Rock + Folk + Protest = An Erupting New Sound

BY