. **BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
4. **BEETHOVEN**—Quartets (Op. 59, 74, 95); Budapest Quartet: Columbia (4-12") M4S-616 (S), M4L-254 (M).
5. **HAYDN**—Quartets (2) Op. 77 (Complete); Amadeus Quartet: D.G.G. 138980 (S), 18980 (M).

OPERA, VOCAL AND CHORUS

1. **WAGNER**—Gottterdammerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), 4604 (M).
2. **SCHOENBERG** — Gurre-Lieder; Borkh, Topper, Engen, Fiedler, Schachtsschneider, Bavarian Radio Orch. & Cho. (Kubelik): D.G.G. (2-12") 138984/5 (S), 18984/5 (M).
3. **VERDI**—Luisa Miller; Maffei, Bergonzi, Verrett, MacNeil, Flagello, Tozzi, RCA Ital. Op. (Cleva): RCA Victor (3-12") LSC 6168 (S), LM 6168 (M).
4. **MIRELLA FRENI**—OPERATIC ARIAS: Angel S 36268 (S), 36268 (M).
5. **PUCCINI**—La Boheme; Tebaldi, Bergonzi, Bastianini, Siepi, Corena, Serafin: London (2-12") 1208 (S), 4236 (M).
6. **MOZART**—Magic Flute; Lear, Peters, Otto, Wunderlich, Fischer-Dieskau, Hotter, Berlin Phil. (Bohm): D.G.G. (3-12") 138981/3 (S), 1891/3 (M).
7. **BELLINI**—Noma; Sutherland, Minton, Horne, Alexander, Cross, London Sym. Orch. & Cho. (Bonyng): RCA Victor (3-12") LSC 6166 (S), LM 6166 (M).
8. **HANDEL**—Messiah; Schwarzkopf, Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer): Angel S 3657 (S), 3657 (M).
9. **PUCCINI**—Madama Butterfly; Price, Tucker, RCA Ital. Op. Orch. (Leinsdorf): RCA Victor (3-12") LSC 6160 (S), LM 6160 (M).
10. **WAGNER**—Lohengrin; Thomas, Grummer, Fischer-Dieskau, Frick, Ludwig, Wiener, Vienna Phil. & St. Op. Cho. (Kempe): Angel (5-12") S 3641 (S), 3641 (M).

SYMPHONIC AND ORCHESTRAL

1. **NIELSEN**—Symphony No. 3; Royal Danish Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
2. **IVES**—Symphony No. 4; American Sym. Orch. (Stokowski): Columbia MS 6775 (S), ML 6175 (M).
3. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
4. **NIELSEN**—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
5. **MOZART**—Dances (25) and Marches (9) (Vol. 1); Vienna Mozart Ens. (Boskovsky): London 6412 (S), 9412 (M).
6. **BACH**—Brandenburg Concerti (6); Lucerne Fest. Strings (Baumgartner): D.G.G. (2-12") ARC-73156/7 (S), ARC-3156/7 (M).
7. **BRUCKNER**—Symphony No. 4; Phil. Orch. (Klemperer): Angel S 36245 (S), 36245 (M).
8. **BRUCKNER**—Symphony No. 6; New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
9. **TCHAIKOVSKY**—Symphony No. 5; New Phil. (Pretrre): Angel S 36259 (S), 36259 (M).
10. **BRAHMS**—Symphonies (4) (Complete); Berlin Phil. (Karajan); D.G.G. (4-12") SKL-133/6 (S); KL-33/6 (M).

SOLO INSTRUMENT AND CONCERTI

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. **PIANO MUSIC OF ALKAN**; Lewenthal: RCA Victor LSC 2815 (S), LM 2815 (M).
4. **THE ARTISTRY OF ARTURO BENEDETTI MICHELANGELI**: London CS 6446 (S), 9446 (M).
5. **CHOPIN**—Polonaises and Impromptus; Rubinstein: RCA Victor LSC 7037 (S), LM 7037 (M).

CBS's German Subsidiary to Be Expanded in Three Movements

FRANKFURT—CBS Schallplatten, CBS's German subsidiary, will expand further into classical music department.

Classical music has been made a separate department of the disk firm and placed in charge of Hans Richard Stracke, a graduate of the State Institute for Music in Cologne with long experience in classical music production.

General manager Bernhard

Mikulski announced a three-phase program to accelerate and expand the build-up of CBS Schallplatten's classical department.

Phase one will be the selection and distribution of U. S. CBS classical material on the German market. The German subsidiary will strive to give maximum Continental exposure to U. S. CBS's classical repertory.

In phase two, CBS Schallplatten will undertake combined production with the U. S. parent, using German orchestras and visiting CBS artists. Mikulski said examples were such soloists who appear often in Germany as Rudolf Serkin, Zino Francescatti, Philippe Entremont and Robert Casadesu.

The third and final step in the building of CBS Schallplatten's classical department will be its own independent production of classical releases. The German subsidiary then will be able to compete on equal terms in the classical field with the two leaders, Deutsche Grammophon and Electrola.

Meanwhile CBS Schallplatten is steadily increasing its offering of CBS Classical LP's. Current offerings include Igor Stravinsky's "Stravinsky Conducts His Choral Music," "A Jean Sibelius Festival," Vladimir Horowitz' "Carnegie Hall Concert," and Ludwig van Beethoven's Ninth Symphony, with the Cleveland Orchestra directed by George Szell.

Contemporary Is a 'Major' At Campuses

NEW YORK — University and college orchestras and their music departments are the major users of contemporary music, according to a panel consisting of composers Morton Gould and Ezra Laderman, and publishers Adolph Vogel, of Elkan-Vogel Co., and Arthur Cohn, of Mills Music. The panel at a recent meeting of the ASCAP Symposium on American Music told young writers that university and college orchestras appear to be the prime establishments where more advanced techniques in the composition of symphonic and concert music are given attention and hearings.

The panel also discussed the effects of grants and prizes upon young talents. It was agreed that while such awards provide vital and necessary encouragement to talented music men, and provide a limited period of free time for creative activity, they were neither in themselves a solution to a young composer's eventual financial well-being nor were they even an indication of a successful career.

Crespin-U. S. Tour

PARIS—French singer Regine Crespin, currently appearing in "Iphigenie en Tauride" at the Paris Opera, will make a 43-concert tour of the U. S. and Canada Feb. 11 to April 5 next year.

Angel's 'Messiah' Is Playing Torrid Trail

HOLLYWOOD—Angel's new three-record "Messiah" set is following the same strong sales pattern blazed by Maria Callas' "Carmen" package released last December.

The Otto Klemperer "Messiah" package, out just two weeks with an all-star cast, is selling at a quick pace in Los Angeles and Chicago. Within five days of its release in the two cities, the LP sold out, according to Brad Engel, Angel's merchandising manager. L.A. accounted for 22 per cent of the total album allocations. There were approximately 10,000 albums in the field last week, but initial sales orders indicate to Engel that the Christmas gift-buying

period will engulf this package. In fact, Angel reports early Christmas action now in mid-October.

Miss Callas' "Carmen" three-record set is close to selling 28,000 boxes, which is near Angel's projection for the first year. This could be the label's best seller for a one-year exposure period. Angel's top seller is the "Soviet Chorus and Orchestra" Vol. 1, released six and one-half years ago.

Part of the early success of the Klemperer-Philharmonia Chorus and Orchestra LP is its all-star cast: Elizabeth Schwarzkopf, Grace Hoffman, Nicolai Gedda and Jerome Hines.

Publication LP to Hit The Newsstands in Milan

MILAN—A new newsstand disk-selling enterprise has been inaugurated by Fratelli Fabbri with "The Great Musicians." The issue will appear every 15 days with a 40-minute LP included. Each number will be edited by Mario LaBrocca. Ini-

tial subject will be Liszt who will be covered in five numbers and each issue will sell for 96 cents.

Fratelli Fabbri has already scored in the music field with "History of Music" which includes a 7-inch LP. Each number sells for 60 cents. Dino Fabbri, cultural chief of the company, insists on color printing of the publication which goes with the records and has recently opened the largest color printing plant in Europe here. High costs are amortized by selling rights or publishing in 30 to 40 countries. Initial foreign publications are already appearing in France, Israel, Greece, Turkey, Argentina and England on some publications.

While "History of Music" has been an independent enterprise by the Fabbri, the new issue of "The Great Musicians" is the first newsstand program connected with a large disk firm, Phonogram. As a result, the DGG and Philips' repertories have been made available for this series.



OTTO KLEMPERER, left, who conducts the new Angel recording of "The Magic Flute," receives from EMI's David Bicknell a bound copy of the Mozart score, one of the first printed editions. Presented during a recent recording session devoted to the "Missa Solemnis" of Beethoven (due from Angel sometime next year), the gift honors the veteran conductor on the occasion of his 80th birthday.





JUST RELEASED— THE HOT TEEN GIFT HIT!

It's the latest album from The Beach Boys — **the hot teen gift hit, timed for the holiday rush!**

Recorded 'live' at an actual party, "Beach Boys' Party" includes a big extra — **15 full-color wallet-size fan photos!**

Local Top-40 radio support and the fabulous "Beach Boys' Party" national merchandising program are breaking **now!**

Order big! Be ready for the rush! **DMAS 2398**

DUOPHONIC FOR STEREO PHOTOGRAPHS

RECORDED "LIVE" AT A

BEACH BOYS' PARTY!

FAN PHOTOS
15 FULL COLOR
FREE INSIDE



STEREO UAS 5132 MONO UAL 4132



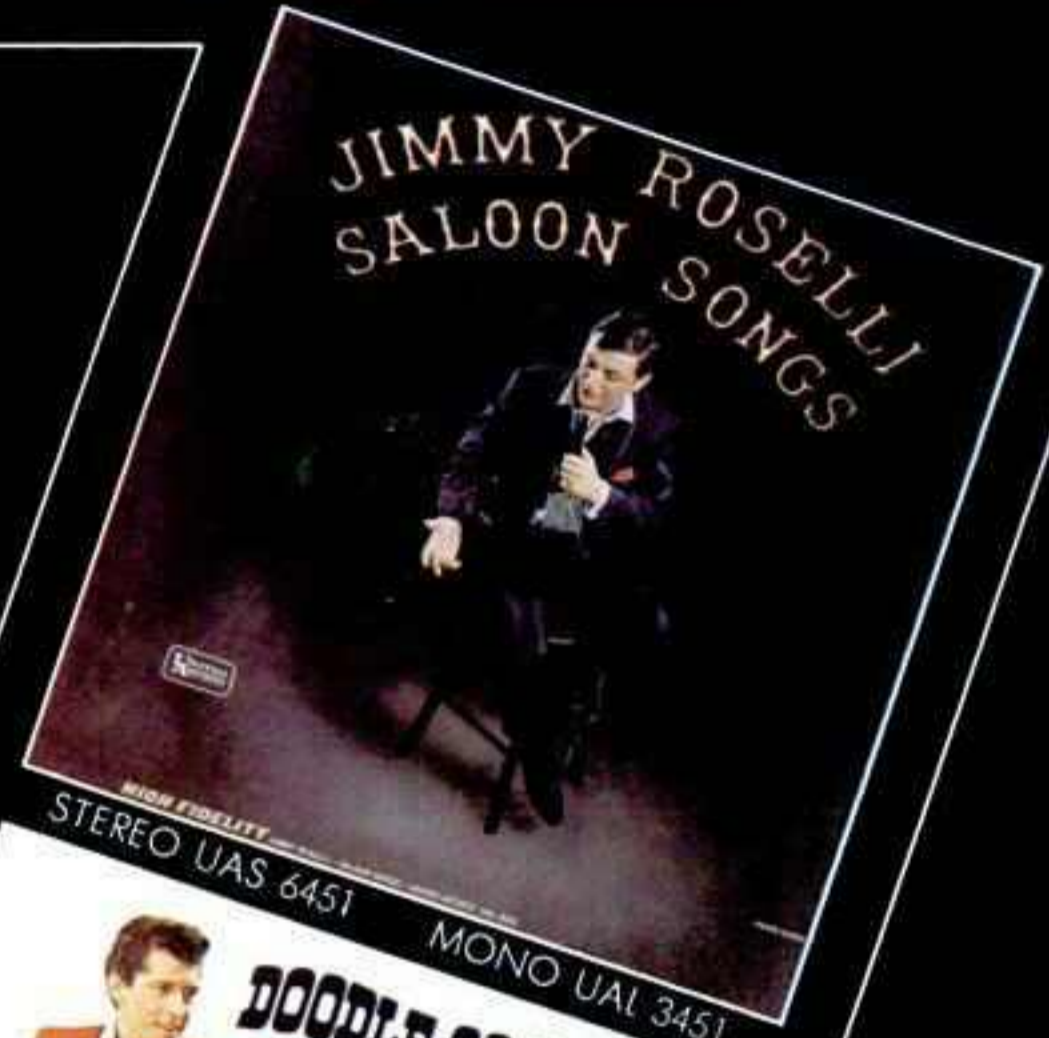
STEREO UAS 6444 MONO UAL 3444



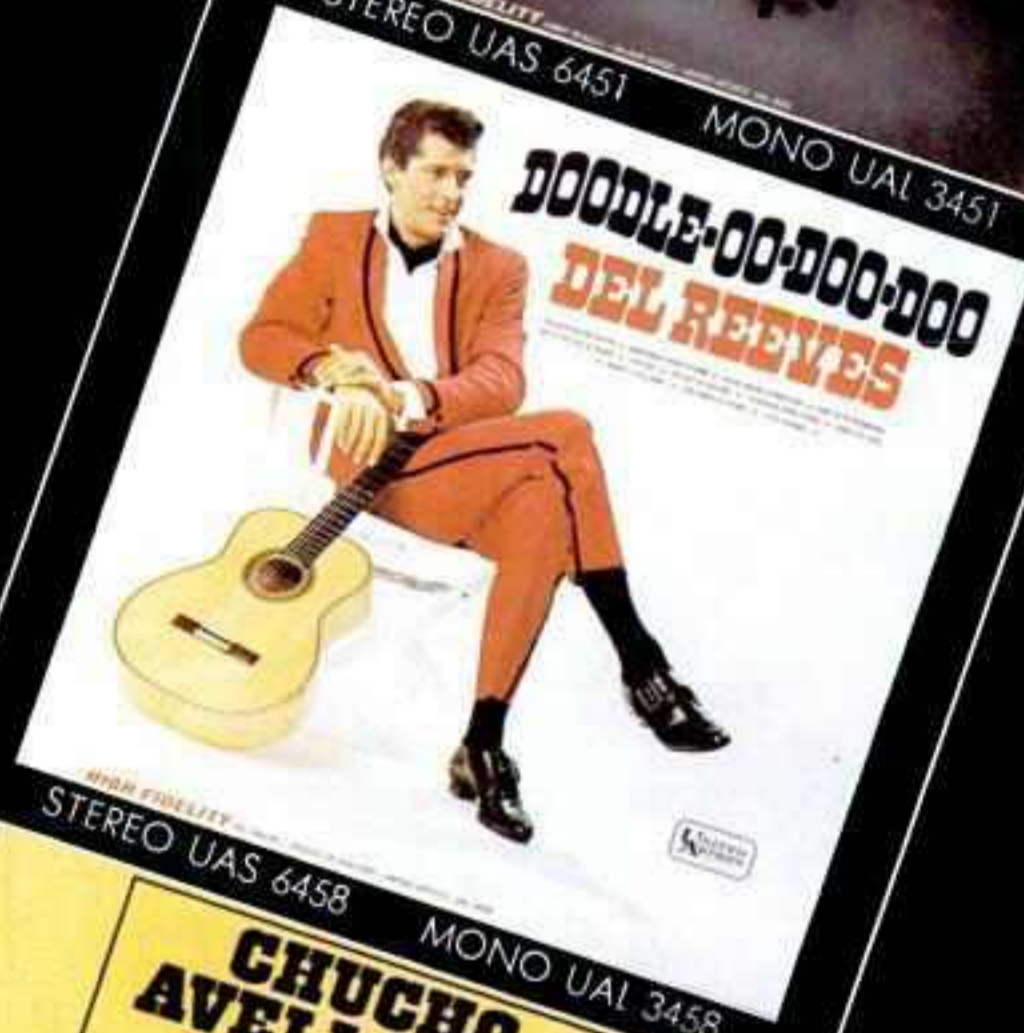
STEREO UAS 6454 MONO UAL 3454



The Magnificent Seven



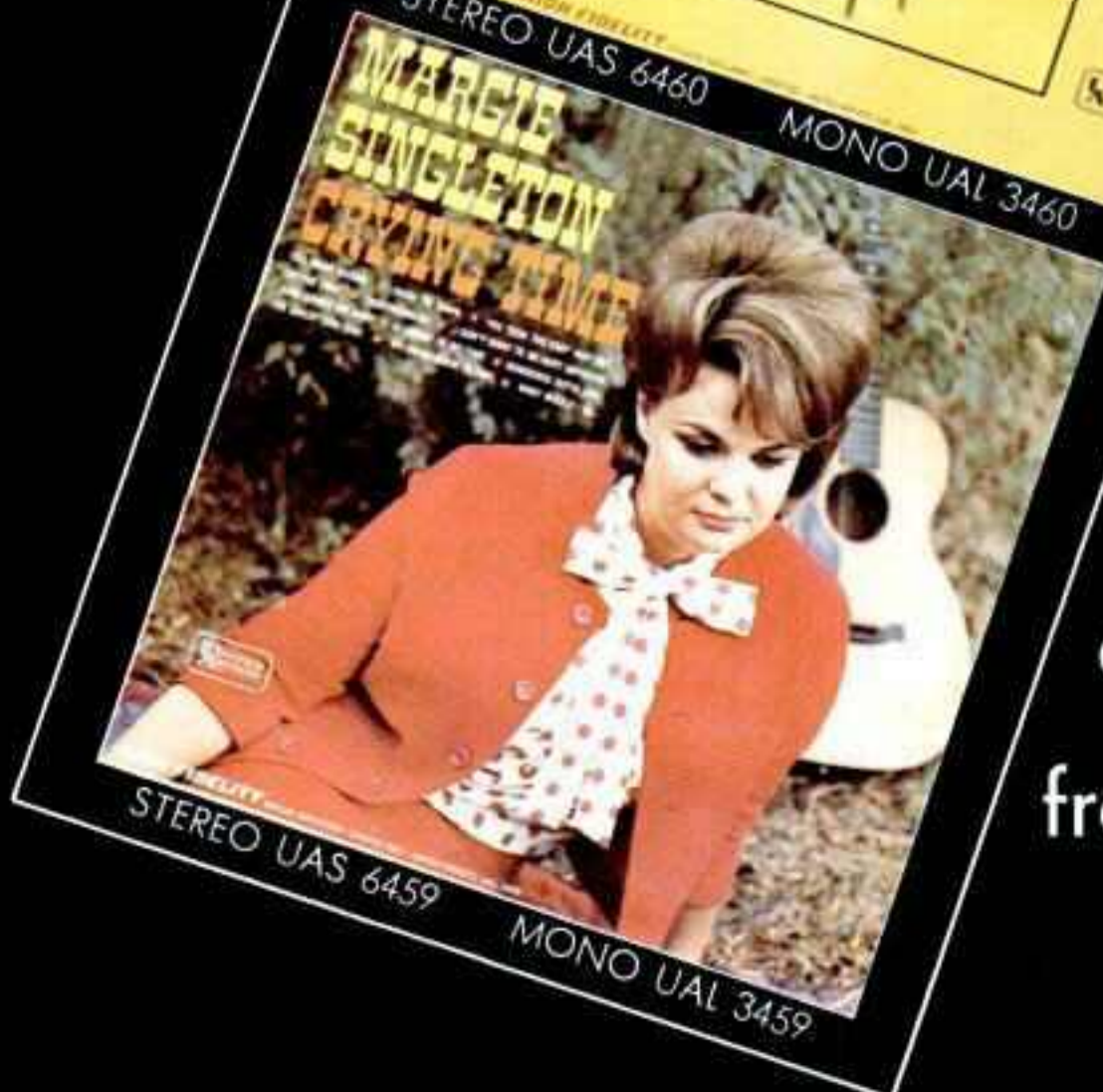
STEREO UAS 6451 MONO UAL 3451



STEREO UAS 6458 MONO UAL 3458



STEREO UAS 6460 MONO UAL 3460



STEREO UAS 6459 MONO UAL 3459

- Magnificent artists
- Magnificent vocals
- Magnificent instrumentals
- Magnificent backgrounds
- Magnificent appeal
- Magnificent sellers
- Magnificent albums

The magnificent seven—
a magnificent new release

from



of course!

German Artist 'Out' in U.S.: Quinn

HAMBURG — Polydor's Freddy Quinn, Europe's most successful recording artist, charges in a magazine article that prejudice and the phony atmosphere of the American music business make it difficult if not impossible for a German artist to succeed in the United States.

Quinn, who has sold 16 million records in Europe since 1956 and made 13 films, said he was subjected in the U. S. to anti-German discrimination, union harassment, high pressure publicity exploitation, and shabby treatment by U. S. immigration authorities.

Quinn's article, written for

Germany's largest Life-like weekly magazine, chronicles how he was sent to the U. S. by Polydor "as sort of an exchange student in a deal between my record company and MGM, whereby Connie Francis came to Germany." Quinn spent three months in the U. S., and Connie Francis the same time in West Germany—with this difference: Quinn went home disgruntled and empty-handed while Connie Francis moved from triumph to triumph in this country.

Quinn said he made his first mistake in going to the U. S. on an ordinary tourist visa instead of a work visa. "I trailed the Beatles and reaped the re-

sentment caused by the \$40 million haul they made on their visit to the States," Quinn wrote.

He said he was surprised at the intensity of anti-German prejudice still lingering in U. S. show business from the Hitler era. "But it is real and a fact to be faced by any German artist appearing in the U. S.," Quinn concluded.

Quinn was resentful that he was badgered to appear on innumerable radio and TV shows gratis or for small payment—and then was forced to pay stiff membership fees to the musician and artists' unions. But Quinn said he received no worthwhile offers while in the U. S.



RUDOLPH BARE, left, Australian music publisher, and Ivan Mogull, center, American music publisher, at a recent meeting in Tokyo with Paul Mano of JASRAC.

Radio Skips Beat, Firm Charges

BERLIN—A West German disk firm, Hansa Schallplatten G.M.B.H. of West Berlin, accuses the quasi-State-controlled German radio network of suppressing beat music.

Hansa Schallplatten said there was a conspiracy of stations in the so-called "public service" German broadcasting set-up to ignore beat.

In an open letter signed by Hans Blume, Peter Meisel and Jack Martin, the diskery challenged the radio stations to explain why virtually no beat music is played, despite protests

by disk firms, the artists, and beat aficionados.

The letter charged blind prejudice and misguided zeal aimed at "lifting the level of public cultural appreciation." But its authors said the radio stations have no mandate to dictate the public's taste in entertainment.

The beat forces are experiencing difficulty in getting any response from the stations, which have simply retired into silence. A few station executives have pleaded unofficially a lack of programming time and the "cultural immaturity" of beat.

These executives point out that jazz and pop generally receive heavy exposure on the German radio, and that beat will be considered when it attains maturity.

Privately, however, most station executives say they will never permit any substantial exposure of beat rhythms while this music is characterized by mop-head coiffures, beat garb, and rowdy deportment by hysterical teen-age beat fans.

Most station executives regard beat music as an epidemic—to be contained and controlled until it spends itself.

Artists 'Chirp in' to Help Cause for Song Museum

PARIS—More than 220 artists took part in the "Day of Song" concerts organized by French radio station Europe No. 1 to celebrate their 10th anniversary and raise funds for the foundation of a French Song Museum.

All proceeds from the 25 concerts—produced simultaneously in towns throughout France and with widespread participation by French artists abroad—will go towards the creation of the new museum.

Among artists giving their services free in Paris theaters were Charles Trenet, Georges

Brassens, Claude Francois, and Frank Alamo. Richard Anthony and Sandie Shaw appeared at Rouen, Alain Barriers and Sacha Distel at Bourdeaux, Adamo and the Surfs at Lille; Marcel Amont, Georges Guetary and Lenny Escudero at Lyon; Johnny Hallyday and Sylvie Vartan at Toulouse.

Contributions came too from Barbara and Raymond Devos in Belgium, Les Compagnons de la Chanson in Montreal, Enrico Macias in Haifa, Dalida in Rome, Jacques Brel in Russia, and Charles Aznavour and Petula Clark in the U.S.A.

Pickwick of Can. Moving Smoothly to Set Up Shop

TORONTO — Pickwick International's Canadian operation, Pickwick Records of Canada Ltd., is still in the throes of organization. The complete Pickwick 33 catalog is available in Canada for the first time, while the Design, Grand Prix and Happy Time lines were previously available, and the Hilltop gospel label was available but not extensively exposed.

A network of distributors, and major rack jobbers as co-distributors, has been set up, with Caravan Record Sales in Toronto handling distribution in Ontario, Almada Corp. in Montreal handling Quebec, Laurel Records in Winnipeg handling Manitoba and Saskatchewan, and Pacific Electronics in Van-

couver handling British Columbia.

Co-distributors are the Handleman Drug Co., with its national operation, Musique Service Inc. in Quebec, National Record Distributors in the prairie provinces, and Western Rack Services on the West Coast. Wade will set up distribution in the Maritimes on a current trip to the Atlantic provinces.

Pickwick is presently operating from temporary premises at 113 McMaster Avenue in Ajax, on the outskirts of Toronto, and importing product. Wade hopes to be settled in permanent headquarters in Ajax in a matter of weeks, and manufacturing in Canada by the end of the year.

"Plans for the future very

SARI Awards To 2 CBS'ers

JOHANNESBURG — Two of the coveted Oscar-type trophies, the SARI awards, presented annually by the South African record industry to "Top Recording Artists"—go this year to CBS artists, Des Lindberg, Johannesburg university graduate, ex-law student and journalist, Zulu linguist and expert on African administration, who found his career in professional folk-singing little more than a year ago, and to Dana Valery, Italian-born South African artist, now starring in "Wait a Minim" in London's West End after singing her way to a South African pedestal.

To Lindberg goes the award of Top Folk Singer, making him the first recipient in this new (1965) SARI award-category. To Miss Valery for the second year in succession, the judges awarded the SARI trophy for the Top Female Ballad Singer.

Nominations for SARI awards are put forward by major recording companies, whose experts watch annual competitions designed to focus attention on talent.

definitely include the production of records by Canadian talent," according to managing director George Wade, perhaps as early as the first of the year, with release of the Canadian disks in the U. S. and U. K. possible through the Pickwick International organization.

Ember Enters Price Cutsmanship War

LONDON—Still more reductions have been announced in the British LP price war which has brought the cost of albums tumbling this year. The latest move is from Jeffrey Kruger, managing director of Ember, who has said that he will reduce three of Ember's album lines currently selling at prices between \$3 and \$4.50 to a basic \$2.50 next month.

The first release at the new price includes Kruger's Barry McGuire album acquired from Davon. Others are by James Brown, Chad and Jeremy, Mel Torme, Hank Locklin and the John Barry Orchestra.

In a statement, Kruger said

that Ember was trying to increase sales of records in the company's 3,300 record catalog but having to compete with the product of new hit parade artists.

Of the new price, Ember collects \$1.50; 36 cents goes to the distributor and 32 cents each to the dealer and purchase tax collector.

But a setback in the price reductions may be brought about as a result of Philips' success with its new Dusty Springfield album, "Everything's Coming Up Dusty," which is retailing at the new high price for a popular LP of approximately \$5.20.

Spain Coming Into Its Own As a Record Industry Hub

BARCELONA—Spain is expanding both as a market for outside product and as a source of original material, according to George Alexander, general manager of Compania del Gramophon-Odeon, the EMI-owned company here. In the past three and a half years, the turnover of Odeon (which presses for other disk firms as well as its own product) has doubled, and Alexander forecasts a further 100 per cent increase during the next four to five years, on the assumption that the general economic growth of Spain continues.

The record business in Spain is now estimated at an annual value of 8 to 10 million (dollars) at retail.

In Majorca, the famous holiday island in the Mediterranean,

business has increased by as much as 60 per cent. The industry still admits the need for a good, high quality record player at a reasonable price to foster disk sales. The better quality players fitted with imported components are too costly, and as yet, Spain does not seem able to produce a good player at the right price. Sales on new record players are around 100,000 per year.

Most other record companies report considerably increased business, Discos Belter, Vergara and Discophon. Discophon is releasing the first Byrd's EP on Epic, "Mr. Tambourine Man," and others by Chad Jeremy and Bobby Vinton in Spanish, "Mr. Lonely." It has already released 25 EP's on Epic so far in Spain.

BENNETT, P., P. & M., BENNY TO DOSTINT FOR ROYALTY

LONDON—Tony Bennett, Peter, Paul and Mary and comedian Jack Benny are the Americans selected by impresario Bernard Delfont for this year's Royal Variety Show to be attended by the Queen and Duke of Edinburgh, at the London Palladium on Monday (8).

British recording artists include Dusty Springfield, Shirley Bassey, Ken Dodd and Frank Ifield. The Beatles turned down an invitation to take part so Delfont pushed for the Dave Clark Five instead.

Big surprise is the inclusion of top French stars Johnny Hallyday and Sylvie Vartan.

ATV films the show for a three-hour screening the following Sunday (14). The company paid \$75,000 for TV rights.

Fest: Fresh Air Behind Curtain

By **JOHN HAMMOND**
Director of Talent Acquisition for
Columbia Records.

PRAGUE—The second International Jazz Festival in Prague, was held from Oct. 13 to 18. There were eight concerts, all but one of which were SRO, along with nightly jam sessions starting at midnight and ending at 6 a.m. It was obvious that a great majority of the audiences, which averaged around 2,000 per performance, had listened for years to Willis Conover's program on the Voice of America and the jazz pro-

grams broadcast on a regular basis by Czech radio.

The Gustav Brom Orchestra from Brno opened the festival on Wednesday, Oct. 13, with brilliant experimental jazz—incredible sounds made by 11 musicians. Karel Krautgartner's 19-piece band from Czechoslovakia radio closed the festival Oct. 17. This is as fine and versatile a studio band as there is in the world today.

In between, performers as diverse as the Modern Jazz Quartet, Don Cherry, Ted Curson, playing with the excellent Junior Trio from Prague, a superlative Gypsy pianist from Roumania, Janci Karossy, the Swingle Singers, and George Garanan, a first class alto man from the USSR, all scored triumphs. There were surprisingly few disasters: a Hungarian chanteuse aping Ella Fitzgerald, a ghastly concert of symphonic jazz, improperly rehearsed and conducted, and an inferior Belgian trio with a singer from the Congo. Kurt Edelhagen's big band from Cologne was stiff and disappointing, despite three excellent soloists—Jiggs Wigham on trombone and the tenors of Karl Drew and Wilton Gaynair.

Government Backing

The fact that nearly all the programs were taped for future television presentation and that all the sessions were recorded by Supraphon, the official record label, is an indication that all-out government support was given—an unprecedented event either side of the curtain. Willis Conover made his first trip to

Prague for the occasion and he must certainly be the best known American to have visited that city in at least a decade. Fans told him that they had been listening to his program for 20 years and people came from as far as 500 miles, not only to go to the festival, but to meet Conover.

Considering the conservative attitude taken by the Soviet Union towards experimental jazz, it was nothing less than amazing the artistic freedom given Czech musicians. Some of the Czech groups are as far out as anything to be heard in Greenwich Village, and one Czech pianist said his favorite artists on that instrument were Don Friedman and Cecil Taylor.

The success of the first two Prague festivals indicate they will be a yearly affair. On the final night of Oct. 18, all the groups still in Prague performed for dancing, a brilliant conclusion for a jazz event which American festivals should copy.

New Efforts for Aznavour, Jaubert

PARIS—French singer Charles Aznavour and Jean-Louis Jaubert have formed two new companies in association with Les Compagnons de la Chanson, which begin a season at the Paris Olympia Theater on Oct. 29.

One of the companies, Les Editions Musicales Compagnons, is a publishing outlet and the other is a production com-



LENART REUTERSKIOLD, head of Reuter & Reuter, the Swedish publisher representing the Big 3 in Scandinavian countries, was in New York last week going over material with Arnold Maxin, head of the Big 3.

Souplet New Chief of Artec

PARIS—Bernard Taylor, president of Artec, the French company in which CBS Records acquired a majority holding in 1962, is relinquishing his post to Jacques Souplet, who recently joined the company. Taylor will work in an advisory capacity as "President d'Honneur" for a short time before continuing in business as a consultant.

Souplet is a veteran in the French record industry and is also known for organizing the Antibes Jazz Festival in 1960.

In another move on the CBS front, Maurice Oberstein has been appointed an officer of the English company in charge of operation reporting to Ken Glancy.

Philips Issues LP On Life of Jesus

PARIS—An important landmark in the field of religious music—which is finding a growing public in France—is the release this week of a new Philips' album, "The Life of Jesus."

This disk, which took more

than a year to prepare and has the full backing of the Church, contains 12 tracks and features an orchestra of 110 musicians and a choir.

Written by Jacques Hourioux and Claude-Henri Vic, the songs describe the life of Jesus in simple words and the accompanying, jazz-tinged music has been beautifully orchestrated by Francois Ruaber.

The music ranges from march tempo to 5-4 time and featured soloists are Danielle Licari, whose voice was heard in "Les Parapluies de Cherbourg," Jean Cussac and Anne Germain.

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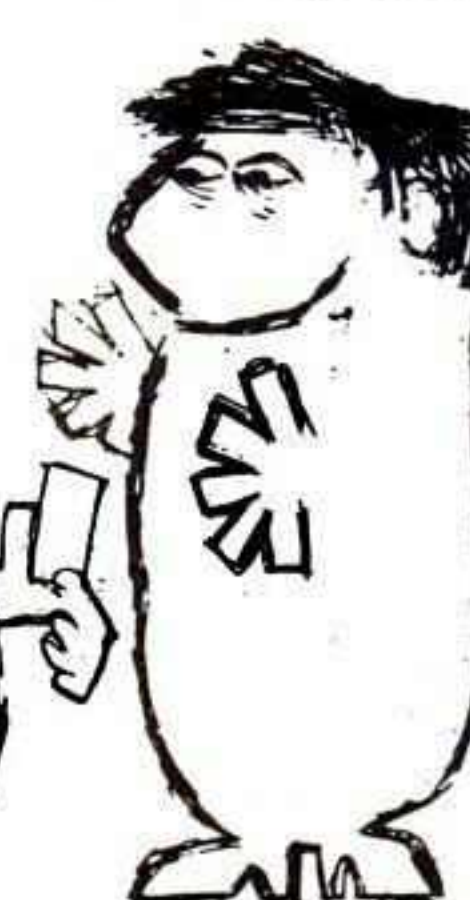
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The lyrics to one of the most powerful and dramatic songs of our time!

* "WHAT'S COME OVER THIS WORLD?"

Written by: Howard Greenfield & Jack Keller

*What's become of this Nation
And the songs that they sing
Everybody's protestin'—What's it all gonna bring?
We sang "The Star-Spangled Banner
Forever in peace may it wave
Now some rock 'n' roll singer
Is knocking "The Home of the Brave"*

*What's Come Over This World?
What's Come Over This World?
I've thought it over and I can't get over
What's Come Over This World?*

*There's an army of cowards
See them marching in line
While the country's in danger
They just carry a sign
Look at them burning their draft cards
And refusing to fight
While they talk about freedom
They're dimming Liberty's light.*

*What's Come Over This World?
What's Come Over This World?
I've thought it over and I can't get over
What's Come Over This World?*

*My brother fought in Korea
My Daddy in World War II
Now there's a war in Viet Nam
And there's a job we must do
"What can you do for your country?"
His words were written in blood
Those who forgot what he died for
Are dragging the flag through the mud.*

*What's Come Over This World?
What's Come Over This World?
I've thought it over and I can't get over
What's Come Over This World?*

*Published by: Screen Gems—Columbia Music, Inc. (B.M.I.)

"WHAT'S COME OVER THIS WORLD?"

By **BILLY CARR CP-791**

Produced by: Greenfield & Keller for Screen Gems

A record that will be heard 'round the world . . .



MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Negram's guest of the week was Maurice Sychoviez of Vogue Records, France, who discussed a further improvement of Vogue's popular LP line, "Mode." . . . Negram's start with Eurodisc's classical addition is very successful. Last week's Negram's Robert Oeges was in Gutersloh to discuss a combined promotional scheme for this series. . . . French maestro of the violoncello, Maurice Gendron, Phil-

eral concerts. Stern is exclusively recording for CBS.

RAYMOND DOBBE

BRUSSELS

"Early Bird" by Andre Brasseur is a big hit. It's always in the first five in each Belgian Hit Parade. . . . New CBS singles are: "Happy Days Are Here Again" by Barbara Streisand, "A Man Alone" (theme from the film "Ipcress File" by John Barry), "Kussen Onder Regenbogen" by Ann Christy and "Niemand Dan Jij" by Freddy Roda. . . . Primavera reports that a new LP by George Brassens is being released. Also one of Corry Brokken, with Dutch translations of world hits. . . . Dutch artist Wim Sonneveld will be in Brussels Nov. 20 and 21. . . . After filming in Freddy Zegers' "Cantilene," the German TV is very interested in Belgian artists. They will visit Brussels to program with popular local chansonniers. . . . A press party was held at the Terrasse Martini. Mr. Merlin, director of Europe 1, presented the first Musicorama in Brussels. The party honored Barbara, Valerie LaGrange and Los Incas.

JAN TORFES

COPENHAGEN

Folk music is the big thing at the moment in Denmark, and in the past two months many folk clubs have been formed in Copenhagen. A lot of English folksingers are here to make records and perform in folk clubs. Danish folksingers are doing well, too. One

of the hottest records at the moment is "Jorden i Flammer"—a Danish version of "Eve of Destruction," recorded by the Danish folksinger Caesar. The Glen Campbell version of "Universal Soldier" looks like it may overtake the Donovan version. Pat Boone is coming back with oldies like "Dear John" and "Love Letters in the Sand," which are reissued, and a new record, "Red Roses for a Blue Lady." For the first time Chuck Berry is visiting Denmark. All the Danish pop groups look forward to the concert. Berry will perform at the same concert as P. J. Proby. Other famous visitors are The Hollies, Herman's Hermits, Swinging Blue Jeans, Pretty Things, Donovan and the Animals.

Again there was big interest about Count Basie when he performed in Copenhagen. The reviews were highly praising. The No. 1 girl group, the Supremes, visited Copenhagen only for interviews. Unfortunately, they did not perform. Roger Miller tunes are good for Danish words because many Danish versions of his hits are being scored. The latest is "Syttent lo," by Otto Brandenburg, which is the same as "Engine, Engine No. 9." JERGEN MYLIUS

LONDON

British record dealers have abandoned a scheme to equally share with manufacturers the \$280,000 cost of a vast advertising scheme to promote the sale of light music recordings. They were unable to raise anything like their half and manufacturers had agreed to go ahead with the scheme only on condition that the retailers paid their share. . . . Independent record producer Mickie Most plans to produce his first film next year— independently for MGM. The picture would star Herman's Hermits, whom he records. Writer Trevor Peacock is already working on a story based on "Mrs. Brown You've Got a Lovely Daughter"—

the group's biggest American hit. . . . In one of the most startling artist changes, Donovan has switched his agency contract to the Vic Lewis organization and will be managed by Ashley Kozaks of the same office. Aussie Newman, who has been Donovan's agent since he entered show business, and his former managers both may contest the move. . . . Fall tours for Brenda Lee and Chuck Berry have suddenly been canceled. Brenda has chosen instead to entertain U. S. troops in Vietnam and promoter Joe Collins' negotiations with Berry's management were not completed.

Shirley Bassey is almost set to tour America in April with Count Basie's orchestra for promoter Willard Alexander. . . . Radio Luxembourg is devoting a series of 15-minute programs to Andy Williams' records following the singer's major British success with "Almost There." . . . Philips pioneers a dealer presentation system this month with exhibitions of its entire catalog in 15 provincial towns to aid dealers stocking up for Christmas who are unable to visit the depots. . . . The first record by a 13-year-old girl singer from Wales, Deano, is getting major promotion in Britain. The disk was independently produced by bandleader Cyril Stapleton after Deano had been discovered in a talent search organized by Stapleton and Radio Luxembourg chief Geoffrey Everitt. But now she has been signed to EMI and her future recordings will be made by Norrie Paramor, who groomed Helen Shapiro for international success. . . . Publisher Dick James is hoping for major success with the American Trousdale catalog owned by Dunhill Records which has all P.F. Sloan's compositions including "Eve of Destruction." James has signed an exclusive British pact. . . . After five years as managing director of Lieber-Southern Music, Harry Benson has resigned.

CHRIS HUTCHINS

MILAN

Big excitement was caused by the news that Giuseppe Giannini leaves CGD Internazionale. Giannini did not disclose his plans and declared that he will examine bids from record companies here. Giannini said he might create his own label. . . . RCA Italiana's Rita Pavone recorded "Supercalifragilisticexpialidocious" and "Un Poco Di Zucchero" (A Spoonful of Sugar), to be released simultaneously with the TV show "Prova Del Nove-Canzonissima," Nov. 17. . . . Domenico Modugno, when he starred in the TV musical comedy "Scaramouche," presented his three new songs: "L'Avventura," "Lacrime D'Amore" and "Nammurate E' Te." . . . Two companies released "Shame and Scandal in the Family," big hit in France. Saar released the original version by Shawn Elliot, by special agreement with Roulette, owner of the master, and Disque Vogue, Roulette's French distributor.

Orietta Berti, Philips Records, won the second edition of Festival of Roses with "Voglio Dirti Grazie" (I Wish to Thank You) by Berretta-Del Prete-Anelli. Bruno Lauzi, CGD Records, received the special European Turism Prize. . . . Carisch Records marketed Peppino di Capri's fall single, "La La La La" b/w "La Fuga." . . . French hit "Aline," by Christophe from AZ Records, a young company owned by Lucienne Maurice, who also owns Radio Europe No. 1, was released here by Saar.

MONTREAL

The president of Vogue Records in France, Leon Cabat, and General Manager Paul Claud were in Montreal to meet with Jean-Paul Rickner, president of Trans-Canada Records, to re-negotiate contracts with Trans-Canada as Canadian distributors of Petula Clark's French records. . . . The Four Aces are the latest American artists to

ips artist, arrived in Holland for recitals. He gave concerts with piano accompaniment and with the Dutch "Kunstmaand" Orchestra for TV. . . . Esther & Abraham Ofarim, after a month's tour through Germany, gave a three-hour Ofarim show at the Amsterdam Concertgebouw. . . . Bovema's Columbia label released Britain's No. 1 hit this week: Kenn Dodd's "Tears." . . . Bovema's Atlantic chief, Rien Heeremans, reported that Sonny & Cher-disks are still running fast in this country. The label will release their "But You're Mine" single this week and also work out the strong promotion of Barbara Lewis' "Make Me Your Baby." . . . Isaac Stern, world-famous violinist, accompanied by pianist Alexander Zakin, were in Holland to do sev-

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cash in on the rich French-language disk market in Canada. While appearing at the Hotel L'apointe in St. Jerome a couple of months ago, they recorded a French version of their big "Tell Me Why" (Dis Pourquoi) for Apex. . . . A major U. S. label is interested in bilingual French-Canadian singer **Tony Roman**, who recently appeared at the Latin Casino in Camden, N. J., with headliner **Robert Goulet**. Roman has just cut a session in New York for the hometown Select label. . . . French-Canadian chansonnier **Claude Lavellee** is cutting an LP, his fifth, for Columbia of Canada in Paris during his current tour of Europe, which is highlighted by an engagement at the Bobino in Paris. . . . **Donald Lautrec**, whose French version of "The Birds and the Bees" (Tu dis des betises) made No. 1 in Switzerland and at home and saw chart action in France, looks like repeating that success with his French version of "Action" on Jupiter here and Fontana in Europe. Lautrec jets to Paris next month for three big TV shows, accompanied by Jupiter topper **Yvon Dufresne**. Another European tour is set for the first of next year.

Pierre Lalonde, Apex Records' top bilingual pop singer, who's had a couple of singles on Decca in the U. S., formed his own record company, Prestige, a couple of months ago, and reports excellent reaction to its first release, Richard Proulx's French version of "Count Me In" (Je Suis La). . . . The success of **Barry McGuire's** "Eve of Destruction" among the "Americain" disks played on French-language radio stations spurred RCA Victor in Montreal to arrange with Dunhill Records to record French-Canadian RCA Victor artist **Marc Bourret** in Los Angeles in the Eve studio with the Eve backing in a French version of the protest song. The resulting "L'enfer sur la terre" almost out-Eve's "Eve." Bourret is a CKVL Montreal deejay. . . . RCA Victor reports civic pride flourishing in Vancouver, where "The Vancouver Scene" album with **Lance Harrison's Dixieland Band** has sold some 2,500 copies, outselling its companion pieces in the jazz series, "The Montreal Scene" with **Nick Ayoub** and orchestra, and the new "Toronto scene" with the **Brian Browne Trio**.

Columbia has its red carpet ready for two Barclay artists big in the French-Canadian market, with **Jacques Brel** touring Quebec all next month before heading for New York and his Carnegie Hall concert Dec. 5, while **Charles Aznavour** makes Montreal in December after his Broadway engagement. . . . Capitol in Montreal released **Sacha Distel's** first for the Pathe label, "Le Scandale dans la Famille," to coincide with Distel's p.a. at the Place des Arts (22) with the second single from his EP to follow shortly.

KIT MORGAN

OSLO

Jay Lasker, managing director of Dunhill Records and Trousdale Publishing Co., in Stockholm for talks with his representative in Scandinavia, **Stig Anderson** of Sweden Music. Plans to bring the label's top singing artist, **Barry McGuire**, to Sweden fell through. Swedish TV lacked interest. The Dunhill platter, "Eve of Destruction," issued on RCA Victor, is currently No. 1 in Sweden. . . . Eurotron, a company importing LP records from U. K. and U. S. and selling through bookstores and supermarkets, has founded a local record label, Volt, and is issuing their first record, "Hound Dog," played by the **Public Enemies**. . . . The main theme from the film, "Zorba the Greek," has hit Norway in full. Everybody is dancing the Sirtaki; this week two recordings are represented on the Norwegian Top Ten, one by **Mikis Theodorakis**, the 20th Century-Fox Records original soundtrack, and one by **Marcello Minerbi** on the Sonet label, Durium label's representative here.

The production of Vogue single records has been improved here in Norway after **Arne Bendiksen** got permission to press singles here instead of being dependent on French imports. . . . The rumors

that the Norwegian pop quintet the **Pussycats** planned to go to South Africa on a tour roused a storm here; manager **Sten Ekroth** has promised that the group will not go. The Pussycats, represented on the charts with their rendition of "Ebb Tide," will go to the U. S. in January. **ESPEN ERIKSEN**

PARIS

Enrico Macias' latest for Pathe-Marconi is an EP with two poten-

tial hits—"J'Appelle le Soleil" and "Mon Coeur d'Attache." . . . The French State radio is making a big effort to compete for young audiences with commercial stations Radio Luxembourg and Europe No. 1. First step in the campaign was the launching of a new weekly program on France Inter called "Les 400 Coups," which featured **Frank Alaimo**, **Sandie Shaw**, **Marcel Amont**, **Fernand Reynaud**, **Claude Francois**, **Sacha Distel**, **Enrico Macias**, **Barbara** and **Adamo**. The

program is produced by **Jean Bardin**. The first transmission was followed by the opening of the ORTF "Pop Club" at the Maison de la Radio. Among the guests: **Lucien Morisse**, head of Europe No. 1. . . . **Roger Maruani**, artistic director of Festival Records, attended the song contest at Castorcaro, Italy. Winner of the contest will be invited to the San Remo Festival. . . . **Guy Mardel** made his Olympia theater debut on Oct. 27. . . . One of France's

most gifted composers, **Danyel Gerard**, has joined Editions Tutti. . . . **Alain Barriere's** South American tour was a big success. . . . The **Los Brincos** Spanish hit "Flamenco" has been recorded for Barclay by **Dalida**. . . . "Live a Little Love," one of the successes of Britain's Brighton Song Festival, has been recorded in French by **Johnny Hallyday** for Philips under the title "Laisse un peu d'Amour dans mon Coeur."

(Continued on page 48)

A demand single from Okeh!

The Vibrations

"Misty"



From their hit album



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MUSIC CAPITALS OF THE WORLD

• Continued from page 47

Trini Lopez flew to Nice to make a special appearance in a Telsun Foundation ABC-TV color film, "Poppies Are Also Flowers," which will be produced on the French Riviera for programming in December on the TV network and released internationally in 1966 as a major feature. Trini scored such a success at his gala performance for the Monaco Red Cross for Princess Grace and Prince Rainier a few weeks ago that co-producer Euan Lloyd and producer-director Terence Young flew to the U. S. to ask Trini to recreate his show for world audiences on this special antimarcotic smuggling film inspired by the United Nations. . . . Vogue is rush-releasing a follow-up to the Shawn Elliott smash, "Shame

and Scandal in the Family." Called "The Joker," it is backed with "The Girl in Bell-Bottom Trousers," "Little Bird" and "Josephine, Please Don't Lean on the Bell." . . . Making her first appearance in public since last month, Juliette Greco sang for two hours at the Theatre Gerard-Philippe at Saint-Denis and received a great ovation. Included in her program were new songs by Guy Beart, Henri Tachan and Claude Bolling. . . . The Surfs and Michel Delpech, both of Festival Records, are due in Campione, Italy, on Nov. 5, 6 and 7 to participate in a TV gala which will be shown on Eurovision.

MIKE HENNESSEY

ROME

American emcee Mike Bongiorno has recorded a Christmas LP for Ariston which also has the distinction of being the first yuletide number of the year. . . . Most song festivals end with deficits which are made up by tourist offices but the 13th Naples event in September grossed \$5,000. . . . New TV musical series, "The Champions," will present top singing names with top sports names. . . . Neapolitan maestro Mario Calderazzi, who writes his own lyrics with his music in both English and Italian mainly sung by Peppino Di Capri, has come up with a semi-symphonic piece, "Holiday in China." . . . Dino will do a film based on his song hit, "I Read It in Your Eyes." . . . Ricordi is now sure of both Bobby Vinton and the New Christy Minstrels for the San Remo Festival. . . . CAM has issued LP of Nino Rota's score for "Juliet of the

Spirits," latest Federico Fellini film.

SAAR is now distributing Dot, Red Bird, Atlantic and Roulette in Italy in addition to Vogue and Jolly. The company has just issued two Sonny and Cher disks including their Billboard award winner, "I've Got You, Babe." SAAR has also picked up rights for Czechoslovakia's Supraphon catalog, including the winners of this year's Intervention competition at Prague, where Czechs won first and second places. Karel Goth, top Eastern European pop singer, was first. He will record for Italy in Italian. . . . Decca Italiana has put 14 of its foreign names, including the Rolling Stones, Tom Jones and Kathy Kirby on one LP entitled, "14 Great Artists." . . . Ri-Fi-Antoniano, which has made a success of specializing in children's disks, prepared a special one for school opening.

For the third year in a row CGD has signed Luciana Turina, 19, winner of the Castrocaro Festival for New Voices. She goes to San Remo as a matter of right, where she will be joined by Plinio Maggi, 22, whose reward was a Meazzi contract. Among other newcomers signed by disk firms as a result of this event are Silvani Aliotto, Carisch; Patrizia Borgatti, Ricordi; Gianni Mescoli, Jolly; Antonio Miranda, Juke Box; Anna and Angelo Mazzanti, Voce del Padrone, and Beniamino Gigli, Fonit-Cetra. . . . Semi-monthly disk magazine Ciao Amici is now issuing a weekly supplement which features life stories of pop singers. Magazine has set up a series of annual awards for the year's most popular Italian male and female singers, most popular young male and female Italian singers, most popular foreign singers both male and female, top combo and most followed TV program. . . . A new type of TV program, "Cantagiornale" (Singing Newspaper), is being emceed by Lello Bersani. Among guest artists listed are the New Christy Minstrels. . . . Augusto Martelli, who

conducts and arranges for most of the Ri-Fi top artists, has a disk of his own orchestra in which he dubs himself "The Singing Teacher." . . . Saar is now issuing German actress Ingrid Schoeller on its Jolly label and Christophe from France's AZ label in its newly enlarged Italian repertoire. . . . With this week's Festival of Italian Song in Zurich, the hectic run of promotions for the disk firms from Naples to Castrocaro to Rome's Roses Festival to Zurich is completed. Now they can concentrate on selling their songs until San Remo comes along at the end of January. SAM'L STEINMAN

TORONTO

RCA Victor in the U. S. will release the first album by J. B. and the Playboys, the Montreal group currently being groomed to hit the U. S. in person as well as on disk. The LP, on RCA's Canada-International label, got off to a solid start at home with over 2,500 copies sold in the Montreal area in its first week, and Toronto sales are also high. . . . Bell Records in the U. S. is high on the first release from the new Can Cut label, "Take the First Train Home," by Dee and the Yeomen, and it'll be released in the States immediately. . . . "It Was I," by the Big Town Boys, picked up by Bell-Amy-Mala in the U. S., was featured on the "Rate a Record" seg of Dick Clark's "American Bandstand" show on the ABC-TV network (16) and scored 95 per cent, which producer-director Ed Yates called

single, "That's My Girl," by the Keatniks on Melbourne, has prompted an LP by the pop group from Labrador, with their own versions of such big hits as "King of the Road" and "Memphis." . . . The Rising Sons, pop group from Burlington, near Toronto, make their disk debut on Columbia with "Don't Look Away," written by two members of the group. Marks the first Columbia outing from Toronto's busiest independent producer, Stan Klees. . . . Dean Curtis and the Lively Set, big on the Toronto scene, bow on disk with Quality's Barry label and "Stuck on Yourself."

There's been a flurry of Columbia and Epic artists in and out of Toronto, with Dion and the Wanderers at the Friars, creating interest in his new single, "Tomorrow Won't Bring the Rain" and "You Move Me, Babe"; Earl (Fatha) Hines and His Quartet at the Colonial boosting his latest album, "The New Fatha Hines Trio"; Epic artist Ken Colman at the Town Tavern; while Epic artists Merle Kilgour and Stan Hitchcock just wound up dates at the Horse-shoe Tavern and Edison Hotel, respectively. . . . RCA Victor hopes to have John Gary's new LP, "John Gary Sings Your All-Time Favorite Songs" out in time to capitalize on his engagement at the Imperial Room of the Royal York Hotel in Toronto (Nov. 1-13) and his appearance on the CBC-TV network's "Juliette" show Nov. 6. KIT MORGAN

CHICAGO

Rudolph Koteles' Northlake Productions of Otter Lake, Mich., donated several hundred records for soldiers in Vietnam via 5th Army Headquarters here last week. Artists Jan Eden, Kay Tolliver and Carl Berth were in town to make the initial presentation. More records will follow. . . . Singer Cal Robertson, soon to get his second shot at Chicago in the College Inn at Sherman Hotel, has been warming Canadian cockles at Chan's "Moon Room," Winnipeg. Robertson's debut here was an eight-week appearance at Mangam's Chateau in the early fall. . . . The Artist's Representatives Association holding their annual meeting here last week elected Jack Russell president; Charles Eddy, first v.p.; Charles E. Hogan, second v.p.; Sidney J. Page, third v.p.; Goldie Cohan, secretary and Howard Schultz, treasurer. Group's new board of governors consists of Sid Epstein, Harry Greben, Myron Hanley, Marvin Himmel, Doris Hurlig, Jack Lindahl, Frank Taylor, Ruth Best, Jack Blue, Cliff Burmek and Tom Rear-don.

On Nov. 7 WBBM-TV will unleash the Rev. Norman J. O'Connor (the Boston disk jockey who is a director of the Newport Jazz Festival) in a discussion of the relationship between the creativity of jazz and interpretation of Christian life. Jazzmen Joe Vito, Frank Panico, Lenard Druss, Joe Rumoro, Don Oriando, Max Mariash and Herb Knapp will assist. Amen. . . . Word is that "Eve of Destruction" has hit 65,000 in sales in Chicago without play on WLS. . . . Miles Davis did it again at the Plugged Nickel. He didn't show. Jimmy Smith came back and covered for a weekend. After walking the second and third miles, Mike Pierpall is giving up. Louis Jordan and his Tympany 5 arrive at the Old Town jazz spot Nov. 3 for a week. The Jazz Crusaders enter Nov. 10 for five days. . . . Jazz at the Penthouse (Playboy) through the first half of November will be dished out by Ralph Massetti. . . . A radio personality battle is raging. WLS is booming Bernie Allen, Clark Weber, Dex Card, Ron Riley, Art Roberts and Don Phillips. Their images are getting on-the-air musical boosts and newspaper treatment. Getting similar promotion at WIND are Howard Miller, Lee Rodgers, Bill Calder, Bob Larsen and Kurt Russell. WLS admittedly is moving to meet the challenge of Ken Draper at WCFL, who has been building on personalities in the market. WMAQ's Glenn Bell has done likewise in its easy-listening challenge to WIND. . . . Lime-light's Roland Kirk took his array of reeded instruments to Hunter College Oct. 27. RAY BRACK

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ARGENTINA

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- VENECIA SIN TI—Charles Aznavour (Barclay); *Juan Ramon (RCA); Ely Neri (Fermata); *Claudia (Odeon)—Fermata

AUSTRALIA

*Denotes local origin

- IL SILENZIO—Nini Rosso (Durium)—Alberts

AUSTRIA

*Denotes local origin

- SATISFACTION—The Rolling Stones (Decca)—Gerig

BRITAIN

*Denotes local origin

- TEARS—*Ken Dodd (Columbia)—Keith Prowse

- YESTERDAY MAN—*Chris Andrews (Decca)—Glissando Music

BRAZIL

*Denotes local origin

- SHAME AND SCANDAL IN THE FAMILY—Shawn Elliott (Roulette-Chantecler); *The Bells (RGE); *Renato seus Blue Caps (CBS)—Fermata

CANADA

*Denotes local origin

- GET OFF OF MY CLOUD—Rolling Stones (London)

- JUST A LITTLE BIT BETTER—Herman's Hermits (MGM)

CANADIAN RECORDS

- ONLY SIXTEEN—Terry Black (Arc)

EIRE

- TEARS—Ken Dodd (Columbia)—Keith Prowse

FINLAND

- SATISFACTION—The Rolling Stones (Decca)

FRANCE

- MES MAINS SUR TES HANCHES—Adamo (Voix de son Maitre)—Pathe

FRENCH (WALLOON)

BELGIUM

- SHAME AND SCANDAL IN THE FAMILY—Shawn Elliott (Roulette)

- CAPRI, C'EST FINI—Herve Villard (Mercury)—Peter Plum Pub.

HOLLAND

- THIS STRANGE EFFECT—Dave Berry (Decca)

HONG KONG

- ACT NATURALLY/YESTERDAY—The Beatles (Parlophone)

ITALY

*Denotes local origin

- SI FA SERA—*Gianni Morandi (RCA)

JAPAN

*Denotes local origin

- AISHITE AISHITE AISHICHATTANOYO—*Mahina Stars & Tashiro Miyoko (Victor)—JASRAC

- ETSURAKU NO BLUES—*Shima Kazuhiko (Columbia)—JASRAC

MALAYSIA

*Denotes local origin

- SILVER THREADS AND GOLDEN NEEDLES—*Crescendos (Philips)

MEXICO

*Denotes local origin

- PAYASO—*Javier Solis (CBS)—Mundo Musical

NEW ZEALAND

- I GOT YOU BABE—Sonny and Cher

NORWAY

*Denotes local origin

- SATISFACTION—Rolling Stones (Decca)

(Continued on page 51)

"The songs...have more melodic grace and inventive distinction than has been heard in some years."

Howard Taubman (N. Y. TIMES)



ON A CLEAR DAY

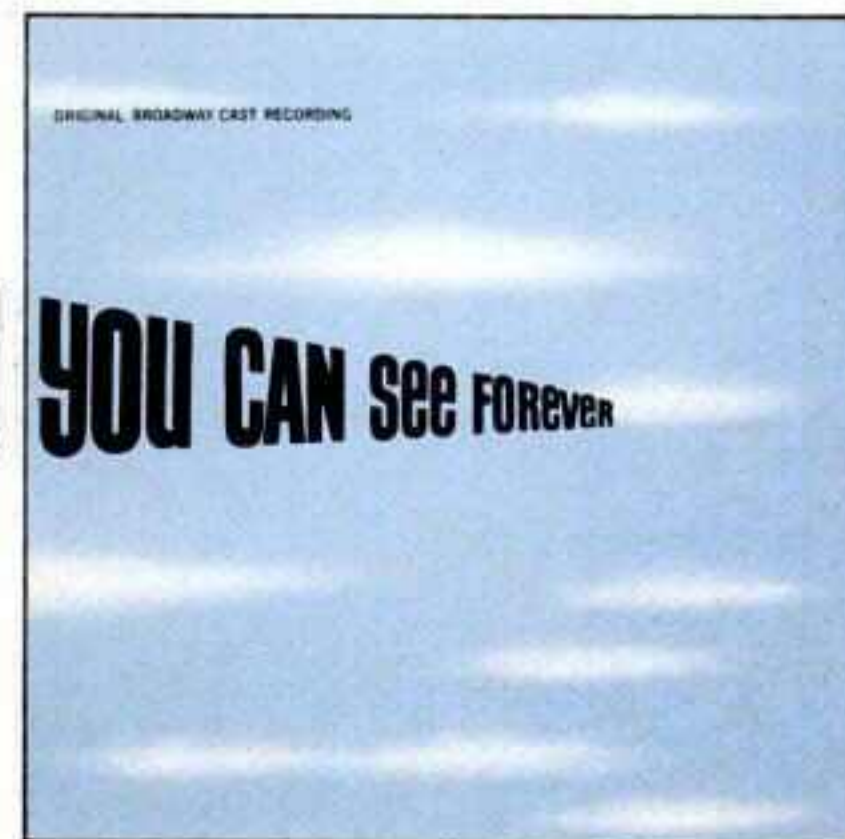
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LOCD/LSOD-2006

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS
THIS WEEK

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

PIED PIPER . . .

Changin' Times, Philips 40320 (Chardon, BMI)
(Los Angeles, Boston)

SEESAW . . .

Don Covay, Atlantic 2301 (East-Cotillion, BMI)
(Pittsburgh, New Orleans, Memphis)

HOLE IN THE WALL . . .

Packers, Pure 1107 (Pure Soul, BMI)
(Pittsburgh, New Orleans, Chicago)

THE TIMES THEY ARE A-CHANGIN' . . .

Peter Antell, Bounty 45103 (Witmark, ASCAP) (Detroit)

FLOWERS ON THE WALL . . .

Statler Brothers, Columbia 43315 (Southwind, BMI)
(Houston)

STAY TOGETHER YOUNG LOVERS . . .

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

BUCKAROO . . .

Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI) (Atlanta)

THE TRAIN . . .

Eddie Rambeau, DynoVoice 211 (Saturday, BMI)
(Baltimore)

NEVER HAD IT SO GOOD . . .

Ronnie Milsap, Scepter 12109 (Flomar, BMI) (Houston)

• ALBUM REVIEWS

• Continued from page 37

POLKA

DISCOTHEQUE FOR POLKA LOVERS

Johnny Vadnal and his Ork. RCA
Camden, CAL 923 (M); CAS 923 (e)
(S)

SPOKEN WORD

THE 12-STRING GUITAR AS PLAYED BY LEADBELLY

Peter Seeger, Folkways FI 8371 A/B
(M)

CHRISTMAS

BRITTEN: REJOICE IN THE LAMB/ MISSA BREVIS/A CEREMONY OF CAROLS

The Choir of St. John's College Cambridge, London Argo, RG 440 (M);
ZRG 5440 (S)

INTERNATIONAL

(2 12" LPs)

PANORAMA FOLKLORICO DE LATINOAMERICA

Los De Ramon, RCA Victor, MKL
6001 (M)

MELODIE CALABRESI

Franco Mazzitelli, Fiesta FLP 1429
(M)

DER WEG ZUM HERZEN

Various Artists, Fiesta FLP 1428 (M)

KLEINE MOWE, FLIEG NACH HELGOLAND

Various Artists, Fiesta FLP 1427 (M);
FLPS 1427 (S)

INDIA/ITS MUSIC AND ITS PEOPLE

Christobel Weerasinghe, Desto D 500
(M)

JAPAN/ITS MUSIC AND ITS PEOPLE

Christobel Weerasinghe, Desto D 501
(M)

POLKAS AND WALTZES

Boys Choir of Vienna, Surrey S 1008
(M); SS 1008 (S)

A CHINESE CHRISTMAS

St. Paul's Children's Choir of Hong
Kong, Capitol T 10396 (M); ST 10396
(S)

CHRISTMAS IN IRELAND

Little Dublin Singers, Capitol T 10412
(M); ST 10412 (S)

ARMENIA ARMENIA

Hachig Kazarian Ensemble, Monitor
MF 452 (M); MFS 452 (S)

FERNANDO FARINHA SINGING HIS PORTUGUESE HITS

Monitor MF 449 (M)

SLOVENIAN MELODIES

Aysenik Quintet, Monitor MF 445 (M);
MFS 445 (S)

FESTA ITALIANA

Various Artists, Monitor MF 433 (M)

THE WONDERFUL MUSIC OF MANOS HADJIDAKIS

Ketty and Dionysios Apostolatos,
RCA Victor International FPM 125
(M)



THREE-STAR ALBUMS

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

POPULAR

THE NEW RED RAVENS

Cuca K 2023 (M)

SATURDAY NIGHT FAVORITES

Dick Rodgers, Cuca K 2018 (M)

THIS IS JOHN WALLOWITZ

Serenus SEP 2005 (M)

JAZZ

YUSEF LATEEF

Delmark DL-407 (M)

LOW PRICE JAZZ

QUIET NIGHTS

Living Jazz, Camden CAL 914 (M);
CAS 914 (S)

INTERNATIONAL

NA ZNON N HTELPOS

Various Artists, Grecophon 132 (M)

MACEDONIA: SONGS AND DANCES

Various Artists, Monitor MF 444 (M);
MFS 444 (S)

ARABIAN DELIGHT!

Abdu-El-Hanid & His Ork. Monitor MF
434 (M); MFS 434 (S)

HITS OF THE WORLD

• Continued from page 49

PHILIPPINES

This Last
Week Week

1 1 DO-RE-MI—Julie Andrews &
the Children (RCA)—
Filipinas Record Corp.

2 2 PRELUDE AND THE
SOUND OF MUSIC—
Julie Andrews (RCA)—
Filipinas Record Corp.

3 4 HELP ME, RHONDA—The
Beach Boys (Capitol)—
Mareco, Inc.

4 3 SUCH AN EASY QUESTION
—Elvis Presley (RCA)—
Filipinas Record Corp.

5 5 WOOLY BULLY—Sam the
Sham and the Pharaohs
(MGM)—Mareco, Inc.

6 7 WISHING IT WAS YOU—
Connie Francis (MGM)—
Mareco, Inc.

7 6 I WILL WAIT FOR YOU—
Steve Lawrence (CBS)—
Mareco, Inc.

8 8 SATISFACTION—Rolling
Stones (London)—Super
Records

9 10 HELLO, DOLLY!—Bobby
Darin (Capitol)—Mareco,
Inc.; Louis Armstrong
(Kapp)—Mareco, Inc.

10 — PAPA-OOM-MOW-MOW—
The Beach Boys (Capitol)—
Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Last
Week Week

1 3 A SCANDAL IN THE
FAMILY—Shawn Elliott
(Roulette-Chantecler)

2 1 A FESTA DO BOLINA—
*Trio Esperanca (Odeon)

3 9 HELP!—The Beatles (Odeon)

4 6 ISABELLE—Charles Aznavour
(RGE-Barclay)

5	5	ABRACAME FORTE— Wanderley Cardoso (Copacabana)
6	7	DAS ROSAS—*Wilson Simonal (Odeon)
7	8	IL SILENZIO—Eddie Calvert (Odeon); Nino Rosso (Fermata); Litz Kepts (Philips)
8	—	ZORBA THE GREEK— Dalida (Todamerica); Claus Ogerman (RCA)
9	—	PAU DE ARARA—*Ary Toledo (Fermata)
10	10	ESTACIO DE SA'—*Miltinho (RGE)

SINGAPORE

*Denotes local origin

This Last
Week Week

1 2 MR. TAMBOURINE MAN—
The Byrds (Philips)

2 1 IL SILENZIO—Nino Rosso
(Durium)

3 6 CATCH US IF YOU CAN—
Dave Clark Five (Columbia)

4 5 NOTHING BUT
HEARTACHES—Supremes
(Motown)

5 3 COME ON AND SHOUT—
*The Quests (Columbia)

6 4 WITH THESE HANDS—
Tom Jones (Decca)

7 8 ALMOST THERE—Andy
Williams (Mercury)

8 9 SEA CRUISE—Hondells
(Mercury)

9 7 ZORBA'S DANCE—Marcello
Minerbi (Durium)

10 10 SUNSHINE, LOLLIPOPS
AND RAINBOWS—Lesley
Gore (Mercury)

SOUTH AFRICA

This Last
Week Week

1 1 GOODBYE MY LOVE—
Murray Campbell (RCA)

2 4 WHAT'S NEW PUSSYCAT—
Tom Jones (Decca)

3 2 TOSSING AND TURNING—
The Ivy League (Pye)

4 3 SATISFACTION—The Rolling
Stones (Decca)

5 8 UNCHAINED MELODY—
The Righteous Brothers
(London)

6 5 CATCH US IF YOU CAN—
Dave Clark Five (Columbia)

7 9 YOU'VE GOT YOUR
TROUBLES—The Fortunes
(Decca)

8 — CALIFORNIA GIRLS—
Beach Boys (Capitol)

9 6 PEARLY SHELLS—Pat
Boone (Dot)

10 7 I'M ALIVE—The Hollies
(Parlophone)

SWITZERLAND

This Last
Week Week

1 2 IL SILENZIO—Nino Rosso
(Hansa)—Intro

2 4 WOOLY BULLY—Sam the
Sham and the Pharaohs
(MGM)—Aberbach

3 1 ZORBA LE GREC—
Soundtrack (20th Fox-
International)—Gerig

4 5 CADILLAC—The Renegades
(Hansa)—Intro

5 3 FRAEULEIN WUNDERBAR
—Peter Alexander (Polydor)
—Melodie der Welt

6 8 SHAME AND SCANDAL IN
THE FAMILY—Shawn
Elliott (Vogue)—Montana

7 10 FRAUEN UND ROSEN—
Sacha Distel (Polydor)—
Gerig

8 — WEEKEND BOY—Connie
Francis (MGM)—Schneider

9 — I GOT YOU BABE—Sonny
& Cher (Metronome)

10 — DU BIST NICHT ALLEIN—
Roy Black (Polydor)—Seith

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by:

Terry and Marsha



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you GIVE

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RADIO-TV PROGRAMMING

WBMD Has a Good Thing Going: Live Country Shows

BALTIMORE — Radio station WBMD here is planning to expand its promotion of live country music shows into other cities next summer, according to Carl Brenner, executive vice-president of WBMD and president of the WBMD Artist Bureau. The radio station initiated the shows as a station promotion, but they've snowballed into a successful sideline business. The station has already tried an out-of-town show in Harrisburg, Pa.

To date, the WBMD Country Jubilee has drawn more than 144,600 fans to 13 shows—an average of more than 11,000 a performance. Only three shows thus far have filled Baltimore's 13,169-seat \$15,000,000 Civic Center: Frank Sinatra, the Beatles and the Country Jubilee.

WBMD changed to a country format about five years ago and Brenner admitted that he knew little about country music when he started. "I used to be in advertising. But with 13 stations in Baltimore at the time, I felt I would have to specialize . . . have to be different. Country music was the only field not being developed. I arranged for a survey of record sales and found that country music records and country-oriented records amounted to about 50 per cent of the sales in the area. Country music records were also getting tremendous play on jukeboxes."



MARTY ROBBINS TAKES A SLOW SPIN on WBMD's revolving stage at a Country Jubilee presented by radio station in Baltimore's Civic Center to an s.r.o. crowd. Shows such as this give Carl Brenner, executive vice-president of the radio station and president of the Artist Bureau, valid reason to boast, "We're now one of the biggest talent bookers in the country."

The station was in the process of building an audience for more than a year after switching to country music. "Then we really took off when I created the Country Jubilee. It's now the most successful radio promotion in Baltimore. The germ of the idea came from producing small shows for charities and handling small groups at fairs.

"We now promote six shows a year featuring top country music artists—usually six to a

show. Tickets are \$2 and \$1 in advance; 50 cents higher at the door, so we give an audience so much for so little it has to be popular."

Feeling that some of the back seats in the auditorium weren't quite as good as they should be, WBMD built a \$10,000 portable revolving stage over a year ago. The turntable makes a revolution every three minutes, and, since it's placed in the center of the auditorium, every-

(Continued on page 58)

Radio Revenues Up 7.5% in Peak Year; Profits Soar 23%

WASHINGTON—Radio revenues rocked on to new highs in 1964, FCC has reported. Revenues hit \$732 million, up 7.5 per cent from 1963, with a profit leap of 29 per cent, to \$70.8 million. Both increases outstripped increases from 1962 to

1963, and with the exception of a lag in 1961, marked a decade of radio's steady climb.

Exclusive of network groups, revenues of 3,877 radio stations were up 7.9 per cent to \$648 million, and profits up 33.2 per cent to \$69.5 million. Profit in-

crease for 1964 over 1963 was nearly \$17 million, while profit increase over 1962 had been less than \$8 million.

Network story was not quite so happy. The four radio networks as a group had a second year of profit, but increased expenses knocked pre-tax profits to \$671,000, down nearly 28 per cent from 1963, because expenses increased 7.7 per cent while revenue increase was only 6.8 per cent. Revenues of the 19 net-owned stations were \$34.2 million, profits \$3.6 million, revenues down .4 per cent and pre-tax profits down nearly 27 per cent from 1963.

Time Sales Up

Total radio time sales, excluding independently owned FM stations, hit \$763.7 million, up \$52 million over 1963. Local time sales accounted for 64 per cent of the total, or \$487.9 million; national spot brought in 30 per cent, totaling \$232 million, and network time sales were \$43.8 million, or 6 per cent of the total. Over-all, broadcast revenues were \$719.2 million, expenses \$645.4 million and income \$73.8 million before taxes.

FM service made total revenues of \$19.7 million, up \$3.4 million from 1963, and a tenfold increase over 1954. Some 869 FM's owned by AM licensees reported FM-only revenues of \$6.9 million, but profit and expenses were not broken out in this group. FM's in this group

(Continued on page 55)

WMAL's Grant Honored for Championing Bossa Nova

WASHINGTON — The Brazilian National Order of the Southern Cross has been awarded WMAL radio personality Felix Grant for his popularizing of the Bossa Nova, and his pioneering on behalf of other Brazilian music and musicians. The award, highest that can be given a foreigner by the Brazilian government, was presented to Grant in recent ceremonies held at the Brazilian embassy here.

In bestowing the honor on WMAL's unique programmer and publicizer of the Brazilian beat, Ambassador Juacy M. Magalhaes said: "Felix Grant was one of the first, if not the pioneer publicizer of 'Bossa Nova' in the United States. His genuine enthusiasm for this new style, and his widespread and effective campaign, was actually responsible to a very great extent for the introduction, acceptance and popularity of the 'Bossa Nova' in an artistic milieu so richly endowed and creatively

prolific as the one existing in the United States." The ambassador conveyed his country's warm affection to Felix Grant for furthering the cause of Brazilian-American friendship.

Felix Grant came to WMAL-Radio in 1953 and began an evening program featuring music from albums. In the past 12 years, he has established a reputation as an authority on contemporary music and jazz, and is one of the most popular programmers in the area in this field.

Grant was persuasively focusing attention on Brazilian music as early as 1957, and in 1961 he travelled to Brazil to gather a collection of Bossa Nova. The new sound became a feature on his program and was taken up by a widening audience of listeners, record buyers, and entertainment personalities. "Album Sounds With Felix Grant" is aired on WMAL-Radio from 8 p.m. to midnight, Monday through Friday.

Rock Cartoon Series For TV H-B Project

By ELIOT TIEGEL

HOLLYWOOD — Hanna-Barbera Productions, the animated cartoon specialist, is working on a project to develop a weekly TV series for network exposure based on zany rock 'n' roll musicians.

The company received the request to create and develop a half-hour series for morning viewing based on the success of a cartoon show for kids starring the Beatles seen on ABC-TV at 10:30 a.m. The New York TV executives believe this is an untapped area for cartoon development.

H-B has already spoken with the Beach Boys, Herman's Hermits and Gary Lewis and the Playboys about being the central characters in the series. But because of demanding schedules, finances and outside obligations none of the groups could fit into this project. Record division general manager Don Bohanan, acting on orders from Joe Barbera, is developing names, situations and a story

line for the proposed series. H-B would like to have the show ready for next season. "Through animation we can create a rock 'n' roll group," Barbera said last week, "which will travel around the world and get into crazy situations." All music sung by the group would be available to the record wing.

The company is still dicker with using an established music group as the stars of the show. The animators believe they can provide today's record sound for television in a cartoon format.

This could conceivably open up another exposure area for acts. H-B has pioneered in obtaining mileage for an act by providing TV stations with free film clips of a performance (Pebbles and Bamm Bamm) for inclusion in kiddie and teen dance shows.

The company has already integrated Danny Hutton, one of its record artists, into the "Flintstones" TV show and has worked in the Beau Brummels, who record for the Autumn label in a November segment.

WEEZ Taking New Format to Listeners

CHESTER, Pa.—Radio Station WEEZ, which just launched a fulltime top 40 country music format Monday (25), is keeping a steady pulse on its new-found listeners. Via a 4 p.m. program, WEEZ asks the audience to call in their favorite country song.

"I started this feature," owner Ernest Tannen said, "to get an immediate daily idea of what people want to hear. The response is tremendous—120 telephone calls in a half-hour. Monday's favorite was 'If You Want a Love', by Buck Owens; on Tuesday, 'The Other Woman', by Ray Price won the nod. We play the record that gets the most votes."

WEEZ has dabbled in country music before, but never with a positive format, Tannen said.

"The station even carried three hours of talk. The format was a hodge-podge of nothing. No promotions, nothing."

WEEZ beams into Philadelphia 10 miles away. Every few minutes, the deejays hammer: "We cover the Wilmington-Philadelphia corridor." In the past, WEEZ shared the Philadelphia market's country music audience with WNAR, Norristown, Pa., and WAAT, Trenton, N. J. But Tannen is now shooting for the whole works. "We hope to build interest in country music in Philadelphia so big that when we run a live talent show there we'll have to hold it in Convention Hall."

The station is presently beaming 1,000 watts but hopes to

(Continued on page 55)

WTRY Tri-City King As Singles Influence

ALBANY — Radio Station WTRY has taken over as the leading influence on pop single sales in the Troy area, the station's 46th radio market. On Billboard's just completed Radio Response Rating survey of the tri-city market, WTRY received 51 per cent of the votes of record distributors, dealers, one-stops, rack jobbers, record company executives and record promotion men. On last year's survey the station rated second with 37 per cent of the votes.

WPTR, first in the market a year ago, had 49 per cent of the votes this time.

The success of WTRY in influencing pop single record sales, according to vice-president and general manager Arthur H. Simmers, can be traced to "an aura of excitement" surrounding the station's promotions. These have included live talent shows featuring artists such as Roy Orbison, the

Rolling Stones, Peter and Gordon and Bobby Rydell, plus the package shows of Dick Clark and "Shindig."

"We've been doing something every month," said Simmers. "In May, we sponsored four shows alone." Other promotions be the station have included sending six busloads to the Beatles concert a few months ago in Shea Stadium in New York City and sending a contest winner and his family to England to hear a Beatles concert. This kind of activity has generated an enthusiasm within the station among the staff which rubs off on the audience, Simmers said. The station also sponsors bus trips to New York City for Broadway shows.

One of the reasons the station is proving so successful at exposing new records, Simmers said, is a "Voice Your Choice" program every night from 8-9.

(Continued on page 55)

A THINKing man's hit!

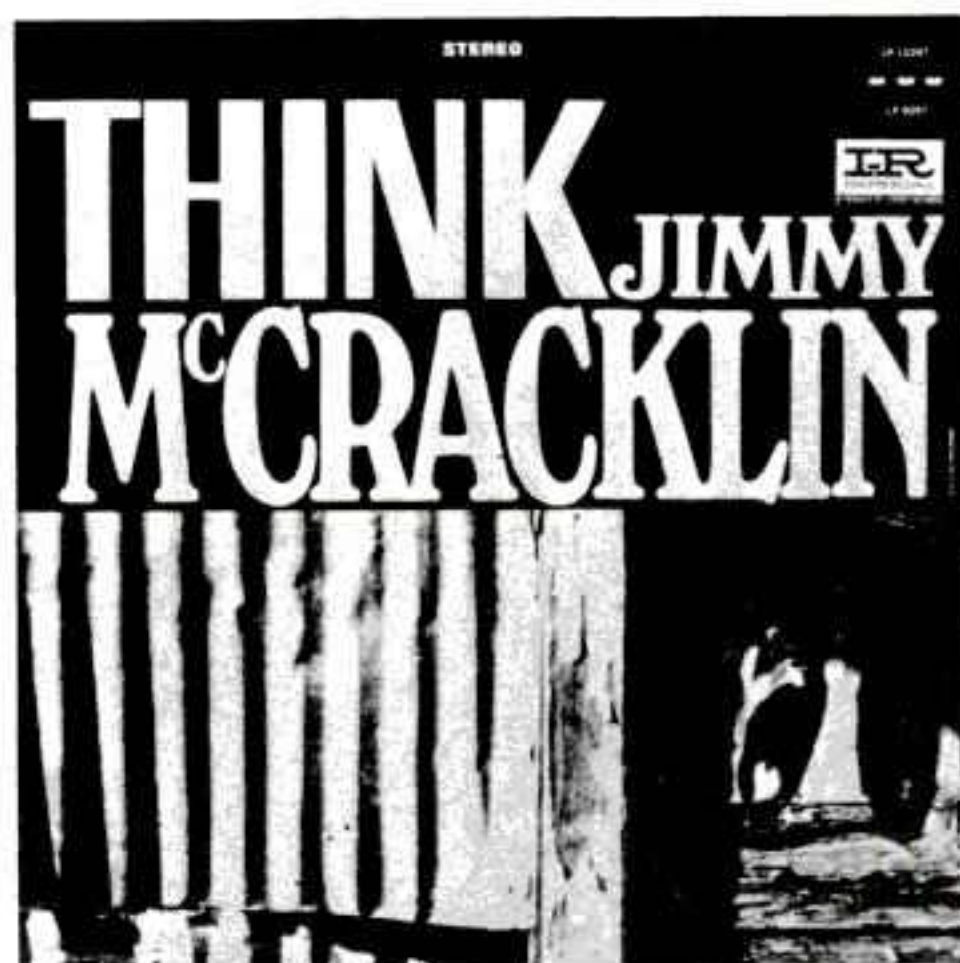
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Music Top Order of Wheatley Business

LOS ANGELES — Bill Wheatley, KFVB's newest program director, has taken over 100 per cent of the music selection for the Crowell Collier station. Wheatley joined the station Oct. 30 and immediately initiated policies he used as program director at WIBG, Storer's successful Philadelphia operation.

"Since we want to be Number 1, music must be the Number 1 program function of the program director," Wheatley said in explaining his position. In the past, once record librarian Don Anti had selected those singles he felt important, the disk jockey staff voted on them. This practice has been abolished. "The disk jockeys have no say about what goes on the air," said Wheatley. He replaced Don French who had replaced Jim Hawthorne.

The DJ's may take any record on the playlist and make it their own personal pick, but Wheatley has to pass on every disk for the "Fab 40" list. Anti still does the phoning on Mondays to retail stores to obtain record sales information for the playlist.

Labels bring their new records to Wheatley on Tuesday with Anti present at the meeting.

Wheatley estimates 75 per cent of the songs KFVB plays are from the top 40 list. The

remaining 25 are comprised of new singles, oldies, the discovery and special LP tracks.

DJ's play from 15-17 records an hour. Wheatley estimates he accepts 10-12 new singles a week. He says he will accept records which have already been turned down, because he may develop a different attitude about an artist which could make him change his mind about programming the song. Repeated listens to the product or seeing the artist perform in person or on TV are things which might change Wheatley's attitude.

Tour of Bases Set

CHICAGO—WLS deejay Art Roberts has organized a record talent live talent show to tour U. S. Army bases in the Pacific beginning Dec. 13. Star of the show will be Johnny Tillotson. Also on the show will be Johnny and the Crystals, Ral Donner, a band, and Roberts, who'll emcee. Shows will be performed in Hawaii, Guam, South Korea, and Japan.

More WRFM Power

NEW YORK — WRFM-FM, 24-hour stereo station, has increased its power to 75,000 watts total vertical and horizontal erp. The increased signal strength now extends the station's coverage deeper into northern New Jersey, farther north into New York State, and farther northeast into Connecticut.

WIVK Increases Its Power Broadly in Daytime Hours

KNOXVILLE — Along with introducing FM facilities, WIVK is increasing daytime AM broadcasting power from 1,000 to 50,000 watts, which will make it one of Tennessee's most powerful stations. Format is country music.

James A. Dick, president of Dick Broadcasting Co. which owns the outlet, said that equipment is being purchased and new transmitter plans are under way for the power increase. The high-powered AM outlet may eventually extend its broadcasting hours beyond day-

time limits. The FM facilities which bows on the air in mid-November will simulcast 7 a.m.-6 p.m. with the AM operation for the present. The FM will broadcast 5 a.m. to midnight daily.

The station has also undergone deejay changes. Mike Hanes is the new program director. New air personalities are Kenny Dearstone, Bill Jeffers, and Ron Cassady.

The station will continue sponsorship of live country music shows, including a Nov. 13 package which will bring to

AFTRA Aim: Bring Back N.Y. as TV King

NEW YORK—The American Federation of TV and Radio Artists has appointed a committee to study ways and means of bringing more TV employment back to New York and the establishment of a TV center. A resolution on the campaign was passed at a recent membership meeting.

"Television is a multibillion-dollar industry which, for the past 10 years, has been diminishing steadily as a vital economic force in the City of New York," according to Kenneth Groot, executive secretary of the New York local of AFTRA. He pointed out that in the early 1950's nearly every program on TV originated in New York City, which was the focal point of the nation's pool of talent. During those years, he said, "the networks built large lateral facilities in Hollywood to accommodate their program needs and constant pressure was placed upon indie producers to originate their programs on the West Coast. In the absence of adequate facilities in New York, many of these producers did move to Hollywood."

A 1957 project for a \$50 million TV city in New York was dropped in spite of complaints by sponsors, producers

and advertising agencies that the city lacked adequate TV facilities.

In its effort to bring the TV industry back to New York, AFTRA is issuing an appeal to city and State officials, private corporations, and all branches of the entertainment industry to revive the plan to establish such a TV city.

Groot said a perfect site for the TV center would be the World's Fair area. "There are many buildings constructed for permanence or suitable for renovation as long-term structures. The site is already wired for TV and has separate cables for other communication facilities.

"Unless steps are taken, New York City faces a double threat—the financial loss if the city ceases to be a TV center, and the irreparable damage if New York no longer remains the cultural center of our country."

Composing the committee for the study are Joseph S. Bell, Jim Campbell, Shirley Hayes, Ray Heatherton, Conrad Nagel, Gene Rayburn and Mary K. Wells.

Ron Landry Host

HARTFORD, Conn. — Ron Landry is the host of a new 6-7 p.m. Friday bandstand show on WHCT-TV, a UHF station here. Landry is the top-rated deejay on WDRC for influencing pop single record sales, according to Billboard's last Radio Response Rating survey of the market.

the Knoxville Civic Coliseum Ferlin Husky, Skeeter Davis, Roy Drusky, the Carter Family and Stonewall Jackson.

COMING UP IN NOVEMBER

THEY'RE HERE! LIVE! TV! TOURS!

NOW! NEW CHART SINGLES TO WELCOME THEM

HORST JANKOWSKI

Heide

B/w Happy Frankfurt

MERCURY SINGLE 72492



Radio Revenues Up 7.5% in Peak Year

• Continued from page 52

showed 40.8 per cent increase in revenues over 1963.

Revenues of 306 independently owned FM stations were \$12.8 million, an increase of 12.3 per cent over 1963. FM independent stations' revenue included \$1.5 million non-broadcast incidental revenue from storecasting and other special services. Expenses

were \$15.8 million for the indie FM's, making a loss of \$3 million, a slight improvement over 1963 loss of \$3.2 million. Number of independent FM's increased from 43 in 1954 to 306 in 1964, and revenues went from \$800,000 to \$12.8 million. Total number of FM commercial stations was 1,201.

Cost Items

In general, salaries and wages

were the highest expense item of all radio stations. But in top brackets, stations with revenues over \$2.5 million spent a smaller than average portion on the salaries, more on royalties and license fees. Report shows 10.7 per cent of revenue for license fees, 42.5 per cent for salaries, in top-revenue stations. Going down the scale, stations making less than \$1 million in 1964 spent between 4.7 and 5.8 per cent on royalties, but salaries cost them between 51.6 and 55.2 per cent of revenue.

New York City's 33 AM stations (excluding independent FM's) reported revenue total of over \$37 million, profits over \$6.8 million; in Los Angeles, 29 AM's made over \$26 million revenue, profits of over \$6.2 million; Chicago's 30 radio stations made over \$25 million in revenue, over \$5 million in before-tax profits.

Total broadcast revenues including both television and radio in 1964 were over \$2.5 billion, an increase of 10.8 per cent over 1963. Profits were \$486.4 million, up 22.2 per cent over 1963.

WTRY Tri-City King As Singles Influence

• Continued from page 52

The show features five new records each night and the audience is asked to telephone in their favorite. Simmers said 700 calls in the hour is about average for the show.

Lee Gray, voted the No. 1 deejay (see RRR chart, Page 54) for influencing pop single record sales, is successful, Simmers said, because of the day-to-day consistency of his programming. "We feel that we are just that much more accurate in programming the right music at the right time."

Lee Gray, WTRY program director, had to take a back seat, however, when it came to being most co-operative in exposing new records. Dick Lawrence, program director of WPTR, won the nod and received plaudits from almost every record man Billboard contacted.

New in the tri-city area is a full-time r&b outlet, WXXW, and the station took all honors for exposing this type of product. Pee Wee Harris was voted the major deejay for influencing sales of albums. The station even increased in power, from 46 per cent of the votes last year to 57 per cent this year. The major deejay was Bill Edwardsen, a position he also occupied last year. Program manager Albert Zink said he attributed the success of the station, in large part, to its strong on-the-air personalities. Edwardsen, the big gun deejay, pulls a morning slot 7-10 and an afternoon 3-5:45 slot.

WEEE is still the major influence on country music record sales and sales of folk music product. WGFM-FM is a power for influencing sales of classical records and WGY is the major influence on sales of both jazz and comedy records.



MGM RECORDS' CONNIE FRANCIS was greeted at the airport on her arrival in Japan by Masahi Magao, right, president of General Art Produce Co., Ltd., who arranged the tour. Looking on is MGM Records national promotion manager Frank Mancini. Reggie Ichinose of General Art Produce is partly hidden behind Magao. Connie guested on the Billboard Show, part of the SONY World-Wide Hit Parade Broadcast on JOQR, Tokyo, and the Japanese network. Terry Isono of Japan and Billboard's Don Ovens from the U. S. participate in the nightly program.

WEEZ Sports New Format

• Continued from page 52

increase power to 5,000 as soon as feasible. The station also has plans to go on a 24-hour schedule. It now broadcasts 6 a.m.-midnight.

"It's impossible for any station to play more country music than we're playing seven days a week," said Tannen. "I challenge all stations." All news programs, birthday salutes and taped interviews with the pub-

lic are limited to 60 seconds in length.

To promote the new format, WEEZ took a full page ad in the Philadelphia Enquirer newspaper. Thirty albums a week are being given out on special sweepstakes. On Thanksgiving Day, WEEZ plans to give away a radio every hour from sign on to sign off.

Staff at the station includes Bill Dalton, vice-president and

general manager, formerly of WIP, Philadelphia; Bob Corse, operations manager; Freddie Baron; Len Murray, music director, and Ed Vernon. Dalton assumes his duties on Nov. 8.



FREDDIE & THE DREAMERS

A Windmill in Old Amsterdam

B/W I Don't Know

MERCURY SINGLE 72487



VOX JOX

Skeeter Dodd has left WWDS, Everett, Pa., to assume air duties at WAZS, Summerville, S. C., a modern country music station. . . . **Herman A. Schneider** has been named general manager of WISN, Mil-

waukee, which he joined in 1956. . . . **Brad Bradford** and **Dapper George Young** are now with WDGY, Minneapolis - St. Paul. . . . **KMOX**, St. Louis, gave away more than 4,000 records in a "Salute to St. Louis"

promotion between Oct. 4-16 at a local department store—Stix, Baer & Fuller. But the recordings were made at a special studio set up by the station and featured interviews by station staff with visitors. The visitors

got the records as souvenirs of the Salute.

Janet Baker-Carr has joined WCRB-AM-FM, Boston. . . . **WKPA**, New Kensington, Pa., will celebrate its 25th anniversary in November and, as part of the celebration, will treat 50 listeners to a champagne supper with the entire radio staff. Congrats, WKPA and may you have many, many more anniversaries!

KELP, El Paso, Tex., has launched a campaign to support President Lyndon B. Johnson's policy in Vietnam and to counteract protest marches and the burning of draft cards. **Charlie Russell**, program director, said the station is circulating petitions to be sent to LBJ. Then a report on the petitions will be sent to every El Paso soldier serving in Vietnam.

Jim Fields has joined the air staff of WJAS-AM-FM, Pittsburgh; he was formerly with WKBN, Youngstown, Ohio. . . . Congratulations to **Charlie Murdoch**, general manager of WSAI, Cincinnati, who has a new daughter (his second). . . . **Don Robinson** has been named manager of KVIL, Dallas. . . . **Taris Savell**, femme deejay out of Pensacola, Fla., will be featured in the new edition of "Who's Who of American Women."

Bob Pearson is now with KONO-KITY-FM, San Antonio; he was formerly with the air staff of KBAT, same city. . . . **Johnnie Elwood** of WIBM, Jackson, Mich., as of Oct. 2, had presented 900 weekly consecutive programs devoted to a single artist—**Bing Crosby**. The 900th radio show included five of Bing's records, plus a couple of recorded interviews.

Sid Mark, top ranked jazz deejay with WHAT-FM, Philadelphia, has added a half-hour weekly TV show, "The Mark of Jazz," to his chores. The show premiered Oct. 21 over the new UHF station, WPHL-TV, and featured guests **Johnny Hartman** and the **Junior Mance Trio**. Action will be live each show.

WCBM, Baltimore, has moved to new quarters at 2610 N. Charles St. . . . **Dan Henry** of WDAF, Kansas City, Mo., has just returned from Cuba where he entertained troops at Guantanamo. He's a member of the **Merry Mugs**, one of three barbershop quartets invited by the Navy to perform for servicemen there.

Deejays who'd like some comedy cuts by **Jonathan Winters** (they promote his new book) should write **Bobbs-Merrill Co.**, 3 W. 57th St., New York, N. Y. 10019, care of **Jim Byrne**.

CLAUDE HALL

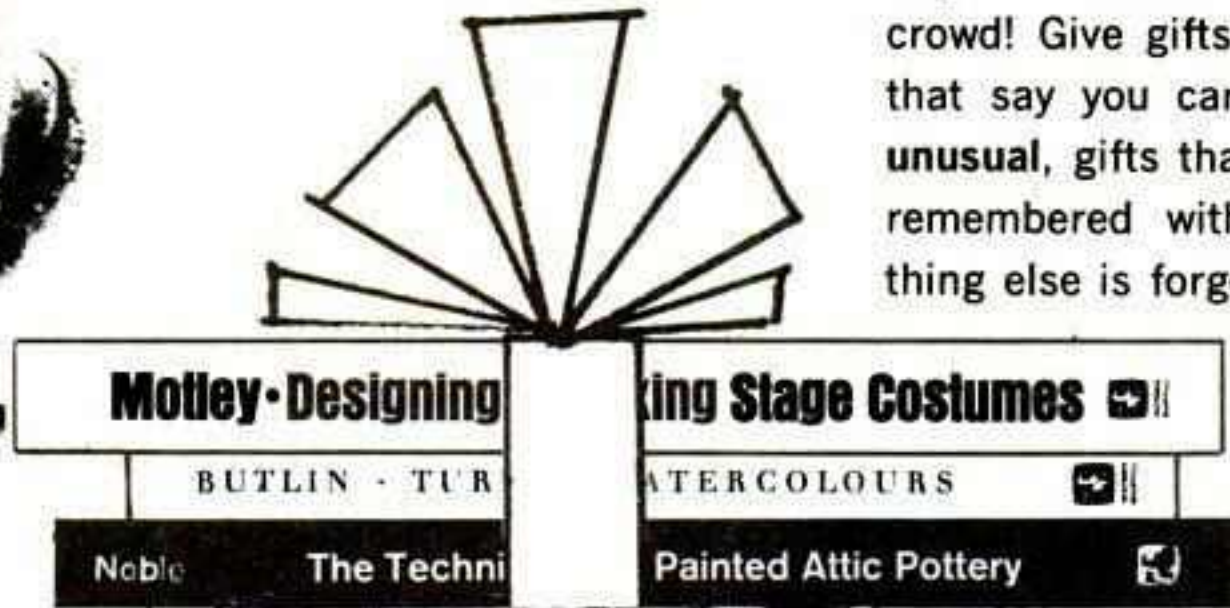


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GIVE ART BOOKS

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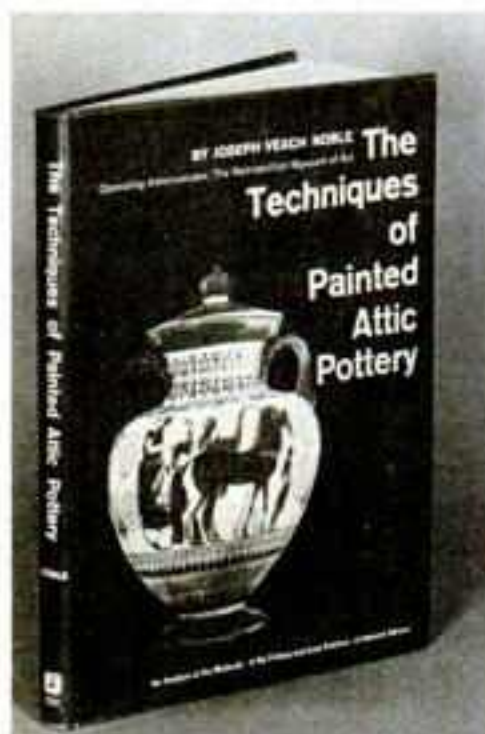


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This beautiful book, published in co-operation with The Metropolitan Museum of Art in New York, contains many lavish illustrations of Greek vases from European and American museums and tells the full story of how the ancient Athenian potters and vase-painters produced the greatest pottery in ancient European art. Breathtaking illustrations reveal examples of every major type of Attic vase. Here is a book that will give pleasure to all art lovers.

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WOKR-TV Bows Fun Music Show

ROCHESTER, N. Y. — WOKR-TV has launched a half-hour fun music show employing top hits played on WBBF, a radio outlet there. Host **Jerry Fogel** said the show has featured guest artists such as **Johnny Tillotson** and **George Maharis**. **Lenny Welch** was slated for Oct. 30.

"The show is not a dance party," Fogel said, "rather it's a fun show employing the top hits at WBBF; that's where I hang my hat 6-10 a.m. each morning. We take a top ten tune and pantomime a historical bit to it, then ask the audience to call the show to identify the character. The station switchboard was jammed our first show . . . thank God!"

'Hullabaloo' Clicks As a TV Export

NEW YORK — "Hullabaloo" continues to be an important TV export, according to NBC Enterprises. President **George A. Graham Jr.** reported last week that sales of TV programming to foreign markets during the first nine months of 1965 has surpassed the entire 1964 sales by 22 per cent. One of the shows exported to hundreds of TV stations in 81 countries is "Hullabaloo."

KKHI Rolls in High Gear With Rolls as Promotional Vehicle

By GODFREY LEHMAN

SAN FRANCISCO—To be successful, a classical music station has to be promoted as if it were a rock n' roll, r&b, or country music outlet, according to KKHI operations manager Keith Lockhart. One of the station's most rewarding promotions included the acquisition of a \$15,000 1933 Phantom Rolls-Royce. During the 1964-'65 season of the San Francisco Symphony Orchestra, KKHI asked listeners to submit post-cards for a weekly drawing. The winners were presented seats to Saturday night performances of the orchestra, plus dinner and a night at a leading hotel. Naturally, transportation — via the Rolls-Royce—was included. More than 35,000 entries were received during the season, so plans are already under way to repeat the promotion this season.

The Rolls-Royce has received a flood of side promotion. Macy's featured it in a fashion ad and Sunday supplements of local newspapers have given feature space to it. In addition, any time the Rolls rolls across town it's a rolling advertisement for the station, so strong has the identity of the vehicle been built up in connection with the station. Station executives recently drove it to Los Angeles to impress ad agency people.

Like any other type of active outlet, KKHI also promotes live shows when possible. This year KKHI is sponsoring a benefit symphony concert with Danny Kaye conducting.

Part of the success of the station's format, Lockhart said, lies in its treatment of classical music. The music is handled in a natural way, without ponderousness and without awe. All deejays — which include Bill Agee, Fred Krock, Lockhart, Mike Chamberlain, Lou Sinclair, and Mel Schultz—talk in a natural, informal manner. They sound alive and human.

The 18-hour daily schedule begins with three hours of short, light classical works because the station feels that people don't have enough time to listen to longer music in the early morning. The aim, in part, is to introduce listeners to various popular selections in order to encourage them to stay with the station later on. At 9 a.m., there is an hour of heavier music, featuring concertos and tone poems lasting up to 20 or 30 minutes in length. These are played as a change of pace. Then a music quiz hosted by Agee follows in which the audience participates via telephone.

Other specialty programs continue throughout the day, with heavier symphonies in mid-afternoon. There is a return to light classical at 3 p.m. and this lasts through commuting time. From 6-8 p.m., a dinner concert features soloists in longer works. Then heavier symphonies are exposed on the air. After 11 p.m. modern or occasionally an evening program is varied by playing specialty music of one kind or another, such as a French night or a Russian night.

Many of the records are selected by KKHI's librarian Kori Kerchelich. The KKHI library is an ever-expanding operation. Unlike pop music

libraries, old selections are never thrown away. Worn-out albums are replaced. At present the library has some 4,000 albums and shelves are overcrowded. Partially for this reason, KKHI will move to expanded studios next year. Records are grouped by subject: Operas, concertos, symphonies. Within these classifications, records are by label and number. The station is developing a complex cross-index card file alphabetically listing composer, title, and artists, plus length of work.

In 1966, the station also plans to introduce stereo.

On weekends KKHI presents

live or pre-recorded tapes of both the San Francisco Symphony Orchestra and Oakland Symphony Orchestra concerts, as well as the New York Philharmonic and the Boston Pops. The Metropolitan Opera debuts on KKHI in December.

Here's proof that KKHI's format is a success: When the present ownership — Buckley-Jaeger—bought the station in March 1964, KKHI had 31 advertisers. Today, there are 256 and the number continues to grow. The number of employees has increased from 12 to 23, with a sales staff climbing from one to four. From a nominal



KKHI'S 1933 ROLLS ROYCE in Los Angeles, with ad agency-broadcasting executives: From left, Pat Kater, BBDO; Bruce Johnson, Metro Radio Sales; Hal Ballmann, BBDO; John Hofmann, KKHI's promotion director, and Elmer Wayne, KKHI general manager. Wayne and Hofmann drove the classic auto from the home site in San Francisco in nine hours. The station has owned the car one year as its symbol of a classical operation.

audience and a low rating 18 months ago, KKHI is now a leader in its field, especially regarding the influencing of classical record sales. Lockhart said

the station received up to a dozen phone calls a day from listeners requesting information about some of the records played on the air.

RADIO RESPONSE RATING

ALBANY—SCHENECTADY—TROY . . . 3rd Cycle
NOVEMBER 6, 1965

TOP STATIONS

Call Rank	Letters	% of Total Points
★ POP Singles		
1.	WTRY	51%
2.	WPTR	49%
★ POP LP's		
1.	WGY	57%
2.	WOKO	19%
3.	WABY	14%
4.	WROW	10%
★ R&B		
1.	WXXW	100%
★ COUNTRY		
1.	WEEE	100%
★ CONSERVATIVE		
1.	WROW	64%
2.	WFLY-FM	22%
3.	WOKO	14%
★ COMEDY		
1.	WGY	67%
(Bill Edwardsen)		
2.	WABY	33%
★ FOLK		
1.	WEEE	100%
(Hootenanny Show)		
★ CLASSICAL		
1.	WGFM-FM	71%
2.	WFLY-FM	29%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Lee Gray	WTRY	53%
2.	Boom Boom Brannigan	WPTR	53%
3.	Rick Snyder (tie)	WPTR	7%
3.	Ed Riley (tie)	WTRY	7%
BY TIME SLOT			
Morning Man	1. Bob Connell, WTRY		
	2. Charlie Brown, WPTR		
Mid-Morning	1. Boom Boom Brannigan, WPTR		
	2. Ed Riley, WTRY		
Early Afternoon	Jim Lord, WTRY		
Traffic Man	Lee Gray, WTRY		
Early Evening	Rick Snyder, WTRY		
Late Evening	Rick Snyder, WTRY		
All Night	Jay Clark, WTRY		
★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN			
(Most Co-Operative in Exposing New Records)			
1.	Dick Lawrence, WPTR		Program Director
2.	Lee Gray, WTRY		Program Director
★ TOP TV BANDSTAND SHOW			
(Exposing Artists & Records)			
No local Bandstand show in Albany, Schenectady, Troy area.			
★ POP LP's			
1.	Bill Edwardsen	WGY	59%
2.	Geoff Davis	WOKO	19%
3.	Jerry Doucie (tie)	WGY	11%
3.	Randy English (tie)	WGY	11%
★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN			
(Most Co-Operative in Exposing New Records)			
1.	Randy English, WGY		Music Librarian
2.	Miss Toni Brady, WABY		Program Director
★ R&B			
1.	Pee Wee Harris	WXXW	64%
2.	Big Ed McKee	WXXW	21%
3.	Rebel Ted Jones	WXXW	15%
★ JAZZ			
1.	Dave Kidd	WGY	83%
2.	Bill Edwardsen	WGY	17%
★ COUNTRY			

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WROW	590	WSNY	1240	WOKO	1460
WGY	810	WEEE	1300	WPTR	1540
WTRY	980	WABY	1400	WXXW	1600

FM RADIO FREQUENCIES

WFLY-FM 92.3 | WGFM-FM 99.5

ALBANY - SCHENECTADY - TROY, N.Y.: 3rd Cycle (9 AM; 2 FM).

WABY: 1,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop-Standard (95%)—Foreign Language (10%). Larry Peck is director of news dept. 5-min. news at 55 after the hr. Comedy LP's aired occasionally. Folk Music featured in regular programming. New records are selected for air-play by prog. dir. Record promotion people are seen M-F. Gen'l mgr., Edward L. Trudeau. Prog. dir., Miss Toni Brady. Send 2 copies of 45's and 2 copies of LP's to Miss Brady, 80 Braintree St., Albany, N. Y. 12205. Phone: (518) 459-2111.

WEEE: 5,000 watts. Independent. Daytime. Music format: Country (100%). Larry Ryan is director of the news dept. 5-min. news on the hr. headlines on the half hr. Comedy LP's and Folk Music featured on the "Hootenanny Show," 3-6 p.m. Sat. New records are selected for air-play by individual DJ's. Station publishes play-list weekly. 30-40 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Harry L. Goldman. Prog. dir., Barry Frank. Send 2 copies of 45's and 1 copy of LP's to Mr. Frank? Box 1300, Smaltz Rd., Glenmont, Albany, N.Y. 12201. Phone: (518) 462-5555.

(Continued on page 58)

KPPC-FM

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KBIG	KSEV	KSPC	KCRW	KNJO	KNOB	KFMX
KGUD	KOCM	KBCA	KLMS	KXLU	KPFK	KKOP
KJLM	KFMU	KUTE	KSRF	KITT	KPRI	KPGS
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Coming From Billboard

Pirates Seen Forcing U.K. Govt. To Walk the Legislative Plank

• Continued from page 1

form: "No one ever wanted the radio ships to be a permanent thing and I cannot see us continuing indefinitely in this form. It's too hard and too expensive to operate from sea.

"It's not a struggle to keep going and the thing is obviously profitable but we're not making millions as many people resentfully seem to think. There would be a great deal more money in it on land. Whatever the government says now, licences will be granted in the future. The authorities have already lost the battle to keep

commercial radio out of Britain—there will be no going back to the days when an alternative to the BBC simply didn't exist."

(In the latter statement, Crawford does not include Radio Luxembourg, set up in the Grand Duchy of Luxembourg many years ago to beam commercial radio on Britain. It has a formidable audience for its nightly service).

Mfrs. Co-Operate

Crawford dismisses the once-vehement opposition of the record industry: "Despite the manufacturers' big declaration against us when we started, we have had all the co-operation

from the record companies we have ever wanted. We have no difficulty in getting records—in fact we get all the new British records before they are released.

"It would, of course, be very much against the interests of any one company to have its records excluded from our programming."

He knows full well the power in the hands of himself and his colleagues: "We have made hits—I know we had a lot to do with the success of "Eve of Destruction"; the BBC encouraged us to play it when they banned it.

"We can also turn the tables; a year ago we did not play Cilla Black's version of "You've Lost That Lovin' Feeling" because we thought her British cover was a crib. So we went to town on the Righteous Brothers' version and they overtook Cilla in the chart and went to No. 1.

"I suppose we must strongly influence about 40 per cent of the hit parade."

Keeping It Honest

Crawford is anxious—despite the pirates' illegitimacy—to preserve honesty in their midst: "We hear rumors of payola and I am always apprehensive of some scandal breaking, but if we ever had any sort of proof that it was going on, the people responsible would be fired without question.

"Of course there is a legitimate way of buying time for

records but no British companies have taken advantage of it so far—one or two made inquiries but I think they found the price too high. The American Roulette label is the only one that has bought time with us."

Crawford is planning the removal of Caroline's "South" ship to a new position—probably off the south-west coast leaving the Radio City transmitter in the Thames estuary to cover London and the rest of the south-east. Each transmitting station in the Caroline set-up puts out its own programs and has its own advertising rates.

Radio London chief Philip Birch is more wary of imminent government action. He recently toured American cities "to help ensure advertising revenue that would keep us in business in case threatened legislation is introduced to cut off our British sources."

However, Birch admits: There's fair chance that there won't be adverse legislation for a long time and there is the equal chance of land-based stations being set up for free enterprise (the present government is thinking of starting its own commercial radio system). Knowing as much as we do about running this kind of thing I think we should be granted a license despite our present position of broadcasting against government disapproval."

Birch is happy about the present political situation in Britain for he acknowledges that while the Labour Party rules with such a wafer-thin majority it is unlikely to introduce unpopular legislation—and the pirates are popular; of that there's no question. On the other hand if a Conservative government is returned at the next election, with the Party's policy of free-enterprise the granting of commercial licenses would be more than likely.

During his American tour, Birch was surprised at the reaction of Americans to the size of his business: "It was recently published that the average U.S. station collects \$107,000 a month in advertising revenue; our monthly figure is now \$220,000," he concluded.

STATIONS BY FORMAT

• Continued from page 57

WFLY-FM: ERP 5,400 watts. Market 1 affiliate. On the air 7 a.m.-1 a.m. Music format: Classical (100%). Editorializes twice daily. News prepared by Troy Record-Times Record newspaper. 5-min. news on the hr. 10-min. newscasts at 8 a.m. & 11 p.m. 15-min. newscasts at noon & 6 p.m. New records are selected for air-play by prog. dir. Gen'l mgr., Karl Schabinger. Prog. dir., Edward Maxwell. Send 2 stereo of LP's to Mr. Maxwell, Broadway & 5th Ave., Troy, N. Y. Phone: (518) 272-7700.

WGY: 50,000 watts. NBC affiliate. On the air 24 hrs. a day. Music format: Pop-Standard (50%)—Standard (50%). Television outlet is WRGB-TV, channel 6. A. G. Zink is director of 7-man news dept. Special equipment: 4 mobile units, plane at disposal. 5-min. NBC news on the hr. 10-min. newscasts at 7 & 7:30 a.m. 15-min. newscasts at noon, 6 & 11 p.m. Comedy LP's aired on the "Bill Edwardsen Show." Folk Music included in regular programming. New records are selected for air-play by individual DJ's. Record promotion people are seen M-F. Gen'l mgr., Reid L. Shaw. Prog. dir., A. G. Zink. Send 2 copies of 45's and 2 copies of LP's to music dir., Randy English, 1400 Balltown Rd., Schenectady, N.Y. 12309. Phone: (518) 377-2261.

WGFM-FM: ERP 6,000 watts. Music format: Standard (75%)—Classical (25%). Simulcast with AM affiliate WGY 75% of the day. Send 1 stereo copy of LP's to Randy English, 1400 Balltown Rd., Schenectady, N.Y. 12309. Phone: (518) 377-2261.

WOKO: 5,000 watts. ABC-MBS affiliate. On the air 24 hrs. a day. Music format: Pop-Standard (95%)—Standard (5%). Editorializes occasionally. Special programming Rensselaer Polytechnic Institute hockey in season. Robert Lawson is director of 3-man news dept. Special equipment: Walkie-talkies, portable transmitter. 5-min. news on the half hr. and at 55 past the hr. and at 5 & 6 p.m. headlines at 15 & 45 past the hr. Comedy LP's & Folk Music programmed occasionally on all shows. New records are selected for air-play by gen'l mgr. & librarian. Record promotion people are seen M-F. Gen'l mgr., Charles L.

Murn. Send 2 copies of 45's and 2 copies of LP's to Mr. Murn, P.O. Box 1520, Albany, N.Y. 12201. Phone: (518) 438-9955.

WPTR: 50,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Highly identifiable air-personalities. Editorializes daily. Bob Allen is director of 3-man news dept. Special equipment: 4 mobile units. 5-min. news at 55, headlines at 25 past the hr. Comedy LP's programmed occasionally. Folk Music aired in regular programming. New records are selected for air-play by prog. dir. Station publishes play-list weekly. Approx. 15 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Perry Samuels. Prog. dir., Dick Lawrence. Send 5 copies of 45's and 2 copies of LP's to Mr. Lawrence, Box 1540, Albany, N.Y. 12205. Phone (518) 869-9271.

WROW: 5,000 watts. Capital Cities Broadcasting CBS affiliate. On the air 5:30 a.m.-1 a.m. Music format: Standard (50%)—Conservative (50%). Special programming: "Sunday Matinee," featuring music from Broadway Shows, 3 p.m. Sun. "Civic Profile," with public service interviews by Bill Rowan, 7:10-7:30 p.m. Sun. Station features quarter hr. music clusters & 3 or 4 unit commercial clusters. Highly produced program featured. Bill Rowan is director of 4-man news dept. Special equipment: 2 mobile units. News broadcast from remote studios at the City Room, Albany Times-Union. 5-min. news on the hr. headlines on the half hr. New records are selected for air-play by prog. dir. & music dir. Record promotion people are seen by appointment. Gen'l mgr., Robert M. Peebles. Prog. dir., Jay La Palme. Send 1 copy of LP's to Mr. La Palme, Box 590, Albany, N. Y. 12201. Phone: (518) 271-2345. NOTE: FM affiliate WROW-FM will go on the air early in 1966.

WTRY: 5,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Highly identifiable air-personalities. Editorializes occasionally. Special programming: "Game of the Week" from local high schools. All sports. "Voice Your Choice," featuring audience call-in votes for new record releases, 8-9 p.m. M-F. William Duffy is director of 4-man news dept. Special equipment: 6 mobile units, fixed wing back up plane, satellite studio. 5-min. news at 55, headlines & sports at 25 past the hr. 10-min. newscasts at 6:55, 7:55, 8:55 a.m. Comedy LP's aired occasionally on all shows. Folk Music in regular programming. New records are selected for air-play by prog. dir., research of local retailers and on-the-air contest by phone-in votes. Station publishes play-list weekly. Record promotion people are seen M-F. Gen'l mgr., Arthur H. Summers. Prog. dir., Lee Gray. Send 5 copies of 45's and 2 copies of LP's to Mr. Gray, 92 Fourth St., Troy, N. Y. 12180. Phone: (518) 274-1100.

WXKW: 500 watts. Iroquois Broadcasting Corp. Daytimer. Music format: Rhythm & Blues (100%). Highly identifiable air-personalities. Editorializes occasionally. Ted Jones is director of 2-man news dept. 2-min. news capsule every half hr. Comedy LP's programmed occasionally. New records are selected for air-play by prog. dir., music dir., research of local retailers & audience call-in votes. Station publishes play-list weekly. 20-25 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., A.F. DiBello. Prog. dir., Edward McKee. Send 3 copies of 45's and 2 copies of LP's to Mr. McKee or Pee Wee Harris, music dir., P.O. Box 1061, Troy, N.Y. 12181. Phone: (518) 271-7461.



GARY LEWIS AND HIS PLAYBOYS chat backstage with WAAB deejays at a show sponsored by the radio station in Worcester, Mass., recently. Lewis is wearing a hat. Deejay Johnny Lancer is second from left; Don Stevens stands between Lancer and Lewis. Bill Garcia is kneeling in center; Chuck Spencer is at right.

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 November 7, 1960

1. Save the Last Dance for Me, Drifters, Atlantic
2. I Want To Be Wanted, Brenda Lee, Decca
3. Poetry in Motion, Johnny Tillotson, MGM
4. Georgia on My Mind, Ray Charles, ABC Paramount
5. You Talk Too Much, Joe Jones, Roulette
6. My Heart Has a Mind of Its Own, Connie Francis, MGM
7. Stay, Maurice Williams and the Zodiacs, Herald
8. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
9. Blue Angel, Roy Orbison, Monument
10. Devil or Angel, Bobby Vee, Liberty

POP SINGLES—10 Years Ago November 5, 1955

1. Autumn Leaves, Roger Williams, Kapp
2. Love Is a Many Splendored Thing, Four Aces, Decca
3. Yellow Rose of Texas, Mitch Miller, Columbia
4. Moments to Remember, Four Lads, Columbia
5. Only You, Platters, Mercury
6. Shifting, Whispering Sands, Rusty Draper, Mercury
7. He, Al Hibbler, Decca
8. Shifting, Whispering Sands, Billy Vaughn, Dot
9. Black Denim Trousers, Cheers, Capitol
10. Bible Tells Me So, Don Cornell, Coral

R&B SINGLES—5 Years Ago November 7, 1960

1. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
2. He Will Break Your Heart, Jerry Butler, Vee Jay
3. Georgia on My Mind, Ray Charles, ABC Paramount
4. Save the Last Dance for Me, Drifters, Atlantic
5. Fool in Love, Ike and Tina Turner, Sue
6. Kiddio, Brook Benton, Mercury
7. Chain Gang, Sam Cooke, RCA Victor
8. My Dearest Darling, Etta James, Argo
9. I Want To Be Wanted, Brenda Lee, Decca
10. Stay, Maurice Williams, Herald

POP LP'S—5 Years Ago November 7, 1960

1. Button Down Mind of Bob Newhart, Warner Bros.
2. String Along, Kingston Trio, Capitol
3. Nice and Easy, Frank Sinatra, Capitol
4. G. I. Blues, Elvis Presley, RCA Victor
5. Johnny's Moods, Johnny Mathis, Columbia
6. Ballads and Rhythms of Broadway, Johnny Mathis, Columbia
7. Edge of Shelley Berman, Verve
8. Kick Thy Own Self, Brother Dave Gardner, RCA Victor
9. Genius Hits the Road, Ray Charles, ABC Paramount
10. Wild Is Love, Nat King Cole, Capitol

WBMD's Live Shows

• Continued from page 52

body has a perfect seat. The portable stage has a built-in speaker system for better sound.

Brenner said that people come from at least six States to see the shows—Virginia, Pennsylvania, Delaware, New York, and New Jersey, plus Washington, D. C. "There are 368 people in New Jersey who have a standing order for tickets to every show. They drive down by car and drive back after every show. We also have buses coming in from Pennsylvania."

'Greatest Thing'

Country music "is the greatest thing that ever happened to us," said Brenner. That's why the station uses the tag line of the Wonderful World of Country Music for everything from its bulletin to its news programs. The artists who've been on the Country Jubilee shows include Buck Owens, Hank Snow, Johnny Cash, Homer & Jethro, Marty Robbins, Ferlin Huskey, Eddy Arnold, and Ernest Tubbs, just to list a few. Last year, during the two weeks before Christmas, the station gave away \$2,000 in door prizes in connection with a Country Jubilee show just because "country music fans have been so good to us."

WMMJ, Buffalo, and the Western Gentlemen wish to thank CHRIS LANE, HAL COOK and JOE WALKER

for their assistance in putting the "MJ" brand of music "on the air." Jack Kelly

when answering ads . . . Say You Saw It in Billboard

HERE ARE SOME OF THE PEOPLE WHO
WILL RECEIVE COMPLIMENTARY COPIES OF
BILLBOARD'S 1966 INTERNATIONAL

RECORD TALENT SHOWCASE

WHO'S WHO IN THE WORLD OF MUSIC
Each area of merchandising has been updated and
expanded over the 1965 Bonus Distribution of this issue.

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Balding
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Kermit Bloomgarden
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Joseph Cates
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Fred Coe
David Cogan
A. H. Cohen
Cheryl Crawford
Alfred deLagere
Gene Dingenary
Burt D'Lugoff
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GENERAL MANAGERS OF AMERICA'S MAJOR STATE & REGIONAL FAIRS AND EXPOSITIONS

Alabama State Fair
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South Alabama Fair
Arizona State Fair
Pima County Fair
Ark-Okla. District Free Fair
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Exposition
Kern County Fair
Orange County Fair
Southern Calif. Expo. & San
Diego County Fair
Fresno District Fair
Riverside County Fair &
National Date Festival
Alameda County Fair
Los Angeles County Fair
California State Fair
Sacramento County Fair
National Orange Show
Grand National Livestock
Expo. Horse Show & Rodeo
Santa Clara County Fair
San Joaquin County Fair &
Central Valley Expo.
Tulare County Fair
Solano County Fair
Colorado State Fair
Danbury State Fair
Greater Jacksonville Fair
Central Florida Fair
Pensacola Interstate Fair
Florida State Fair
South Florida Fair & Expo.
Southeastern Fair
Augusta Exchange Club Fair
Chattahoochee Valley Expo.

Georgia State Fair
Coastal Empire Fair
Eastern Idaho State Fair
Western Idaho State Fair
St. Clair County Fair
International Livestock Expo.
Du Quoin State Fair
Kankakee County Fair &
Rodeo
Heart of Illinois Fair
Illinois State Fair
Jackson County Fair
Lake County Fair
Indianapolis State Fair
All-Iowa Fair
Iowa State Fair
Wright County District
Junior Fair
Clay County Fair
National Dairy Cattle
Congress
Kansas State Fair
Mid America Fair
Kentucky State Fair
Louisiana State Fair
Montgomery County Fair
Allegan County Fair
St. Joseph County Fair
Michigan State Fair
Hillsdale County Fair
Ionia Free Fair
Jackson County Fair
Saginaw Fair
Mower County Fair &
Midwest Livestock Show
Steele County Fair
Minnesota State Fair

Mississippi State Fair
Mississippi-Alabama Fair
Missouri State Fair
Ozark Empire Fair
Midland Empire State Fair
& Rodeo
State Fair—Great Falls
AK-Sar-Ben Livestock Show
& Rodeo
Flemington Fair
Morris County Fair
New Jersey State Fair
New Mexico State Fair
Eastern Regional Expo.
Erie County Fair
New York State Expo.
Long Island Fair
North Carolina State Fair
Cleveland County Fair
Grand Forks State & County
Fair
Mahoning County Fair
Circleville Pumpkin
Ohio State Fair
Montgomery County Fair
Darke County Agrl. Fair
Oklahoma Free State Fair
Oklahoma State Fair
Tulsa State Fair
Multnomah County Fair
Greater Allentown Fair
Bloomsburg Fair
Butler Fair
Clearfield County Fair
Ephrata Fair
The Great Westmoreland
County Fair

Crawford County Fair
Grangers Picnic & Steam
Eng. Meet
Allegheny County Fair &
W. Pa. Expo.
Reading Fair
Anderson Fair
Coastal Carolina Fair
South Carolina State Colored
Fair
Piedmont Interstate Fair
York County Colored Fair
South Dakota State Fair
Sioux Empire Fair
Chattanooga, Hamilton Co.
Interstate Fair
Tennessee Valley A & I Fair
Mid-South Fair
Tennessee State Fair
West Texas Fair
Tri-State Fair
State Fair of Texas
Panhandle-South Plains
Heart O'Texas Fair
Utah State Fair
Bland County Fair
Fredericksburg Fair
Southside Virginia Fair
Virginia State Fair
Western Washington Fair
Central Washington Fair
State Fair of West Virginia
North Wisconsin District Fair
Wisconsin State Fair
Winnebago County Fair
Wisconsin Valley Fair

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THE BOOKING INFLUENTIALS AT 200 OF AMERICA'S TOP-ENROLLMENT COLLEGES AND UNIVERSITIES

(Individual names selected from Billboard's master list of more than 5,000 college administrators and bookers who receive our "Music on Campus" edition each year as a booking guide)

BOOKING EXECUTIVES OF THE TOP NIGHT CLUBS AND HOTELS IN EVERY MAJOR CITY AND RESORT AREA THROUGHOUT THE U.S. AND CANADA

SPECIALLY EXPANDED INTERNATIONAL DISTRIBUTION IN MAJOR WORLD CAPITALS TO SELECT AREAS OF ENTERTAINMENT WHICH BOOK INTERNATIONAL MUSICAL TALENT

• Night Clubs	• Theater & Film Producers	
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Frankfurt	Virgin Islands	Berlin
Rome	Bermuda	Buenos Aires
Milano	Amsterdam	Mexico City
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Caracas	Barcelona	Auckland
	Madrid	Stockholm

ALL EXECUTIVES CONNECTED WITH THE MAJOR INTERNATIONAL MUSIC FESTIVALS

QUALITY, SELECTIVE DISTRIBUTION DESIGNED TO REACH THE MOST INFLUENTIAL
BOOKERS AND USERS OF MUSICAL TALENT IN EVERY PRIME AREA OF ENTERTAINMENT

BE THERE! Contact Your Nearest Billboard Office

RHYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/6/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RESCUE ME Fontella Bass, Checker 1120 (Chevis, BMI)	7	21	26	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	12
2	3	AIN'T THAT PECULIAR Marvin Gaye, Tamla 54122 (Jobete, BMI)	5	22	22	I DIG YOU BABY Lorraine Ellison, Mercury 72472 (Merpine, BMI)	4
3	2	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tree, BMI)	11	23	14	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	15
4	5	LET'S MOVE & GROOVE (Together) Johnny Nash, Joda 102 (And, BMI)	7	24	17	THESE HANDS (Small But Mighty) Bobby Bland, Duke 385 (Don, BMI)	8
5	6	TAKE ME IN YOUR ARMS Kim Weston, Gordy 7046 (Jobete, BMI)	5	25	27	SHOTGUN WEDDING Roy "C" Black Hawk 12101 (Flying Hawk, Cliff-Tone, BMI)	2
6	4	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	7	26	16	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	17
7	9	MY GIRL HAS GONE Miracles, Tamla 54123 (Jobete, BMI)	4	27	—	I MISS YOU SO Little Anthony & the Imperials, DCP 1149 (Leeds, ASCAP)	1
8	7	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	10	28	23	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	18
9	11	CLEO'S BACK Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	7	29	36	SHE'S WITH HER OTHER LOVE Leon Hayward, Imperial 66123 (Rose, BMI)	2
10	18	THINK Jimmy McCracklin, Imperial 66129 (Metric, BMI)	4	30	33	NEVER HAD IT SO GOOD Ronnie Milsap, Scepter 12109 (Flomar, BMI)	2
11	15	DON'T HAVE TO SHOP AROUND Mad Lads, Volt 127 (Makmillion, BMI)	4	31	—	SEESAW Don Covay, Atlantic 2301 (East-Cotillion, BMI)	1
12	10	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	20	32	38	LOVE (Makes Me Do Foolish Things) Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	3
13	13	I'M SO THANKFUL Ikette's, Modern 1011 (Jobete, BMI)	6	33	31	LET IT ALL OUT O'Jays, Imperial 66131 (Blackwood, BMI)	6
14	19	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	12	34	25	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	15
15	20	MAKE ME YOUR BABY Barbara Lewis, Atlantic 2300 (Screen Gems-Columbia, BMI)	3	35	37	MISTY Vibrations, Okeh 7230 (Vernon, ASCAP)	2
16	8	THE "IN" CROWD Ramsey Lewis Trio, Cadet 5506 (American, BMI)	12	36	29	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	13
17	35	MY BABY Temptations, Gordy 7047 (Jobete, BMI)	2	37	—	DON'T LOOK BACK Temptations, Gordy 7047 (Jobete, BMI)	1
18	21	1-2-3 Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	7	38	—	I HEAR A SYMPHONY Supremes, Motown 1083 (Jobete, BMI)	1
19	12	YOU CAN'T TAKE IT AWAY Fred Hughes, Vee Jay 703 (Customa, BMI)	9	39	—	I BELIEVE I'LL LOVE ON Jackie Wilson, Brunswick 55283 (BRC & Ramitary, BMI)	1
20	30	A LOVER'S CONCERTO Toys, DynoVoice 209 (Saturday, BMI)	3	40	40	YOU'VE BEEN IN LOVE TOO LONG Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	8

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.

C. C. RIDER . . .
Bobby Powell, Whit 714

FOLLOW YOUR HEART . . .
Manhattans, Carnival 512

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

BOB McKEE, WAOK, Atlanta
I Got You (I Feel Good)—James Brown, King 6015
My Girl Has Gone—Miracles, Tamla 54123
I Hear a Symphony—Supremes, Motown 1083
Never Had It So Good—Ronnie Milsap, Scepter 12109
Worry Worry—From the Album B. B. King Live at the Regal, ABC-Paramount
Freedom Highway—Staple Singers, Epic
Sally Sally—Anna King, End
You Better Say Yes—Willie Tee, Atlantic 2302
Jerkin' the Dog—The Mighty Hannibal
LP—The New Boss—Joe Tex, Atlantic 8115 (M); SD 8115 (S)

JIMMY BYRD, WILD, Boston
Only Love Can Save Me—Solomon Burke, Atlantic 2308
99 Beefsteaks—Willie White, Shaw
Tore Up Over You—Roy Hamilton, RCA Victor 8705
Back Street—Edwin Starr, Ric-Tic 107
Love Have Mercy—Mike Williams & the Tempests, Atlantic 2307
LP—The New Boss—Joe Tex, Atlantic 8115 (M); SD 8115 (S)

BEN MILES, WANT, Richmond, Va.
This Heart of Mine—Artistics, Okeh 7232
I Got You (I Feel Good)—J. Brown, King 6015
The New Breed—Jimmy Holliday, Diplomacy
Sally—Anna King, End
Got No Excuse—James Crawford, Blue Rock 4033
LP—It's Gonna Take a Miracle—Royettes, MGM

BENNY HAYWARD, WSOK, Savannah, Ga.
Cherry Baby—Millionaires, Bunny 506
Anybody Here—J. B. & The Mighty Sensations, Thunderbolt
Where There's a Will There's a Way—Sedatious Brown, Roulette 4636
You Must Be Doing Something Right—Jerri Granger, Double L 734
Got No Excuse—James Crawford, Blue Rock 4033
I've Got To Be Your Number One Man—Rod George, Townes
I'm Never Gonna Live It Down—Knight Brothers, Checker 1124
My Baby—Temptations, Gordy 7047
LP—Dial That Telephone—Effie Smith, Jubilee

O. C. WHITE, WAWA, Milwaukee
The Boston Monkey—Alvin Crsh & the Crawlers
These Kind of Blues, Part 1 & 2—Junior Parker, Duke 394
Only Love (Can Save Me Now)—So'omon Burke, Atlantic 2308
Poor Boy—O. V. Wright, Back Beat 551
(What in the World) Do You Want Me to Do—From the Album "The New Boss," Joe Tex, Atlantic 8115 (M); SD 8115
I Got You (I Feel Good)—James Brown, King 6015
You Must Be Doing Something Right—Gerri Granger, Double L 734
LP—James Brown Plays James Brown Today and Yesterday—Smash MGS 27072 (M); SRS 67072 (S)

"SKIPPER LEE" FRAZIER, KCOH, Houston
Poor Boy—O. V. Wright, Back Beat 551
These Kind of Blues, Part 1 & 2—Junior Parker, Duke 394
Love Them: From "The Scndpiper"—Eddie Harris, Atlantic 5052
Have You Ever Told Her—Billy Sol, Beckingham 1084
Hot 'n' Cold—Albert Collins, TCF Hall 116
I Forgot You—Henry Moore, Jet
LP—Lou Rawls and Strings—Capitol

TOMMY SMALL, WLIB, New York
Chills and Fever—Paul Kelly, Dial
I Found a Lov—Valentine Adams, 521

"LITTLE WILLIE" POE, WJAK, Jackson, Tenn.
Mother Nature—Father Time—Brook Benton, RCA Victor 8693
I Need You So—Chuck Jackson & Maxine Brown, Wand 198
I Got You (I Feel Good)—James Brown, King 6015
Just a Little Bit—Roy Head, Scepter 12116
That Driving Beat—Willie Mitchell, Hi 2097

GEORGE TRUEHART, WDAO, Dayton, Ohio
Back Street—Edwin Starr, Ric-Tic 107
Take a Look—Irmā Thomas, Imperial 66137
Something About You—Four Tops, Motown 1084
Blowing in the Wind—Dixie Drifter, Roulette
LP—Otis Blue/Otis Redding Sings Soul—Volt LP 412 (M); SD 412 (S)

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	THE IN CROWD, Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	13
2	4	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	12
3	2	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	8
4	1	OTIS BLUE/OTIS REDDING SINGS SOUL, Volt LP 412 (M); SD 412 (S)	6
5	6	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	19
6	5	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	9
7	8	IN THE MIDNIGHT HOUR, Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)	2
8	9	PASTEL BLUES, Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (S)	4
9	10	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)	9
10	—	BEST OF RAMSEY LEWIS TRIO, Cadet CLP 755 (M); CLPS 755 (S)	1

NEW ACTION R&B LP'S

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

MAJOR'S GREATEST HITS . . .
Major Lance, Okeh OKM 12110 (M); OKS 14110 (S)

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

DJ SPOTLIGHT

LARRY DALEY
WCIN, Cincinnati



"The Preview Hour" is a special segment of Larry Daley's 7 to midnight weekly show the past three years on WCIN, Cincinnati, which gives listeners a chance to hear the latest recordings. The rest of his show features top hits and flashbacks. He also has a noon to 6 p.m. Saturday show. Daley started in radio in 1957. He has worked on WBOP, Pensacola, Fla., and WENN, Birmingham, Ala. He is a veteran of the U. S. Marine Corps and the father of two daughters. He majored in orthopedics at Tuskegee Institute.

NEW ALBUM RELEASES

Continued from page 28

HANK SNOW & THE JORDANAIRE—Heart Break Trail; LPM 3471, LSP 3471

RSVP

MARY LUE RENNIE—Fun & Games; EM 8001, ES 8001

TCF HALL

DICKEY LEE Sings; TCF 8001
20TH CENTURY-FOX
MARY WELLS—Love Songs to the Beatles; TFM 3178

VANGUARD

HAYDN: SYMPHONY NO. 75 IN D MAJOR—The Esterhazy Orch. (Blum); VRS 1138, VSD 71138

Tree in Pursuit

Continued from page 4

called, was "You Don't Want My Love" in 1960. Miller recorded it, it sold fairly well and Andy Williams covered it and had a hit.

Prior to this, Miller had a few songs on the country charts, including "Billy Bayou," "Home" and "Invitation to the Blues."

Then last year came his smash success with "Dang Me" and even greater success this year. Stapp and Killen look for Miller to continue the creative superiority he has displayed the past two years.

If he does, Tree will close more of the gap between Tree and the two leading Nashville publishers, Acuff-Rose and Cedarwood. Acuff-Rose now has 58 BMI awards, Cedarwood 55 and Tree 43.

The Manhattans

3rd Hit In a Row

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Carnival 512

Just Released

"I'll Erase You"

b/w "I'm Just a

Young Boy"

Phil Terrell

Carnival 513

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Shoplifting: Watch Those After-School Hours Closely

By GODFREY LEHMAN

SAN FRANCISCO — The shoplifting of records, one of the dealer's major causes of profit loss, is most prevalent during the 90 minutes after schools are dismissed.

So declares James A. Coventry, president of Coventry Security Systems, San Francisco. And he believes that record thefts can be "substantially reduced" by following a few simple precautions.

These include all-glass listening booths—from floor to ceiling.

It becomes too easy a procedure for the customer to slip a record under a dress or sweater if the booth is glassed only at the upper half, he says.

Customers should be permitted to take only a single record or album at a time into the listening booths, and should be required to return it to the clerk, not to replace it on the shelves. It is also preferable to limit listening booths to the number which clerks can properly supervise, Coventry advises.

Display counters should be low enough so that clerks can

see across them to observe what records are taken and self-service racks should be limited to 12-inch disks. The smaller 45's are too easy to conceal under clothing, and unfortunately teenagers are the greatest offenders, he explains.

Deterrent Signs

One of the greatest discouragers to thefts is the posting of "deterrent signs" at cash registers and in listening booths or other strategic spots in the store. These are signs which inform the customer that the store is protected

(Continued on page 63)

FCC Asked to Drop Study Of TV Stereo

WASHINGTON — Because there is "not enough interest in the industry," the Electronic Industries Association has asked the Federal Communications Commission to abandon or postpone its study of the feasibility of adopting standards for stereophonic sound in TV broadcasting.

The EIA request was accompanied by a report by the association's Broadcast Television Systems committee which explores all contingencies in the use of stereophonic broadcast sound for TV. A full study prior to some EIA recommendations, the report states, would require that 100 industry engineers spend extensive time on the project for at least 18 months.

Industry spokesmen agree that although stereo TV would greatly enhance music programming, current television standards do not provide as much freedom

in developing a stereophonic signal that is compatible with existing TV receivers for both sound and picture as was the case with FM broadcasting.

DEALER OF THE WEEK

College Town Classical Dealer Dislikes Competition by Clubs

By EARL PAIGE

COLUMBIA, Mo.—N. C. Ficklin has operated the Cottage Record Shop here for the past 20 years and he believes that unless the traditional record dealer's views are understood at all levels of the industry it will soon be possible for only the giant record outlets to survive.

"They've kicked this business around like an orphan," Ficklin declared. "The product has been cheapened and the manufacturers have gone into competition with the dealer to the point where my customers can buy from clubs at better prices than I get from my distributors."

Ficklin said he has made it his practice to stock what he feels is quality merchandise. "We've always had a big following in classical records," he said, "but we do a big business in soundtracks and Broadway shows, too." Classical records amount to 40 per cent of the store's total gross volume. Sound-

tracks and Broadway shows account for another 30 per cent, while the balance is divided among vocalists, light classics, and popular orchestras.

Ficklin reports a growing ratio of stereo to monaural recordings carried in the store's inventory, and terms it a reflection of his long-established stress on quality merchandise. "We're running about 60 per cent in stereo now."

No 45's

The store, equidistant from the campuses of Stephens College, the University of Missouri, and Christian College, has not carried 45 singles in the past five years. "We've established a reputation and we definitely stress better music," Ficklin explained. "All three colleges here have very fine music programs and every year some of the greatest classical music attractions come in here." This year, he said, performances by the Kansas City Philharmonic, the Houston Symphony Orchestra, the Minneapolis Symphony, and a number of other very fine classical music attractions have been scheduled.

"Stephens College brings in opera every year," Ficklin noted, "and usually they have a couple of well-known stars. Christian College has a concert series that this year will see 'Don Giovanni' and 'Carmen' being performed as part of the school's music program. And our high school here has a good music program, too. They're putting on productions of the 'Sound of Music' and the 'Flower Drum Song' this year. We've always supported these programs and make it a policy to advertise in school papers and work with the colleges."

Avante Garde

While it may be expected that college students are more avante garde and exploratory in musical tastes, Ficklin said that each year he still does his "biggest volume" in the so-called "War Horses"—"Tchaikovsky's 'First Piano Concerto,' Beethoven's 'Fifth,' Rachmaninoff's 'Second,' Shubert's 'Unfinished,' Dvorak's 'New World.'"

As for newer works and cur-

rent releases, Ficklin maintains a good inventory across the board and studies Billboard, the catalogs of various labels, Phonolog bulletins, and stays abreast

(Continued on page 63)

Your Potato Chips Are Coming Soon

HOLLYWOOD—A unique promotion by Capitol Records for its new Beach Boys' Party album release will include distribution to dealers of a million bags of potato chips.

The chips will come in nickel bags, each with a reproduction of the Beach Boys' Party album cover on it. The chips will be packed in counter holders of 50 bags each.

Other phases of the Beach Boys promotion: 15 color, wallet-size fan photos of the Boys in each album; a motion floor merchandiser containing five different albums from the Boys catalog; full-color streamers for window displays; and full-scale radio and newspaper advertising to be co-ordinated on the local level by the staff of Capitol Records Distributing Corp.

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All prices are suggested list, plus 45 RPM spindle, and are slightly higher in South, Southwest and West.

Picturetone Sprouts Film, Radio-TV Wings

NEW YORK — Picturetone Music, publishing firm run by Phil Kahl and Wes Farrell, is now branching into the film and radio-TV commercial fields. The move into these new areas comes on the heels of the firm's placing 19 songs on the charts in the past 12 months.

Among Picturetone's recent clicks are "Hang on Sloopy," by the McCoys, Jay and the Americans' "Come a Little Bit Closer" and "Let's Lock the Door" and Ronnie Dove's "I'll Make All Your Dreams Come True." "Hang on Sloopy," written by Wes Farrell and Bert Berns, is the firm's biggest copyright now. There are 15 versions of the song on records and it is already

in the Top 10 in England both as a single and an EP by the Yardbirds. In France, "Sloopy" has just been cut by Les Surfs. There will be 20 of Picturetone's songs due out on records within the next month.

With all this pop disk action under their belt, Kahl and Farrell are now talking to several film producers and are expected to move into this area in the near future. They've already cut a radio and TV commercial with Jay and the Americans for Coca-Cola, and for the first time since the company was started two years ago, Picturetone is starting to develop writers and buy outside catalogs.

TWA Bid to Lower Rates On Records in A-OK Stage

• Continued from page 1

pounds and the discontinued Slick airline rate of \$10.45, Mercury Vice-President Steinberg pointed out that the 5 to 7-day trucking, and the 72-hour Slick airline flights did not give him the "next day" delivery needed for the "highly perishable" commodity. Obsolescence robs the record industry of its low-margin of profit, CAB was told.

One saving will be in dropping California warehousing charges of \$7 per 100 pounds. Mercury also hopes to expand the air-freighting to other parts of the country. New set-up will cost Mercury about \$62,000 a year at its converted pressing plant in Richmond, Ind., in the "one-warehouse" concept.

TWA, for its part, offers six jet all-cargo flights per week, and numerous flights of mixed passenger and cargo, to provide fast wings for records. Hearing Examiner Shapiro says testimony by spokesmen for Mercury and Richmond Pressings was first-hand evidence by shipper, which

Col. Widens Aim At Teen Mart

HOLLYWOOD — Columbia Records will release more product aimed at the teen and young adult market. Clive Davis, the label's administrative vice-president, is here catching teen acts and music at various clubs and dance halls in an attempt to evaluate what the youngsters want.

The label is seeking teen-appeal acts to back up Bob Dylan, the Byrds and Paul Revere and the Raiders.

Campus Increase

• Continued from page 10

sity, Mankato State College, W. Texas State University, University of Dayton, Wittenberg University, Whitman, University of Rochester, Muhlenberg College, Western Kentucky State, Nichols College, Bryant College, University of North Dakota, Albaca College, University of Alberta, New Orleans Baptist Theological Seminary, University of Missouri (Rolla, Mo.), Western Maryland College, West Virginia University, Dartmouth College, Notre Dame, Wesleyan University, University of Kentucky.

CAP CHIPS IN TO RUSH 'PARTY' LP

HOLLYWOOD—First it was small band-aids promoting the Beatles "Help!" album. Now Capitol has devised tiny potato chip bags to help merchandise the "Beach Boys Party" album. The label expects to provide dealers with over one million potato chip bags which carry a reproduction of the album cover. The chips will be placed in counter holders, 50 bags to a holder. As an added bonus to customers, the LP jacket contains 15 wallet-size color photos.

Richmond Gets Jobim's Tunes By the Dozen

NEW YORK—A dozen previously unavailable songs written by Carlos Jobim have been acquired by The Richmond Organization. The acquisition brings to 23 the number of Jobim songs in the Richmond catalog. TRO has world rights, except for Brazil, on the latest batch.

TRO will issue a new folio, "Charlie Byrd Plays the Music of Antonio Carlos Jobim," which will include the Jobim selections recorded by the Columbia artist.

The publisher has also acquired "The White World of Winter," which has been recorded by Bing Crosby for Reprise Records.

Musicor Signs to Handle Invader

NEW YORK — Musicor Records has signed a distribution deal with Invader Records, the West Coast label operated by Lou Todd and Henry Ross.

The first Invader record to be distributor by Musicor under the arrangement is "Tender Lovin' Care," backed with "Who's Right." Damon Avery is the artist.

The label has also signed Eartha Kitt, Jose Ferrer, Moon Mullican and Melba Montgomery. Miss Kitt is cutting her first Musicor album in Chicago. Ferrer has been signed to do songs and readings for a Spanish language series.

ABC Answers Protest Wave

NEW YORK—An answer so to the protest wave has been released by ABC-Paramount Records. It's a reissue of "There's a Star-Spangled Banner Waving Somewhere," the Elton Britt hit of World War II. Britt is an ABC-Paramount contract artist.

Randel Wood Trek

HOLLYWOOD — Mira Productions topper Randel Wood will spend 10 days in November in Holland and the Scandinavian countries firming up license agreements. His recently formed company's first foreign representative is Spartan in Canada.

De Lory to Capitol

HOLLYWOOD — Pianist-songwriter Al de Lory has joined Capitol's a&r staff to handle teen products. He has worked with the Beach Boys, Phil Spector and Dobie Gray, among others.

THE JAZZ BEAT

• Continued from page 16

Tuesdays from 9:05 to 10:30 p.m. in Montreal, Ottawa, Toronto, Winnipeg and Vancouver; "Dixieland Downbeat," on the CBC network Fridays from 10 to 10:30 p.m. and the FM service from 11:30 to midnight; the "Johnny Holmes Show," on CBC AM Tuesdays from 10:30 to 11 p.m., FM Wednesdays from 10 to 10:30 p.m.; "Jazz En Liberte," CBF (French network) Saturdays from 11 to 11:30 p.m.; "Jazz Sortileges," CBF Thursdays, 10:30 to 11 p.m.; "Jazz D'Aujourd'hui," CBF, Monday through Friday, 9:30 to 11 p.m. and 10:30 to 11 p.m.; "Retour a La Nouvelle Orleans," CBF, Tuesdays 10:30 to 11 p.m., and "My Friends the Dankworths," a BBC series aired on CBC Tuesdays from 11 to 11:30 p.m.

In addition to this heavy line-up of evening programs, the CBC taped several of the concerts from the Montreal Jazz Festival held last August for broadcast Wednesday evenings.

Producers' Preference

Judging by the program listings, CBC producers prefer the music of Basie, Ellington, Glenn Miller, Louis Armstrong, the Dorseys, Dave Brubeck, plus a multitude of artists associated with the swing era. The avant-gardists and hard boppers are eschewed.

The "Great Moments in Swing" series relies heavily on vintage packages produced by RCA Victor and Columbia which perform an important and valuable programming service for the network's devoted listeners. In a move to graph his audience's tastes, Whiston is running a listener's popularity poll which ends Nov. 1. These results will form the basis for one or more CBC-FM specials.

If vintage jazz recordings are your hobby, Whiston offers the address of the Vintage Jazz Mart, 4 Hillcrest Gardens, Dollis Hills, London, N.W. 2, as a source for material. The author relates that he's discovered two additional collectors who sell records—Peter Russell of the Hot Record Store, 24 Market Avenue, Plymouth, England, and Bert Bradfield of the Treasury of Jazz, 9 Rue Albert Laurent, Chatillon-Sous-Begneux, Seine, France.

Whiston's newsletter is written 99.9 per cent of the time in an up-beat manner. He hardly attacks anything or anybody, preferring to write about jazz developments in an optimistic light. He did mention once, however, that most jazz records "were trash," but that two RCA vintage packages were gems. Those gems are the Be-Bop and Blue Bird series.

Includes Tidbits

Since Whiston knows that many of his listeners are record collectors, he tries to include tidbits covering the record industry. To wit: Volume 2 of the "Ellington Era" series on Columbia will be issued some time in November; Limelight Records will be distributed in Canada by London Records, and the Verve line will be distributed by Quality Records of Montreal.

Having seen sundry American disk jockey newsletters and hype sheets, a good comparison is available between these domestic industry fly-arounds and Whiston's project. The latter is a non-political, non-damn the torpedoes, non-revolt sheet, catering to providing precise news anent a field which is both a hobby and love to many persons professionals and non alike.

The value of such vehicles as Whiston's newsletter is evident by the following two items printed in the October release: John Flower of 18 Haslemere Road, Toronto, is at work preparing what he hopes will be the most complete discography on Glenn Miller. Another Toronto area jazz follower, Ken Whitten of 37 St. Leonard's Crescent, Toronto, is a student of Duke Ellington works and is looking for printed material, tapes or records. Now this kind of small town information, shot-gunned around the country by the newsletter, is invaluable in helping the two men plug in with other Miller and Ellington fans who might have some material to offer their projects. A small, albeit significant tidbit. Whiston, incidentally, may be contacted at the Radio Canada Building, Montreal, Que.

SOLOS: Singer Teddi King is on a six-month tour of the Far East. She has already played Hong Kong and is filling dates in Manila, Hawaii and Tokyo. . . . Stan Montiro of Merrec Distributing, Boston, writes that top 40 stations WMEX, WORC and WICE have been playing Gerry Mulligan's "Downtown" single from his new "If You Can't Beat Them, Join Them" Limelight LP. Boston's three major jazz clubs are the Workshop, Lennies and Connolly's Stardust Room. . . . World Pacific's Dick Bock cut Ravi Shankar at Town Hall in New York, and Monty Alexander in a New York studio. Future WP sessions cover the Gerald Wilson band, Gil Fuller and James Moody, and new singer Hank Diamond.

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

Umpire to Pitch

LOS ANGELES — Record Merchandising has the distinction of being the record industry's first distributorship to hire a baseball umpire as a promotional man. Named by Sid Talmadge to the promotion staff is veteran National League umpire Ed Runge, who hopes to work in the music industry during the off season. He places Don Grierson who has gone into the Marines for six months.

Evans to Richmond

NEW YORK—Bill Evans, jazz pianist and composer, has signed an exclusive writer contract with The Richmond Organization. TRO has produced a special Bill Evans piano folio for November publication. Evans is currently on tour in Europe.

Wexler Club V.P.

• Continued from page 3

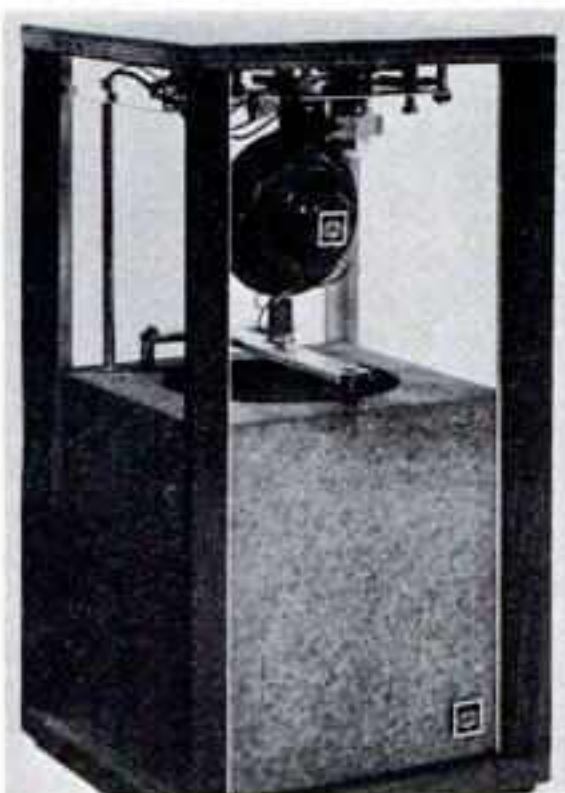
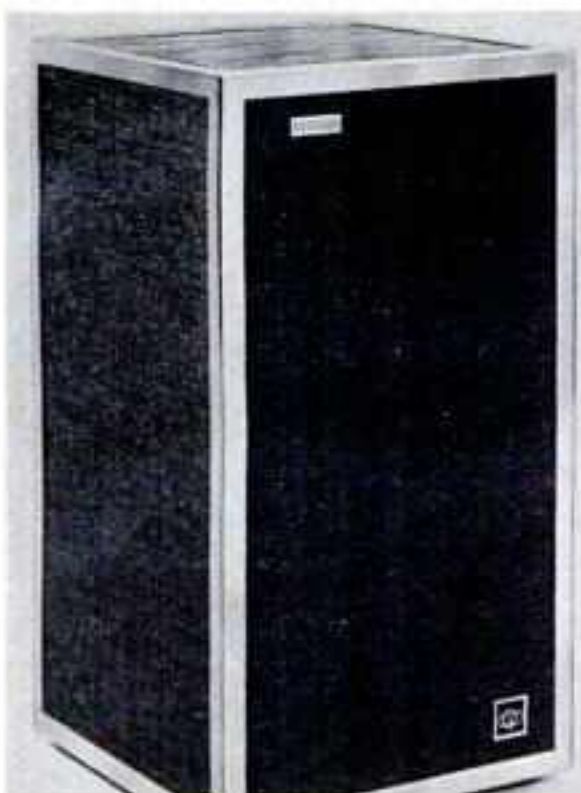
freshman at Brown University. Capitalization was \$90. The following year he appointed campus representatives at Harvard, Yale, Dartmouth and Princeton, and by 1960 the club had 22,000 members in American colleges. Currently, the club's college division has 400 campus representatives.

The club is now the third largest in the country, with 1965 sales estimated at \$8 million. Its monthly magazine goes to some 350,000 members, and the annual \$1,500,000 advertising budget includes direct mail and space in High Fidelity, the Saturday Review, the Reporter, Atlantic Monthly, New York Times, New York Herald Tribune, Esquire, Playboy, TV Guide, Life and Time.

NEW PRODUCTS

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

Circle-O-Phonic



360° SOUND DISPERSION SPEAKER by Circle-O-Phonic. Five-inch woofer with accordion felt suspension, hermetically sealed. Mid/hi range speaker suspended directly over woofer. Driven by electric motor. Covered with standard speaker cloth. From \$59.95 to \$199.95.

B & N Mfg.



B & N 809T PHONOGRAPH for car, plane or boat. Four-speed changer, diamond needle, crystal transmitter with frequency stability from 1 1/2 to 31 volts. Brush attachment cleans needle. Plays through car radio by connecting device. Automatically actuates to original radio station. Works with six or 12-volt battery. Chrome-plated, 20 pounds. No price.

Dealer of the Week

Continued from page 61
of the various aspects of each college's music programs. "We formerly depended on distributor salesmen," Ficklin

Shoplifting

Continued from page 61
by a detective agency or security company. "The signs are like unavoidable, searching eyes," he said, "and costs for such services are only fractions of what losses would be."

Further, a system of mirrors and electronic devices strategically placed is also effective. And above all, clerks must be constantly alert, particularly during those most critical 90 minutes.

The nation's retail stores lost some \$3 billion last year in shoplifting, a jump from half a million only six years before, according to Coventry. Losses can average as much as 11 per cent of an individual store's gross sales, and this means an 11 per cent loss in profit. Phonograph and record outlets are among the hardest hit, he has found, and thus their percentage probably averages considerably higher.

The San Francisco detective, specializing in the protection of industrial and commercial enterprises, maintains a library of films and other material which he employs in educational training of sales clerks and other store personnel.

said, "but they're almost a thing of the past. The distributors have cut down territories and tightened up on expenses to the point where we're just not seeing salesmen any more."

The Cottage Record Shop has never discounted prices, Ficklin said, other than the normal discounts provided for in the promotional programs of various labels. "The discounters and clubs make us look pretty ridiculous," he observed, "but we feel that where we're offering a high standard of merchandise and personalized service we're entitled to a fair mark-up."

The store, approximately 20 by 60 feet, is designed so that every square foot of space is utilized for browser stands and a line of phonographs and accessories. Albums are prominently displayed on wall shelves and in special floor racks as well. Ficklin readily offers to demonstrate records; a service that he and his wife perform personally from behind the counter. The demo unit, designed by the proprietor, utilizes a Scott amplifier and Garrard turntable equipped with a magnetic pick-up.

"I guess we're old-fashioned in our thinking," the 21-year veteran dealer said, "but we still think this could be a wonderful business if it weren't for the way they're gimmicking it up. And I think that unless the traditional dealers keep on making their views known, the dignity of my business will disappear forever."

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JOHN & MARGIE COOK ARE KNOWN THROUGHOUT THE UNITED STATES AND CANADA FOR THEIR COUNTRY AND GOSPEL SINGING. THEIR LATEST RECORD ON SARDIS RECORDS IS "I'll Take Down Your Shingle" b/w "River of Love." They just recently returned from a trip to Charlotte, N. C., where they recorded this record and appeared on Arthur Smith's TV show. Arthur is confident "I'll Take Down Your Shingle" will be a smash hit for John and Margie, and reports from the DJ's say it is climbing every day. Records and bookings can be obtained through Arthur Smith Studios, P. O. Box 17551, Charlotte, N. C. no13

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TEEN AGE ROCK N' ROLL BAND WOULD LIKE WEEK-END BOOKINGS IN THE TRI-STATE AREA OF NORTHERN INDIANA. WRITE BOB ZAVOR, 721 W. MARION ST., MISHAWAKA, IND. ja1

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INTERNATIONAL EXCHANGE

ENGLAND

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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. no27

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S. E. Vendors Act on Sanitation; Establish Grievance Committee

By LAMAR GUNTER

MAGGIE VALLEY, N. C.—An expanded code of ethics was formulated by the Southeastern Bulk Vendors Association at its fall meeting in the Mountain Valley Inn here Oct. 23.

More than 60 vendors came from the Carolinas, Virginia, Georgia and Tennessee. Some drove 350 miles or more to attend, and many brought their wives.

The group also agreed to set up a five-member grievance committee to arbitrate any disputes that may arise between members. Members of the grievance committee will be officers and/or rank and file association members, but will be elected



AT BUSINESS MEETING of the Southeastern Bulk Vendors Association at Maggie Valley, N. C., Oct. 23-24, organization officers (from left) Ed Owens, Fayetteville; Jack Thompson and Lee Smith, Charlotte, and Charlie Bullman, of Asheville, deliberate a point of business ethics.

by the membership as a whole. Any dispute which can not be settled by the arbitration procedure will be placed before the general membership for action.

Sanitation

A key point of the new code of ethics is stress on cleanliness and sanitation in operation. The

code requires members to bring to the attention of the association any unsanitary conditions or operations known to them.

Under the code, each member agrees that his equipment will be properly marked for the benefit of other members and to assure the public that the operator is properly licensed where required.

In connection with identification, a letter will go out to each member requesting him to authorize other members of the association to remove his machine if it is ascertained that the location has gone out of business or that the equipment is in danger.

When the authorizations are returned, the association will compile a list and furnish to each member to inform each who has authorized such steps and who has not. Jack Thompson, secretary of the association and a partner with association president Lee Smith in Smith-Regal, said operators have saved his firm money and machines by voluntarily doing this without asking.

NVA Support

As another part of the code, each member pledges his support to the National Vendors Association and to the trade publications which support the industry as news and advertising media. Each member also pledges his support to suppliers within the industry and will urge them to join the association as associate members.

Each member also agrees that he will seek out and urge other persons in the industry to attend and participate in the membership of the sectional and national associations.

Each member pledges to keep himself informed on local, State and national conditions that might affect the industry in any manner and to bring such subjects promptly to the attention of the association.

Each member also agrees that in the event he reaches a decision to sell his equipment, he will notify the association before disposal is made.

The operators reached agreement on the content of the code of ethics in an afternoon shirt-sleeve session, but the code will be drawn up formally and voted on at the May meeting in Charlotte.

Gumball Boys Receive NAMA's Top Award



HAROLD AND ROGER FOLZ, Folz Vending Company, Inc., Ocean-side, N. Y., are congratulated by National Automatic Merchandising Association President J. Richard Howard (right) after receiving the association's L. D. Chambers Award for "outstanding legislative accomplishment during the year." The Folz brothers caught the attention of the NAMA after winning for the New York bulk vending industry an exemption from the State's new sales tax. In telling their story to the New York Legislature, the brothers Folz became known as the Gumball Boys.



VICTOR'S NEW TOPPER "66"
Now Vends Capsules
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"V" Capsules...\$4.50 per M (5M Lots)
"V-1" Capsules...\$ 8.00 per M (5M Lots)
"V-2" Capsules...\$13.50 per M (2M Lots)
Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea.10

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Schiro Recovering From Heart Attack



NICK SCHIRO (left) talks business with operator Louis Gblaint.

NEW ORLEANS—Nick Schiro, principal in Schiro Vending Supply here with his son, Vince, is reported coming along fine following his third heart attack suffered two weeks ago.

The elder Schiro has been in bulk vending since 1946 and distributes the Acorn line in this area. Vince joined the firm approximately two years ago following his graduation from college.

Young Schiro said that upon his father's recovery, plans will be made to construct a new building which will have in excess of 20,000 square feet for offices and showrooms.

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Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.59
Pistachio Nuts, Jumbo Queen, White	.82
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	.32
Mall-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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Harby Opens 'Vendors Mart'



HAROLD AND RUBY PROBASCO, founders of Harby Industries, pose before entrance to their new Bulk Vendors Mart, a one-stop for bulk vending operators. The building also houses the Harby Industries machine manufacturing operation.

BURBANK, Calif. — The grand opening of the Bulk Vendors Mart, a division of Harby Industries, was held here recently with operators and well-wishers on hand from all of Los Angeles County and as far away as Salt Lake City.

Harby Industries, headed by Harold Probasco, gets its name from the combination of the names Harold and Ruby (his wife's name). The firm recently moved from Van Nuys into a new building here.

The new facility embraces more than 8,000 square feet. Approximately 2,000 square feet are used for Vendors Mart with Ray Pierson in charge. Installed on a self-service basis, the mart will handle a complete line of charms, capsules, nuts, gum and candy. The entire area is air conditioned and there is ample parking.

Pierson, the mart manager, has been in vending for six years with the last two in the bulk field.

Probasco has streamlined the production of his Komet bulk

vendors in the remaining space at the new location.

Mrs. Maria Singh and her daughter, Michele, were the first operators to attend the grand opening.



FIRST CUSTOMERS to the new Harby Bulk Vendors Mart were Mrs. Maria Singh and daughter Michele.

A Daughter For the Smiths.

CHARLOTTE, N. C.—A daughter came to the household of Mr. and Mrs. Lee Smith here just an hour before Smith, president of the Southeastern Bulk Vendors Association, departed for the organization's annual convention at Maggie Valley.

The adopted girl, Sandra Kay, six weeks old, is the second Smith child by adoption. A son, William Jack, age two, accompanied his dad to the vending meeting—his first appearance at an industry function.

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S. E. Operators Hear About Operating Problems in Sweden

MAGGIE VALLEY, N. C.—Southeastern bulk vendors discussed their own problems for the better part of their convention here last week and then relaxed while a Swedish bulk vendor showed them how much worse off they could be.

Jan Gabriellson of Gothenburg, Sweden, the after-dinner speaker for the fall meeting of the Southeastern Bulk Vendors Association here at Mountain Valley Inn, reported the following headaches.

Five different Swedish government authorities must pass on his machines before they go in place, Gabriellson said, and it takes about six months before he clears those hurdles.

Once on location, the problems multiply rather than diminish, he said.

Rain

Rain is one of those problems. Since about 90 per cent of the machines are in outdoor locations, "It means my machines must be absolutely waterproof, because it rains about two days out of three in Sweden, not all day, but some time during the day."

Another problem is the coins themselves. "They are only 60 per cent the size of your dimes. And they can have a tolerance of 50 per cent in thickness.

"There are also five other European coins that will work in the machines, all worth less than the proper Swedish coin.

"And in addition to slugs, the heads of all the thumb tacks



AFTER-DINNER SPEAKER Jan Gabriellson of Gothenburg, Sweden, startles Southeast operators with tales of operating trials in his homeland.

made in Sweden will work in the machines."

He told the vendors he has found a way to combat this since 90 per cent of his trade is with children. He explained that while servicing the machines he makes conversation with the children and discreetly finds out who among them has slugs.

"Then I go read a copy of the Swedish law on forged coins to the mother. The mother always says, 'but my son wouldn't do anything like that.' I tell them I can get finger prints off the slugs. Of course I can't, but it gets results."

"Another problem we have is a tax rate of 118 per cent, but I'm happy about that. When I started it was 500 per cent," he said.

In addition to the rain, there are other weather problems. "We have two seasons: white winter and green winter," he said jokingly as he explained how his volume is compressed into a much smaller part of the year when he has to work "from 5 a.m. until 10 p.m."

After Gabriellson's address, there were short speeches by Nick Monnt of Frank H. Fleer Corp., Leo Leary of Leaf Brands Inc., Carmen Di Angelo of Cramer Gum Co., Herb Goldstein of Oak Manufacturing Co. and Robert Guggenheim of Karl Guggenheim Corp.

Four things are important to operators in protecting existing locations and getting new ones, Goldstein said.

He listed them in order of im-

portance as product, cleanliness, service and commission.

"Too many operators are putting the wrong thing first," he said. "Keep those commissions in line."

He told the operators that when they put too few charms in a charm machine, "you cheat" (Continued on page 71)

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Rainblo Ball Gum, 100 ct.	.34
Spanish Nuts	.32
Blanched Nuts	.42
Cashew Butts	.76
Pistachio Jumbo Red	1.00
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The Southeast: Associations in Action

Virginia Trade Set for State Sales Tax Debate

ROANOKE, Va.—The historical development of the City of Roanoke, so area guidebooks tell us, is due to its location at the crossing of an Indian North-South trail with the path of traders from East to West. It happened that the Music Operators of Virginia convened here Oct. 22-23 to confront the most crucial fork in the road in the seven-year history of the association.

The MOV conceded early in their meeting here that the State Legislature in the next session will enact the first sales tax in Dominion State history, with a levy of 2 per cent likely.

Advised MOV attorney Joseph J. Williams Jr., wise to the ways of the Legislature via 20 years as a member, "It is my opinion Virginia will pass a sales tax law next year. The State needs revenue—has for some time—and this need will catch up with us in the next session."

Thrive and Survive

Couching the tax threat in more dramatic terms, State Senator William B. Hopkins warned the association: "You are going to be confronted with legislative decisions that will determine if you will be able to thrive and survive during the next few years. The coming sales tax could be punitive. It's up to you to inform your legislators of your problems relating to a sales tax."

The problem of Virginia operators resulting from a non-specific sales tax article would be identical to that of the trade in many States. The buyers of merchandise or entertainment from a machine cannot be charged—as most tax laws require—the added amount of the tax. And only in rare instances do the mechanics of coin machine operation permit adjusting prices to absorb the tax increase.

Aware of this for some time now, the MOV under outgoing president Gilbert Bailey have mustered wide trade support for a contact-your-legislator campaign. The thrust of the drive is to convince the Legislature that the industry is entitled to tax exemption from certain sales.

Co-Operation

"We will try for a 40-cent exemption," Williams said. "If that is impossible we'll ask for a 25-cent exemption, and if denied that, we'll ask for 11 cents."

In its campaign to inform legislators about the tax threat, the MOV will be co-operating with the State Restaurant Association and the new Virginia Vending Association. During the meeting here the operators heard a practical plan to finance the legislative effort advanced by Roanoke operator Claude Smith.

Smith offered the simple but seldom-heard suggestion that location owners, who stand to lose as much as the operator in the event of punitive tax legislation, be solicited for exemption-drive contributions. In a pilot effort, Smith said his routemen received 100 per cent co-operation from proprietors following brief explanations of the threat, with a week's donations to the MOV legislative effort fund amounting to \$318.

The Virginia tax picture is complicated further. President Bailey reminded MOV members, by the fact that individual

AN EXCLUSIVE TRADE REPORT

The Southeast sleeps no more. New commerce and industry are invading the realms of Kings Cotton and Tobacco. Billboard turns its editorial attention this week to the Southeast operator—a leader in the region's economic progress. The story of the Southeast coinman is a study in individual and association action. And the achievements and aspirations of the new breed of operator in the Southeast hold, we feel, lessons for the entire industry. We complete the report with a brief examination of the economic context in which the Southeastern operator finds himself today.

municipalities during recent months have been levying 2 per cent sales taxes of their own. Certain cities interpret their sales tax laws as applying to coin machine grosses. Other cities, Bailey reported, are exempting coin box contents from the tax.

And yet another question
(Continued on page 70)



STATE SENATOR William B. Hopkins, featured speaker at the annual convention of the Music Operators of Virginia, Oct. 22-23, is greeted by Music Operators of America director Jack Bess (left) and MOV director Hy Lesnick (right), both of Richmond.



IN COLUMBIA, S. C. the same weekend Mayor Woody Brooks (right) of Andrews, S. C. was welcomed to the third annual convention of the South Carolina Coin Operators Association by director Royce Green (left) and board chairman A. W. Bradford.

South Carolina Attacks Serviceman Shortage

COLUMBIA, S. C.—As the many business and industrial firms moving into this State are well aware, there is no shortage of labor. The thriving coin machine industry here, however, is plagued by the acute shortage of skilled help that prevails throughout the country.

In convention here Oct. 23-24 for the third consecutive year, the South Carolina Coin Operators Association, Inc. became the second regional operator association in the country to take positive action in organizing a formal training program for coin machine mechanics. (Music Operators of New York organized a mechanics school early in 1965.)

Utilizing State manpower development funds, though SC-COA members were willing to subsidize the project fully, the training school classes will be held in one or more of the State's existing technical trade schools. Instructors, drawn from

regional distributors and manufacturers' representatives, will be paid out of State funds.

Governor Approves

Much of the ground was cleared for the training program in a conference Oct. 22 between SC-COA founding president, Royce Green, and South Carolina Gov. Robert E. McNair.

"The Governor was extremely interested," Green told Billboard, "and pledged full co-operation. He suggested that I present a program to the association for ratification, assess the industry's manpower needs, and then present a plan to State authorities for action."

Association members, President A. L. Witt presiding, approved the training school concept Oct. 24. Witt appointed Green chairman of a special serviceman training committee. The committee met the same day to draw up specific proposals for presentation to State authorities.

According to Green, 50 qualified routemen could be placed in South Carolina annually. Young operator Bob Moore, of Charleston, said nine trained servicemen were needed there immediately. "We could use two ourselves."

Moore remarked: "I've been all over the country, and I've never walked into an operator's office but where, if you revealed that you could read a schematic, you were asked 'When can you go to work?'"

Under 30

Charlotte, N. C., distributor Lawrence Lesturgeon, a strong backer of the association from its beginning, reminded members that a startling small number of good servicemen in the State are under 30 years of age.

"Precisely," agreed Atlanta distributor Johnny Rowell, another avid association supporter. "We must recruit talent out of the Armed Forces."

"This State is growing tremendously. Are you ready to grow with it?" Guest speaker Woodward Brooks, mayor of the city of Andrews, S. C., asked the group rhetorically.

"Tourism alone brings \$2 million a year into the State," he reported. "There is a population explosion, and from Columbia to the coast there is a new industrial frontier. Greenville and Spartanburg are already exploding industrially."

Two Problems

Brooks informed the association that from long experience he had observed two problems in the industry.

"First," he said, "your image."

Cannon Reports From Nashville

HADDONFIELD, N. J.—William Cannon, articulate advocate of better record programming, had three items of news for operators upon returning from the Country Music Association Convention in Nashville last week. He reported improved climate for operator-record industry relations, the advantages of programming little LP's and the growing importance of country music.

Cannon, chairman of a special Music Operators of America committee for record company communication and programming, said that the most valuable knowledge he acquired in Nashville was that the music, recording, record distribution and broadcasting industries are "most anxious to include juke box operators in their discussions of what is best for the entire music business." Such discussions, he said, would lead to improved record availability.

"It's a shame," said Cannon, "that more of our people are not aware of what is going on in the

neighboring industries. Obviously we have been guilty of isolating ourselves. The error is one of judgment, and operators should take advantage of the open reception they will receive from other companies engaged in record distribution and broadcasting in their localities.

More LP's

"Another item of good news is that the production of little LP's for juke boxes has been increased. Much of the credit for this is due to MOA's communication with the record companies regarding the music operators' needs and the record companies' great interest in the juke box industry as a very important part of their market."

Cannon cited the fact that income on little LP's returns a large percentage of profit, that the LP's are not a perishable item—usable many times, and that hundreds of top hits of the past are available in this form.

"This material," said Cannon, "is of much more value than to fill an occasional request

for an old hit. Progressive operators who maintain a separate section of their machines for programming old hits are increasing their income considerably as well as properly servicing the adult population with desirable programming."

Country Music

Cannon said he was excited about the future of country and western music. He called the Nashville convention "very impressive" and said that "there is no doubt that the appeal of country music is becoming universal."

"City and suburban operators," said Cannon, "need to be awakened to the potential of country music. For every hit that breaks through and becomes a pop hit, there are a dozen worthwhile country hits that are a source of potential income for the operators."

"Every juke box is exposed to varying numbers of patrons who enjoy country music. There is a wide variety to this music, rang-

(Continued on page 72)

(Continued on page 68)

State Amusement Co.--An Operator on Main Street

ROANOKE, Va. — "Moving to Main-Street" has long been the non-literal trade expression for building pride in and respectability for the business of operating juke boxes, games and vending machines.

The expression was used last year by Music Operators of America president-elect John Wallace of West Virginia in an address before the convention of neighboring Music Operators of Virginia.

"You are a businessman, performing an important service for your community," Wallace said. "Be proud. Open up an office on Main Street. This is the ideal form of industry public relations."

In Wallace's audience that day was a Roanoke, Va., businessman who, evenings and on weekends, was building the nation's showcase operating headquarters facility. Last week during the MOV convention here Claude N. Smith, his wife and eight smartly uniformed employees hosted association members in an open house at State Amusement Co.'s sparkling new 7,500-square-foot office and warehouse building at 2306 Liberty Road, N.W. here.

In addition to decor that would do justice to a Madison Avenue ad agency, the visiting operators were treated to a view of the physical aspects of a totally efficient inventory—right down to meticulous inventory keeping for the smallest coin machine part.

Smith, who was elected MOV

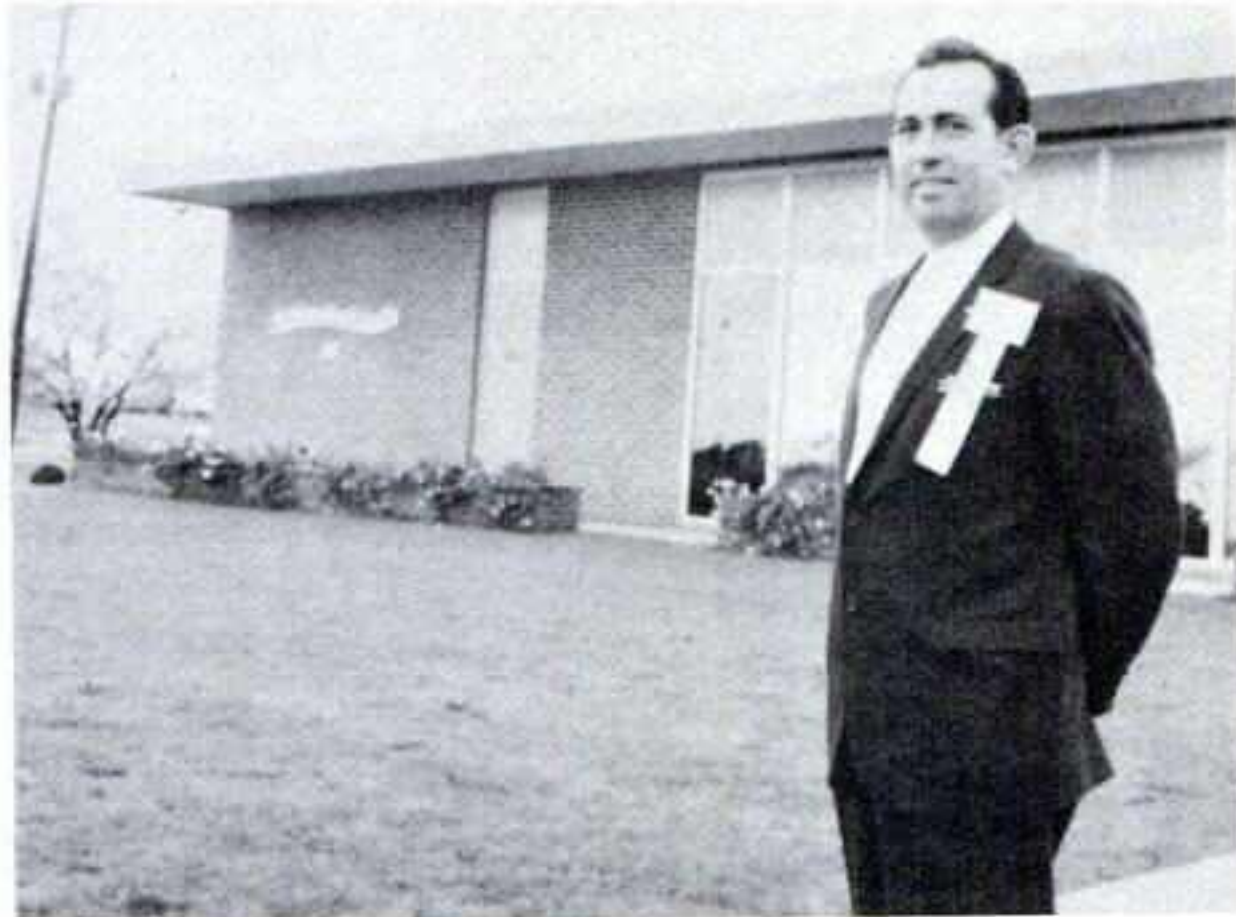
second vice-president during the convention, has operated in Roanoke for 13 years; now has a route of 300 phonographs, games and cigaret venders. The route lies almost totally inside the city limits, but to ensure instant response to service calls the four routemen are in constant reach by radio from three base stations.

Seated in his office, Smith can summon an employee from inside a location by sending a radio signal to the route car that sounds one or two blasts on a loud air horn. One blast means "call soon." Two blasts means "call immediately."

Record programmer Carl Coleman has his own sound-proof library at the new building. There is also a special cigaret vending room and a unique slide-wall arrangement enabling the bookkeeper to have privacy while counting coins.

"All too often someone blunders in, sees all those coins and exclaims, 'Look at all that money,'" Smith commented.

The coin machine industry look is emerging in other areas of Virginia, too. In Richmond, for example, operator Hy Lesnick and one-stop owner Pat Cohen will complete new buildings early in 1966.



CLAUDE N. SMITH of Roanoke, Va., poses proudly before spanking new building housing his State Amusement Co. Smith did much of the work on the structure himself—laying block, welding down roof decking and painting.



GLIMPSE OF INTERIOR of State Amusement Co. Here Smith conducts Virginia operator Bob Minor through office. On complex console within reach Smith can perform such varied tasks as closing the office drapes or tooting the horns on route vehicles miles away from headquarters.



"I'M PROUD OF MY JOB," route man Bruce Oliver told Billboard. He is about to spin away in one of State's sleek fleet of route wagons. Oliver feels he is employed by one of the finest business firms in Roanoke.

Coming Soon:

Nov. 10—St. Joe Valley Music Operators Association annual banquet, Sherry Inn; South Bend, Ind.; 6:30 p.m.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

Nov. 14—North Carolina Music Operators Association annual convention, Charlotte, N. C.

Nov. 14-15—Music & Vending Association of South Dakota, fall meeting, Huron, S. D.

Nov. 19-21—NAMA Western Conference & Exhibit, Ambassador Hotel, Los Angeles.

Dec. 7—Missouri Coin Machine Council quarterly meeting, Bothwell Hotel, Sedalia, Mo.

Jan. 29-30—Illinois Coin Machine Operators Association quarterly meeting; Springfield, Ill.

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Billboard

Empire Given DuKane Rights

CHICAGO—Empire International, the Export Division of Empire Coin Machine Exchange here, has announced its appointment as exclusive distributor for Ski 'n' Skore on the European continent.

The game, manufactured by the DuKane Corporation of St. Charles, Ill., has proved successful in this country, especially at resort locations that cater to skiers.

Joe Robbins, vice-president of Empire International, announced that representatives would be soon appointed for each European country. He said that sample shipments of the game will probably be made before December.

Granger Returns From Europe

CHICAGO — Fred Granger, Music Operators of America executive vice-president, returned from a month-long European visit last week.

Granger and his wife sojourned much of the time in Portugal, visiting Mrs. Granger's relatives. While there the MOA official met John Haddock, the retired former owner of the AMI Manufacturing Co.

Granger conversed at length with the elderly Haddock about coin machine industry matters, and Haddock requested that Granger greet his many old friends and colleagues in the U. S.

Haddock resides in the resort city of Estorial, Portugal.

NEW EQUIPMENT



FLIPPER POOL. An animated add-a-ball unit released last week by D. Gottlieb & Co. of Chicago. Billiard motif is utilized in both play and appearance of the new game. Lightbox animation derives from the dropping of 15 colored, numbered balls into a rack. Additional balls are placed in play when patron sinks a designated number of balls. Scoring with all 25 balls resets the pool balls. A "mystery score" feature is provided by means of special side rollovers. Additional balls are awarded for a high score.

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South Carolina Attacks Serviceman Shortage

• Continued from page 66

Get on Main Street. Stand proudly. Do you realize that your industry paid \$609,000 in taxes last year—more than double that paid by your high falutin neighbors, the bankers?"

Brooks suggested that the association, "because you are achieving a 'knitness,' hire a good public relations man and present a united front."

The trade's second major problem, Brooks observed, is the scarcity of servicemen. "Form a school. The facilities are available, and the State and your own manufacturers are willing to co-operate. South Carolina spent \$125,700,000 on education last year compared to \$62,000,000 10 years ago. Are you as an industry growing with this education?"

The mayor reminded the organization members that only as a group will they be able to cope with their two basic industry problems. "You can never accomplish a thing as individuals."

Distributors Pledge

All distributors participating in the convention pledged to co-operate with the association's fledgling training program.

Bill O'Donnel, president of Bally Manufacturing Co. in Chi-

Open Stereo Shop

KANSAS CITY, Mo.—A firm specializing in record players, the Kansas City Dynamic Stereo center has opened for business at 4039 Broadway. The company is a division of the Dynamic Devices Co. of St. Louis.

Owner and operator of the new facility, Louis Kozlevchar, said his firm will also handle stereo tape players for cars, boats, airplanes, as well as home or office use.

ago, addressed the convention briefly, reporting that his company has begun shipping bingo-type games to South Carolina.

Distributor, supplier and manufacturing firms exhibiting at the convention included Southeastern Vending Distributors, Inc., Columbia, S. C., and Raleigh, N. C.; Mobile Record Service Co., Pittsburgh; LeSturgeon Distributing Co., Charlotte, N. C.; Gaines W. Harrison & Sons, Inc., Columbia, S. C.; Peach State Trading Co., Columbia, S. C.; Brady Distributing Co., Charlotte, N. C.; the Wico Corp., Chicago; the Irving Kaye Co., Inc., Brooklyn; Fischer Manufacturing Co., Tipton, Mo.; Sparks Specialty Co., Columbia, S. C.; and American Shuffleboard Co., Union City, N. J.

No. Carolina Coinmen Plan Next Meeting

FAYETTEVILLE, N. C.—The North Carolina Coin Operators Association announced that its next meeting will be held Sunday, Nov. 14, at the Downtown Motor Inn in Charlotte.

Fred Ayers, association president, urges all members to attend the meeting, which will be primarily concerned with a discussion of federal legislation connected with the industry.

Current association officers, in addition to Ayers, include Julius Nelson, secretary-treasurer; first vice-president, David Smith; second vice-president, Jack Wallas, and third vice-president, Keith Pervette.



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Lumpkin Elected President Of Virginia Association

ROANOKE, Va. — Ashland, Va., operator Dick Lumpkin was elected president of the Mu-

sic Operators of Virginia trade association during the organization's seventh annual State convention here Octo. 22-23.

A principal in the firm of Bryant & Lumpkin, the new MOV president assumes the post after serving in a number of capacities with the association, including that of second vice-president last year.

Outgoing MOV president is Gilbert Bailey of Gloucester. During Bailey's two-year term, membership in the association doubled. Shortly after his election, Bailey is reported to have utilized a two-week vacation to tour the State, enlisting operators for the association.

Ovation

Bailey, who suffered a heart attack during the past year, was given a standing ovation at the



DICK LUMPKIN

opening business session of the recent convention.

Elected to the post of first vice-president was M. L. Holland of Roanoke, an association director last year. Claude Smith of Roanoke was elected second vice-president. Smith served on the association board of directors last year. Re-elected secretary-treasurer of the association was K. A. O'Connor of Richmond, who is currently president of the newly formed Automatic Vendors Association of Virginia.

The association board of directors includes Hy Lesnick, Richmond; Mr. and Mrs. Harry Lubman, Petersburg; George Rollo, Newport News; Robert Minor, Richmond; W. M. Showalter, Harrisonburg; Thel Shields, Waynesboro; Duke Tyree, Rustburg; Charles Holbrooke, Lynchburg; Harry L. Fake, Strasburg; F. D. Colbert, Danville; William C. Colgate, Chase City, and J. E. Conner, Roanoke.

Juke Boxes to Viet

PARIS—Jupiter, the fast-selling French-made juke box, will soon grace officer clubs of the South Vietnam Air Force. The Jupiter company is shipping ten boxes to South Vietnam as the firm's private win-the-war contribution.

Jupiter, which is noted for its aggressive sales promotion, is acting in response to a wish voiced by the chief of the South Vietnamese Air Force, Air Vice-Marshall Nguyen Cao Ky, an irrepressible juke box fan.

When time allows, Marshal Ky spends hours playing the phonographs at office clubs. His favorites are French pop songs. Marshal Ky says phonographs are the best aid to pilot relaxation.

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Mutoscope Voice-o-Graph, metal cabinet	495.00
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SOUTHEAST GROWS; ECONOMY HEALTHY

By PAUL ZAKARAS

CHICAGO—Until a few years ago, the Southeast was the U. S. economy's weak sister. In 1938, President Franklin Roosevelt declared this area to be part of our major economic headache in the South. Less than 30 years have passed since that pronouncement and if FDR were alive today, he would be happy to see that things have changed.

The five states that make up the Southeast coastal area are Virginia on the north, booming Florida in the south, North Carolina, South Carolina and Georgia in the middle. Between 1938 and 1965 this area has undergone a dramatic economic upheaval.

Agriculture To Industry

In that interval, the Southeast has converted from an agrarian to an industrial economy. More than 20 thousand new industrial plants have been built. Florida has gained wealth and population at a faster rate than any other state in the nation. Virginia has stabilized her economy and has made impressive gains in population.

In the heart of Georgia, old Atlanta has blossomed into a major metropolitan area, attracting major league football and baseball franchises for the coming season. North Carolina has more manufacturing workers than any other state in the South, and is ranked first in the nation as a producer of textiles, tobacco and household furniture. South Carolina has kept pace with the rest of the country in rate of population growth and economic development, and is showing signs of a healthy redistribution of employment, shifting from agriculture to manufacturing and trade services.

Personal Income Rises

In the last 30 years, this region has made impressive gains in per capita income, rising from only 50 per cent of the national average, to approximately 80 per cent. The rate of growth leveled off in the late fifties, but it is important to note that this region has been able to keep pace with the rest of the country in recent years. As the personal income figures show (see graph) the Southeast has been able to share in the fantastic economic bonanza that has overtaken America since 1958.

Three main factors are cited for the improved conditions of the Southeast: (1) the Florida boom, (2) economic-minded leadership, and (3) increasing nation-wide prosperity.

Increased Economic Awareness

Of these factors, perhaps the most decisive is the second. An increased awareness of the need for economic growth by the leaders of these states, and vigorous attempts outside industry, have helped change the Southeast from an agrarian economy to the gradually expanding industrialization of today.

Still below the economic norms of the whole country, the Southeast region is definitely in an improved position. President Johnson's next three targets for Appalachia-style development are the Ozark Mountains, the upper Great Lakes and upper New England. The Southeast is not included—indicating that this region is no longer the weak sister.

The solid state of the coin machine industry in the region, as reported this week in Billboard, is attributable in large degree to this area's current economic boom.

Virginia Trade Set for State Sales Tax Debate

Continued from page 66

plagued the operators here. When the new State sales tax is fact, will it pre-empt municipal taxing rights or grant additional and supplementary taxing powers to Dominion State cities?

Attorney Williams advised the association: "Look for a compromise on these taxing powers. State and city governments are extremely jealous of these rights."

He also advised that the association attempt to convince legislators that as providers of services, operators should not be taxed on grosses, but should instead be licensed. All Virginia legislators are aware that operators in the State pay an exorbitant \$1,000 annual license—a vestige of a former day.

Personnel from the 60 operating firms represented at the convention took ample time to examine the new coin equipment from all manufacturers exhibited in a large hall at the Hotel Roanoke. Exhibiting companies were State Sales & Service Corp., Baltimore; American Shuffleboard Co., Union City, N. J.; Calvin Sales Co., Inc., Baltimore; Pat's One-Stop, Richmond, Va.; Mobile Record Service Co., Pittsburgh; Records Distributing Co. (Redisco), Baltimore; Diamond Coin Machine Exchange, Inc., Norfolk, Va.; Eastern Distributors, Inc., Baltimore; General Vending Sales Corp., Baltimore; Roanoke

Vending Exchange, Inc., Richmond, Va., and The Vending Machine Exchange, Bristol, Va.

During the convention the association presented juke boxes to the Williams Hunton YMCA, the Retarded Children's Association and the Optimist Club of Roanoke.

The MOV was officially welcomed to Roanoke by Mayor Benton O. Dillard.

The event received extensive coverage in the local press and on television.

A banquet, entertainment and dancing brought the convention to a close on Saturday night.

Red Flannery Dies on Trip

LOGAN, W. Va. — Funeral services were held here last week for Logan coin machine businessman Red Flannery, president of White Amusement Co.

Flannery, who operated a successful route of music, games, cigaret and candy machines, collapsed while on a hunting trip. He was pronounced dead a short while later. Cause of death was said to be a heart attack.

He had been in the business 12 years and was active in the State operator association, in which he served continuously on the board of directors from its inception in 1954.

Flannery is survived by his widow, Helen, and two sons.

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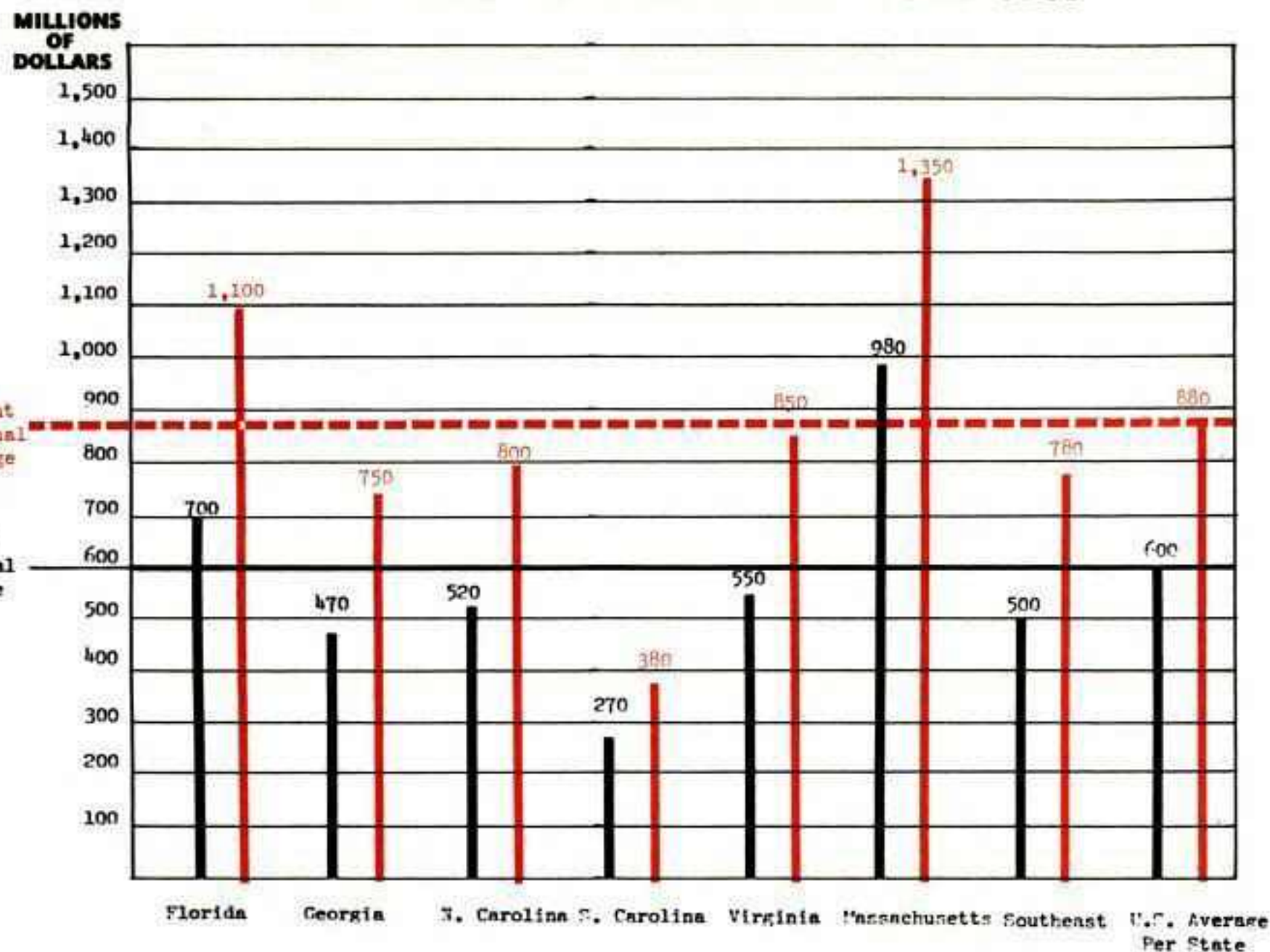
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**SOUTHEAST MONTHLY PERSONAL INCOME
JUNE 1958 COMPARED WITH JUNE 1965**



PERSONAL INCOME totals in the Southeast this year (in red) reach \$780 million per month. Chart shows rise of personal income for each Southeastern State since 1958 (in black), proving that economic revolution of the '40's and '50's was no fluke and that region is able to hold its own during current economic boom. Chart compares regional levels with those of heavily populated, well-established industrial State (Massachusetts), and with the nationwide average. This is the economic climate in which the Southeast coinman thrives today.

Problems in Sweden

• Continued from page 65

that kid. When another operator comes in and points that out to your location, he's not doing anything wrong. He's doing a selling job."

"You are better off putting quantity and quality in the machines and putting more dollars through them," he said.

Guggenheim told the operators that the key to meeting competition was "Get there before the competition with as

good or better merchandise and service."

Association President Lee Smith took up that tack with his closing remarks about two Confederate generals. He said the operators should follow the admonition of Nathan Bedford Forrest to "get there fustest with the mostest."

He also asked them to think about the Confederate general who never lost a battle, but was killed by one of his own men who mistook him for the enemy.

NAMA Honors Coin Experts

MIAMI—Fred E. A. Wallin, vice-president, National Rejectors, Inc., and William Pferd, head of public telephone department, Bell Telephone Laboratories, were presented special awards at the 1965 Convention and Trade Show of Automatic Merchandising.

The Meritorious Service Awards were given to Wallin and Pferd in recognition of their outstanding contributions to the development of new U. S. coins provided by an act of Congress earlier this year.

Wallin is considered one of the world's foremost experts on

coin mechanisms. He helped the U. S. Mint in developing the "war-time nickel" of World War II.

Pferd is presently responsible for the development of all telephone apparatus used in the Bell System. He holds 17 patents and has written numerous technical articles.

Wallin and Pferd serve as members of the NAMA Coinage Technical Committee which worked closely with officials of the Treasury Department in the research which led to the new dimes, quarters and half dollars now being minted.

**Chicago Coin
To Market a
New Gun Game**

CHICAGO—In about a week the Chicago Coin Machine division of Chicago Dynamic Industries will begin shipment of a new target gun game called Texas Ranger Gatling Gun.

The new product, described by company executives as "the finest machine-gun type unit ever produced," is a revised model of unit introduced by Chicago Coin some years ago.

Company sales manager Phil Schwartz said the new unit "will pound out our product line." Chicago Coin currently has in production its Gold Star shuffle table, Par Golf game and Preview bowler.

Full particulars on the new product will be reported in this department's new products section next week.

Ernest Sims Dies

EAST ST. LOUIS, Ill.—Ernest Sims, veteran operator here, passed away recently following a long illness. A coinman for over 19 years and part owner of the G&S Amusements Co. here, Sims had been in Memorial Hospital since Aug. 25. He was 53 and is survived by his widow, Margaret, and three children.

Move Park Shop

SPRINGFIELD, Ohio—The Park Record Shop, owned by Mr. and Mrs. Alex Kristoff, held a grand opening of its new building and sales rooms Oct. 4-16.

After 10 years of business in the Park Shopping Center, the store built its new facilities across the street from the shopping complex. Besides records, the shop handles phonographs, cameras and repair work on various equipment.

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Another Great Animated Add-A-Ball

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Say You Saw It in Billboard

MUSIC ROCK-OLA	
426 Grand Prix II	Write
426 Princess Royal	Write
427 Starlet	Write
425 Grand Prix I	\$945
418 Rhapsody II	795
414 Capri II	695
404 Capri I	595
1496	375
1488	295
1458	225
1454	150

AMI	
JB.J	\$225

SEEBURG	
DS-160	\$695

BOWLERS BALLY	
Challenger	\$175

CHICAGO COIN	
Preview	Write
Supersonic	\$925
Majestic	845
Tournament	845
Official Sparelite	765
Cadillac	765
Grand Prize	645

ROYAL CROWN	
Royal Crown	495
Gold Crown	445
Continental	395

UNITED	
Tornado (like new)	\$745

FIVE BALLS BALLY	
DiscoTek	Write
50/50	Write
Grand Tour	\$295
Mad World 2P	345
Big Day 4P	445
Monte Carlo	245
Band Wagon 4P	495
Sky Diver	245
Three-in-Line 4P	350
Star Jet 2P	245
Bongo 2P	275

CHICAGO COIN	
Bronco 2P	\$225
Royal Flush 2P	275

GOTTLIEB	
Slick Chick	\$195
North Star	325
Bonanza 2P	375
Rock-a-Ball	195

WILLIAMS	
Four Roses	\$195

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TROPIC ISLE	\$155	FALCON	\$295
FLYING CHARIOT, 2-PI.	275	SAVOY	295
SHIPMATES	425	TIP TOP	295

BALLY		UNITED BALL BOWLERS	
HOOTNANNY	\$195	DIXIE	250
SHEBA, 2-PI.	425	CLASSIC	350
CROSS COUNTRY	180	7 STAR	425
CUE-TEASE, 2-PI.	225	CYPRESS	495
STAR-JET, 2-PI.	265	ALAMO	475
SKY DIVER	245	TORNADO	650
MAD WORLD, 2-PI.	350		
GRAND TOUR	290		
2-IN-1, 2-PI.	365		
HARVEST	310		
BULL FIGHT	320		
BUS STOP, 2-PI.	375		
BIG DAY, 4-PI.	445		
3-IN-LINE, 4-PI.	295		
BONGO, 2-PI.	295		

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JACK BESS— MASTER OF MEMBERSHIP

CHICAGO—"Jack Bess is the greatest trade association salesman I've ever seen," declared Music Operators of America executive v.-p. Fred Granger last week upon receiving four more MOA applications—complete with checks—from the Richmond, Va., association director. The new members were recruited by Bess, who is MOA's new membership committee chairman, during the recent convention of the Music Operators of Virginia convention at Roanoke. "During the past two months I've received nearly 15 applications—with checks—from Jack," Granger said. "He sells membership wherever he goes." Bess, of course, will head up the big MOA membership push promised by new president John Wallace. "He's the ideal man for the job," Granger said. "I've had a lot of experience in trade association work, but I've never seen one man produce new members the way Jack Bess does."

600 Pay Tribute to Miller

LOS ANGELES—More than 600 persons paid tribute to George A. Miller, president emeritus of the California Music Merchants Association, at its annual dinner-dance (23) here at the International Hotel.

Henry J. Leyser, president of the organization; industry representatives, a United States congressman and several State of California government officials praised Miller for his unselfish and driving force in behalf of the coin machine industry.

The largest audience ever assembled here for a Music Merchants Association banquet responded to Leyser's remarks with a standing ovation for Miller, a long-time leader and servant in the industry.

Service

Miller, surprised by the tribute, heard civic leaders praise him for his service to the community and the coin machine industry.

Among those paying tribute to Miller with Leyser were Con-

gressman George P. Miller; State Assemblyman Alfred H. Song; George Stoner, chief deputy, Los Angeles District Attorney's office; Gordon Garland, former speaker of the California assembly and now public relations consultant for the Music Merchants Association; Mrs. Eleanor Kirby, administrative assistant to Los Angeles Mayor Samuel Yorty and Thad Brown, deputy chief, Los Angeles Police Department.

Also Robert Sears, police chief, city of Arcadia, Calif.; Edward Schneider, managing director, southern division, California Music Merchants Association, and Harry Snodgrass, past president of the Music Operators of America.

Officers

Leyser also announced the incoming officers for the organization, which included Marvin Jones, of Los Angeles, executive vice-president; Benito Murillo, of Oakland, secretary-treasurer, and Walter Hemple, of Sylmar; Gabe Orland, of Los

Angeles, and Joe Silla Jr., of Oakland, all named vice-presidents.

The board of directors will include Fritz Althaus, of Oakland; William Black, of Bakersfield; Russ Catanho and Clifford Jones, of Long Beach; William H. Leuenhagen, of Los Angeles; Clyde B. Love and George A. Miller, of Oakland; Bud Patton, of Modesto; Dave Wichman, of Sacramento; Bill Worthy, of San Diego, and Louis Zeiden, of Los Angeles.

Alternate directors are Joe Silla Sr., of Oakland; Herman Bied, of Los Angeles, and Joe Kessler, of Oakland.

Leyser also praised Schneider and his committee — Orland, Jones, Hemple, Sam Ricklin, Zeiden and Leuenhagen—for a well-organized program.

Kitty Lester, April Stevens and Nino Tempo, the Challengers the Guardsmen and Buddy Charles, among others entertained. Earl Palmer and his orchestra provided music for dancing following the program.

ONE MAN'S OPINION

Record Manufacturers to Blame For the Scarcity of Little LP's

By RAY BRACK

COLUMBIA, S. C.—All present at the well-attended record programming seminar during the recent Music Operators of America convention in Chicago will remember the man who rose to remark that Little LP's were in such short supply that he had arranged to manufacture his own.

The outspoken gentleman who introduced that stimulus into the discussion was Atlanta distributor executive Johnny Rowell, manager of Sparks Specialty Co., Inc., a Rowe AMI outlet.

At the occasion of the South Carolina Coin Operators Association third annual convention and trade show here last week, Rowell expanded for Billboard on the theme he outlined in Chicago.

Pure and Simple

"The problem," he declared, "is with the record companies—pure and simple. The phonograph manufacturers have spent millions producing the finest sound on earth, but the record companies will not supply the operator with a 70-cent record."

Reasons for record company reticence in supplying juke box albums, Rowell said, are hard to determine. "I've written and talked to record companies and have never gotten anything but a short, negative answer." Rowell recalled that perhaps the best explanation of the LP paucity he ever received was from a field salesman who observed: "I know the market is here; you know the market is here, but the record manufacturers are afraid that they'll dump a lot of records that won't sell."

Rowell deems vital assurances to manufacturers that a Little LP market exists, and he praised the Music Operators of America efforts toward this end through establishment of a record-supply communication committee under New Jersey operator Bill Cannon.

"Just recently I was told by a record company executive that operators are not ready for stereo," Rowell said. "But I know operators in New York City who would go to 100 per

cent stereo programming if the records were available."

With the introduction of stereo juke boxes, Rowell said he expected a lag in record supply "as manufacturers toiled up for stereo album production. But it soon became clear that the supply would be skimpy."

What hurts most, the Georgia executive said, is the setback to programming from the lack of Little LP's. "Stereo came on the scene at a time when many of us had become aware of a gross neglect of intelligent juke box programming. The entry of album product gave us hope. We were getting the machines, income was up—and then the record companies went into hiding."

"Moreover," Rowell asserted, "locations have acquired a taste for stereo and are demanding it."

Lauds Decca

He tossed compliments in the direction of Decca, declaring that the company has been most consistent in supplying album product. Kapp and Epic, he said, started well but tapered off. And a good album and title strip program instituted by Columbia, he contended, quickly came to naught.

Seeburg, Rowell said, has provided a good quantity of Little LP's, but without some of the important tunes. Key tunes such as "Cattle Call," and "Hello, Dolly," were omitted from juke box albums by Eddy Arnold and Louis Armstrong respectively, he pointed out.

Rowell also decried artist ignorance of the possibilities of Little LP exposure. At last year's c&w week in Nashville, he said, he installed juke boxes in record manufacturer suites. He was shocked, he said, to learn that artists of the stature of Eddy Arnold, Chet Atkins and Loretta Lynn had not heard of the Little LP.

25% Increase

"Eddy Arnold walked into the RCA suite and looked at the juke box," Rowell recalled. "After a moment he pointed to a Jim Reeves cover display on the phonograph and said: 'That looks like an album cover.' I told him it was a Little LP

jacket. It was the first time he'd heard of such a thing."

Artist oblivion to the medium, Rowell suggested, is indicative of basic manufacturer disinterest.

If sufficient album product were made available for juke box programming, Rowell said, income from the average location would increase 25 per cent. He has observed this pattern, he said, on the routes of his operator customers.

"My men program little LP's on every phonograph we sell," he said. He has supplemented normal stereo album supply with a manufacturing arrangement with K-Ark Records, which produces music of all types.

"We particularly need c&w and r&b in this area," Rowell said.

One stops? Rowell said he feels many have taken the attitude "Let George do it." He added: "I wish I had just a small part of the money the record companies have flushed down drain by not providing Little LP's in quantity."

Cannon Reports

• Continued from page 66

ing from the traditional, which may have only a limited appeal for urban clients, to the more sophisticated country sound which comes closer to city tastes.

"With a very little research most of it already done by the trade papers—and experimentation," Cannon argued, "operators can arrive at suitable country music programming for their individual locations. The operator who takes advantage of this programming now could well improve his position in this extremely competitive juke box business."

Cannon said that the purpose of his committee is to bring about "a closer relationship between manufacturers of records and the operators-users of the records; in effect to aid the companies by supplying marketing information and to aid the operator in programming and record availability."

His trip to Nashville was designed to promote that cause.

NEW AND USED COIN MACHINES

PHONOGRAPHS

AMI

Model	Selections	Year	Remarks
G-80	120	1955	
G-120	120	1955	
G-200	200	1956	
H-120	120	1957	
H-200	200	1957	
I-100A	100	1958	
I-200M	200	1958	
I-200E	200	1958	
J-120	120	1959	
J-200K	200	1959	
J-200M	200	1959	
K-120	120	1960	
K-200	200	1960	
Continental	200	1960	
Lyric	100	1960	
Continental 2	100	1961	
Continental 2	200	1961	
Rowe AMI	200	1962-63	
Rowe AMI	160	1962-63	
Rowe AMI	100	1962-63	
Tropicana	200	1963-64	
Tropicana	160	1963-64	
Tropicana	100	1963-64	
Diplomat	200	1965	

ROCK-OLA

Model	Selections	Year	Remarks
1448 HIFI	120	1955	
1452	50	1955	
1454	120	1956	
1455	200	1957	
1458	120	1958	
1465	200	1958	
1468 Tempo 1	120	1959	
1475 Tempo 1	200	1959	
1478 Tempo 11	120	1960	
1485 Tempo 11	200	1960	
1488 Regis	120	1961	
1495 Regis	200	1961	
1497 Princess	100	1962	
1496 Empress	120	1962	
1497 Empress	200	1962	
404 Capri	100	1963	
408 Rhapsody	160	1963	
404 Capri	100	1964	
418 Rhapsody	160	1964	
424 Princess			
Royal	100	1964	
425 Grand Prix	160	1964	
426 Grand			
Prix II	160	1965	
429 Starlet	100	1965	

WEEBURG

Model	Selections	Year	Remarks
100	200	1955	
100J	100	1955	
VL200	200	1956	
L100	100	1957	
KD200	200	1957	
161	160	1958	
201	200	1958	
220	100	1958	
222	160	1958	
Q-100	100	1959	
Q-160	160	1959	
AY100	100	1961	
AY160	160	1961	
DS 100	100	1961	
DS 160	160	1961	
LPC-1	160	1962	
LP-480	160	1964	
U-100	100	1964	
Electra	160	1965	
Fleetwood	160	1965	

WURLITZER

Model	Selections	Year	Remarks
1800	104	1955	
1900	200	1956	
2000	200	1956	
2100	200	1957	
2104	104	1957	
2150	200	1957	
2200	200	1958	
2204	104	1958	
2250	200	1958	
2300	200	1959	
2304	104	1959	
2310	100	1959	
2400	200	1960	
2404	104	1960	
2410	100	1960	
2500	200	1961	
2504	104	1961	
2510	100	1961	
2600	200	1962	
2610	100	1962	
2700	200	1963	
2710	100	1963	
2800	200	1964	
2810	100	1964	
2900	200	1965	
2900-A	100	1965	
3000	200	1965	
3000-S	200	1965	
3010	100	1965	

AUDIO-VISUAL

DAVID ROSEN, INC.

Cinebox
Fimotheque-Diskotheque

INTERSPHERE DEVELOPMENT

Colorama

SCOPITONE, INC.

Scopitone

PIN GAMES

BALLY

Game	Year	Remarks
Acapulco	5/61	
Aces High 4P	9/65	
Ballerina	6/59	
Band Wagon 4P	5/65	
Barrel-O-Fun	9/60	
Barrel-O-Fun '61	4/61	
Barrel-O-Fun '62	11/61	
Beach Beauty	11/56	
Beach Time	9/58	
Beauty Beach	8/65	
Beauty Contest	1/60	
Big Day 4P	9/64	
Big Show	9/56	
Bongo 2P	3/64	
Border Beauty	2/65	
Bounty (Bingo)	10/63	
Bull Fight 1P	1/65	
Bus Stop 2P	1/65	
Can-Can	10/61	
Carnival	11/57	
Carnival Queen	11/58	
Circus	8/57	
Circus Queen	2/61	
County Fair	10/59	
Cross Country	4/63	
Crossroads	1/56	
Cue-Tee 2P	7/63	
Cypress Gardens	6/58	
Discotek 2P	9/65	
Double Header	7/56	
50/50 2P	8/65	
Flying Circus 2P	6/61	
Funspot '62	11/62	
Golden Gate	6/62	
Grand Tour	7/64	
Happy Tour 1P	7/64	
Harvest 1P	10/64	
Hay Ride 1P	10/64	
Hootenanny 1P	11/63	
Key West	12/56	
Laguna Beach	3/60	
Lido	2/62	
Lite-A-Line	2/61	
Lotta-Fun	9/59	
Mad World 2P	9/64	
Magic Circle	6/65	
Miss America	2/58	
Monte Carlo 1P (Pin)	2/64	
Moonshot	3/63	
Night Club	4/56	
Parade	6/56	
Queens (Bch., Is., Trop.)	3/60	
Roller Derby	6/60	
Sea Island	2/59	
Shaba 2P	3/65	
Shoot-A-Line	6/62	
Show Time	3/57	
Silver Sails	11/62	
Sky Diver 1P	4/64	
Star Jet (Pin) 2P	12/63	
Sun Valley	7/57	
Target Roll	1/58	
Trio 1P	9/65	
2 in 1 2P	8/64	
3-in-Line 4P	8/63	
Touchdown	11/60	
Twist	11/62	
U.S.A.	8/58	

CHICAGO COIN

Bronco 2P	5/64
Firecracker 2P	12/63
Mustang Pin 2P	10/64
Royal Flash Pin 2P	8/64
Sun Valley	8/63

GOTTLIEB

Around World 2P	7/59
Atlas 2P	5/59
Bank-A-Ball 1P	9/65
Big Top 1P	1/64
Bonanza 2P	6/64
Bowling Queen 1P	8/64
Britt Star 2P	4/58
Buckaroo	6/65
Captain Kidd 2P	7/60
Contest 4P	10/58
Continental Cafe 2P	7/57
Corral	10/61
Cover Girl 1P	7/62
Cow Poke	5/65
Cross Cross 1P	3/58
Dancing Dolls 1P	6/60
Dodge City 4P	7/65
Double Action 2P	1/59
Egg Head 1P	12/61
Fair Lady	12/56
Falstaff 4P	11/57
Fashion Show 2P	6/62
Flagship	1/57
Flipper 1P	11/60
Flipper Clown	4/62
Flipper Cowboy 1P	10/62
Flipper Fair 1P	11/61
Flipper Parade	5/61
Flipper Pool 1P	11/65
Foto Finish 1P	1/61
Flying Chariots 2P	10/63
Gaucha 4P	1/63
Gig 1P	12/63
Gondolier 2P	8/58
Happy Clown 4P	11/64
Hi-Diver 1P	4/59
Hi Dolly	5/65
Kewpie Doll 1P	10/60
Kings & Queens	4/65
Lancer 2P	9/61
Liberty Belle 4P	3/62
Lightening Ball 1P	12/59
Lite-A-Card 2P	3/60
Mademoiselle 2P	11/59
Majestic	4/57
Majorettes 1P	8/64
Melody Lane 2P	9/60
Merry-Go-Round 2P	12/60
Miss Annabelle 1P	8/59
North Star 1P	10/64
Oklahoma 4P	2/61
Olympics 1P	9/62
Picnic 2P	10/58
Preview 2P	8/62
Queen of Diamonds	6/59
Race Time 2P	3/59

Pin Games (Cont.)

Game	Year	Remarks
Rack-A-Ball 2P	12/62	
Rocket Ship 1P	5/58	
Roto Pool 1P	7/58	
Royal Flush	5/57	
Sea Shore 2P	9/64	
Seven Seas 2P	1/60	
Ship-Mates 4P	2/64	
Showboat 1P	4/61	
Silver 1P	10/57	
Sittin' Pretty 1P	11/58	
Skyline 1P	1/65	
Slick Chick 1P	4/63	
Spot-A-Card 1P	3/60	
Spr. Circus 2P	10/57	
Straight Flush 1P	12/57	
Straight Shooter	2/59	
Sunset 2P	11/62	
Sunshine 1P	10/58	
Sweet Hearts 1P	9/63	
Sweet Sioux 4P	9/59	
Swing Along 2P	7/63	
Texan 4P	4/60	
Thoro Bred 2P	2/65	
Tropic Isle 1P	5/62	
Universe 1P	10/59	
Wagon Train 1P	4/60	
Whirlwind 2P	2/58	
World Beauties 1P	2/60	
World Champ 1P	8/57	
World Fair 1P	5/64	

KEENEY

Black Dragon	8/62
Colorama	
2-Player Pin	12/63
El Rancho Hacienda	11/62
Flash Back	8/61
Go-Cart 1P	5/63
Old Plantation	2/61
Poker Face 2P	9/63
Rainbow	6/62

MIDWAY

Rodeo	11/64
Winner 2P	12/63

WILLIAMS

Alpine Club	3/65
Beat the Clock 1P	12/63
Big Chief 4P	9/65
Big Daddy 1P	9/63
Big Deal 1P	2/63
Black Jet 1P	1/60
Casino 1P	10/58
Club House 1P	10/59
Coquette	4/62
Crossword 1P	4/59
Darts 1P	6/60
Eager Beaver 2P	4/65
El Toro 2P	8/63
Fiesta 2P	12/59
Four Roses 1P	12/62
Four Star 1P	7/58
Gay Paree	6/57
Golden Bells 1P	9/59
Golden Gloves 1P	1/60
Grand Slam	
Baseball	2/64
Gusher 1P	9/58
Heat Wave 1P	7/64
Jig Saw 1P	12/57
Jumpin' Jacks 2P	4/63
Jungle 1P	9/60
Kingspin	9/62
Kings 1P	8/57
Lucky Strike 1P	8/65
Mardi Gras 4P	11/62
Merry Widow 4P	10/63
Moulin Rouge 1P	6/65
Music Man 4P	8/60
Napies 2P	9/57
Nags 1P	3/60
Oh, Boy 2P	2/64
Paloosa 1P	5/64
Pot o' Gold 2P	7/65
Pretty Baby 2P	2/65
Reno 1P	10/59
River Boat 1P	9/64
Rocket 1P	11/59
San Francisco 2P	5/64
Satellite 1P	7/58
Sea Wolf 1P	7/59
Serenade 2P	5/60
Ski Club	3/65
Skill Pool 1P	6/63
Soccer 1P	3/64
Space Ship 2P	12/61
Starfire	1/57
Steeplechase 1P	11/57
Stop & Go	8/64
10 Strike 2P	1/58
3-D 1P	11/58
Tic-Tac-Toe 1P	1/59
Tom-Tom 2P	1/63
Top Hat	10/58
Trade Winds	6/62
Turf Champ	8/58
Twenty-One 1P	2/60
Vagabond	10/62
Valiant 2P	8/62
Viking 2P	10/61
Wing Ding 1P	12/64
Whoopee 4P	10/64
Zig-Zag 1P	12/64

BOWLERS

BALLY

Game	Year	Remarks
ABC Bowler	7/55	
ABC Bowl Lane	1/57	
ABC Champion	10/57	
ABC Spr. Del	9/57	
ABC Tournament	6/57	
All-Star Bowling	12/57	
All-Star Deluxe	2/58	
All-The-Way	10/64	
Big 7 Shuffle	9/62	
Bowler 1965 2P	5/65	
Challenger	9/59	
Club Bowler	2/59	

Bowlers (Cont.)

Game	Year	Remarks
Club Deluxe	5/59	
Del. Bally Bowler--		
16' length	1/64	
Jumbo Bowler	9/55	
Jumbo Deluxe	9/60	
King Pin Bowler	9/55	
Lucky Alley	8/58	
Lucky Shuffle	9/58	
Monarch Bowler	11/59	
Official Jumbo	9/60	
Pan American	6/59	
Speed Bowler	11/58	
Star Shuffle	10/58	
Strike Bowler	11/57	
Super 8 Shuffle	4/63	
Super Shuffle	12/61	
Trophy Bowler	4/58	

CHICAGO COIN

Arrow	2/55
Blinker	8/55
Bonus Score	4/55
Bowl Master	8/59
Bowling League	2/57
Bowling Team	10/55
Bull's-Eye Drop Ball	12/59
Cadillac Ball Bowler	1/64
Championship	11/58
Citation	10/62
Classic	7/57
Criss Cross Targette	1/55
DeVillie Shuffle Alley	8/64
Double Feature	12/58
Duchess Bowler	8/60

NEW AND USED COIN MACHINES

Bowlers (Cont.)

Continued from page 73

Game	Year	Remarks
4-Star	10/57	
Skipper	11/63	
Sparky	12/62	
Sunny	5/60	
Super Bonus-Deluxe Model	9/55	
Sure Fire	10/60	
Teammate	12/59	
Tempest Shuffle	2/64	
3-Way	9/59	
Thunder Bowler	6/64	
Tiger Shuffle	7/64	
Tip Top	10/60	
Top Match	10/55	
Topper	2/64	
Tornado Bowler	3/64	
Tropic Bowler	9/62	
Ultra	8/63	
Zenith	6/59	

WILLIAMS

Roll-A-Ball 6P 12/56

POOL TABLES & SHUFFLEBOARDS

ALL-TECH INDUSTRIES

Model	Details	Remarks
Gold Crest (3 1/2'x6', 6 pocket)		
Gold Crest (4 1/2'x9', 6 pocket)		
Gold Crest (3 1/2'x7', 6 pocket)		
Gold Crest (4'x8', 6 pocket)		

AMERICAN SHUFFLEBOARD

Model	Details	Remarks
Bank Shot (9')		
Classic "6"	(6', 6 pocket)	
Classic "7"	(7', 6 pocket)	
Classic "8"	(8', 6 pocket)	
Electra "6"	(6', 6 pocket)	
Electra "7"	(7', 6 pocket)	
Electra "8"	(8', 6 pocket)	
Imperial Cushion	12'	
Imperial Shuffleboard	16' to 22'	

BATES INDUSTRIES

Round Pool Tables

FISCHER MFG. CO.

Model	Details	Remarks
Empress 101A	101"x57"	
Empress 92A	92"x52"	
Regent 918	92"x52"	
Regent 778	77"x44"	
Fiesta 58 (rebound pool)	57"x41"	

GREAT LAKES GAMES CORP.

Elliptical (elliptical table)

IRVING KAYE CO., INC.

Model	Details	Remarks
Ambassador 70	85"x47"	
Ambassador 75	92"x52"	
Ambassador 80	106"x58"	
Ambassador 90	114"x64"	
Deluxe Continental	108"x54"	

NATIONAL SHUFFLEBOARD CO.

Astrolite Shuffleboard

PROTECISION ENGINEERING

V-Back Professional Shuffleboard

U.S. BILLIARDS, INC.

Model	Details	Remarks
Pro 1	78"x46", 6 pocket	
Pro 2	88"x51", 6 pocket	
Pro 3	93"x53", 6 pocket	
Pro 4	103"x58", 6 pocket	
Pro 5	114"x64", 6 pocket	
Model 6700 Comet	6 pocket series	
Model 7700 Comet	6 pocket series	
Model 8200 Comet	6 pocket series	
Model 9100 Comet	6 pocket series	
Mustang Pro 27	50"x86"	
Club Pool	56x40, 75x43	
Deluxe Rotation Bumper	Model 45	
Deluxe Rotation Bumper	Model 67	

VALLEY SALES CO.

Model	Details	Remarks
5225/W Reg. Size		
785A	78"x45"	
875A	88"x50"	
935A	93"x53"	
1035	100"x57"	

ARCADE EQUIPMENT

ABT

Model	Year	Remarks
Air Football	—	
Air Hockey	—	
6 Gun Rifle Range	—	

AMERICAN SHUFFLEBOARD

Situation 8/61

AUTO PHOTO

Auto Photo Model 9 —
Model 12 Studio —

BALLY

Model	Year	Remarks
Ball Park	4/60	
Bank Ball	1/63	
Batting Practice	8/59	
Big Inning	5/58	
Bull's-Eye Shooting Gallery	9/55	
Del. Skill Parade	4/59	
Derby Gun	2/60	
Fun Phone	3/63	
Golf Champ	8/58	
Heavy Hitter	4/59	
Moon Raider	7/59	
Sharpshooter	2/61	
Skill Derby	10/60	
Skill Parade	1/59	
Skill Roll	3/58	
Skill Score	6/60	
Spinner Novelty	2/63	
Spook Gun	9/58	
Table Hockey	2/63	
Target	10/59	
Undersea Raider	—	

T. H. BERGMAN CO.

Arizona Gun

CHICAGO COIN

Model	Year	Remarks
All-Star Baseball	1/63	
Basketball Champ	—	
Batter Up	4/58	
Big Hit	10/62	
Big League	5/65	
Bull's-Eye Baseball	—	
Champion Rifle Range	1/64	
Cross Cross Hockey	10/58	
Croquet	8/58	
4-Player Derby	—	
Goatee	—	
Long Range Rifle Gallery	1/62	
Midget Skee Super Model	—	
Par Golf	9/65	
Playland Rifle Gallery	8/59	
Pony Express	4/60	
Pop Up	10/64	
Pro Basketball	6/61	
Ray Gun	10/60	
Riot Gun	6/63	
Shoot the Clown	—	
Steam Shovel	5/56	
Twin Hockey	5/56	
Wild West	5/61	

DuKANE CORP.

Model	Year	Remarks
Ski 'n Skore	'64	
Road Racer	'65	

EXHIBIT SUPPLY

Model	Year	Remarks
"500" Shooting Gallery	3/55	
Gun Patrol	—	
Jet Gun	—	
Jungle Hunt	3/57	
Pony Express	—	
Pop Gun	9/57	
Ringer Ball	11/56	
Six Shooter	—	
Spaco Gun	—	
Treasure Cove	—	
Shooting Gallery	6/55	

J. H. FRANTZ MFG. CO.

Model	Year	Remarks
ABT Challenge Pistol	—	
ABT Guesser Scale	—	
ABT Rifle Sport	—	
Aristo Scale	—	
Double Header	—	
Kicker and Catcher	—	
Little Leaguer	—	
Save Our Business	—	
U. S. Marshal Gun	—	

GENCO

Model	Year	Remarks
Big Top Rifle Gallery	—	
Super Model	12/55	
Championship Baseball	9/55	
Circus Rifle	3/57	
Davy Crockett	10/56	
Fun Fair	3/58	
Gun Club	—	
Gun Fair	5/58	
Gypsy Grandma	5/57	
Hi Fly Baseball	5/56	
Lucky Seven	—	
Motorama	10/57	
Night Fighter	—	
Quarterback	10/55	
Sky Gunner	—	
Sky Rocket Rifle Gallery	5/55	
Space Age Gun	6/58	
State Fair Rifle Gallery	6/56	
2-Player Basketball	—	
Wild West Gun	2/55	

J. H. KEENEY

Model	Year	Remarks
Air Raider	—	
Jungle Joe	—	
League Leader	4/58	
Ranger	3/58	

Arcade Equipment (Cont.)

Model	Year	Remarks
Ranger Deluxe Model	3/55	
Sportland	—	
Sportland Deluxe Model	—	
Sub Gun	—	
Two-Gun Fun	3/62	

MARVEL MFG. CO.

Sluggo-Counter
Baseball (T. Sc. 10c) —

MIDWAY

Model	Year	Remarks
Bazooka	10/60	
Carnival Target Gallery	2/63	
Deluxe Baseball	5/62	
Flying Turns	10/64	
Joker Ball	11/59	
Monster Gun	9/65	
Mystery Score	7/65	
Play Ball	4/65	
Raceway	10/63	
Red Ball	5/59	
Rifle Champ	1/65	
Rifle Range	6/63	
Shooting Gallery	2/60	
Sluggo Baseball	3/63	
Target Gallery	7/62	
Top Hit Baseball	3/64	
Trophy Gun	6/64	

MUNVES

Bike Race 5/58
Satellite Tracker 5/59

MUTOSCOPE

Model	Year	Remarks
Ace Bomber	—	
Atomic Bomber	—	
Bang-O-Rama	4/57	
Drive Yourself	—	
Drive Mobile	—	
Flying Saucers	—	
K.O. Champ	—	
Lord's Prayer	—	
Photo (Deluxe)	—	
Silver Gloves	—	
Sky Fighter	—	

SOUTHLAND ENGINEERING

Model	Year	Remarks
Fast Draw	'63	
Little Pro	3/64	
Speedway	6/63	
Telequiz	—	
Time Trials	9/63	

STANDARD HARVARD

Metal Typewriter

UNITED MANUFACTURING

Model	Year	Remarks
Bonus Baseball	3/62	
Bonus Gun	1/55	
Jungle Gun	—	
Pirate Gun	10/56	
Sky Raider	10/58	
Spr. Sluggo	4/56	
Star Sluggo	7/55	
Yankee Baseball	3/59	

URBAN INDUSTRIES

Model	Year	Remarks
AP 10 Theater	—	
AP 10 Console Theater	—	
AP Panoramic Theater	—	
KKT Kiddie Cartoon Theater	—	

WILLIAMS

Model	Year	Remarks
Baseball	'57	
Crane	10/56	
Crusader	6/59	
Deluxe Batting Champ	5/61	
Double Play	4/65	
Extra Inning	5/62	
4-Bagger	4/56	
Hercules	2/59	
Hollywood Driving Range	4/65	
King of Swat	5/55	
Major League	3/63	
Major League	—	
Mini Golf	10/64	
Official Baseball	4/60	
Penny Clown	12/51	
Pinchhitter	4/59	
Polar Hunt	3/55	
Road Racer	3/62	
Shortstop	4/58	
Sidewalk Engineer	4/55	
Ten Pins	12/57	
10-Strike	12/57	
Titan	8/59	
Vanguard	10/58	
Voice-O-Graph	'62	
World Series	5/62	

KIDDIE RIDES

ALL-TECH INDUSTRIES

Model	Year	Remarks
Cow Pony	—	
Chuck Wagon	—	
Cross Country Racer	—	
Fire Engine	—	
Hi-Way Patrol	—	
Indian Scout	—	
Midget Racer	—	
Musical Ferris Wheel	—	
Santa Fe Express	—	
Satellite Explorer	—	
Stage Coach	—	

Kiddie Rides (Cont.)

Model	Year	Remarks
Bucky Bronco	—	
Champion Horse	—	
Moon Ride	—	
Pony Twins	—	
Space Ship	—	
Speed Boat	—	
Toonerville Trolley	—	

BERT LANE

Model	Year	Remarks
Fire Engine	—	
Lancer Horse	—	
Merry-Go-Round	—	
Miss America Boat	—	
Moon Rocket	3/61	
Whirlybird	3/61	

CHICAGO COIN

Round the World Trainer
Super Jet —

PAUL W. HAWKINS

Model	Year	Remarks
Ben Hur Chariot	—	
Derby Pony	—	
Leo the Lion	—	
Mustang	—	
Pony Cart	—	
Rodeo Pony	—	
Sam the Clown	—	
Twin Quarterhorse	—	

MUTOSCOPE

Pony Cart 12/64
Space Capsule 12/64

SOUTHLAND ENGINEERING

Model	Year	Remarks
Kiddie Railroad	—	
Orbiting Gemini	—	
Space Ship	—	
Travel Pony	—	
Traveling Dinosaur	—	
Traveling Frog	—	

UNIQUE INDUSTRIES

Stone Age Rock-It
Armored Tank
Air Force Jeep

CIGARET VENDERS

AUTOMATIC PRODUCTS

Model	Year	Remarks
Smokeshop Starlite 630, 27 Col., 630 Cap.		
Smokeshop Starlite 850, 36 Col., 850 Cap.		
Smokeshop Bank Mod., 18 Sel., 630 Cap.		
Smokeshop Bank Mod., 27 Sel., 850 Cap.		
Smokeshop Slimline V-18, 18 Col., 450 Cap.		
Smokeshop Slimline V-27, 18 Col., 640 Cap.		
Smokeshop Slimline V-36, Col., 850 Cap.		
Smokeshop Starlite 450, 18 Col., 450 Cap.		
Smokeshop Mod., 900, 9 Col., 900 Cap.		

COAN MFG.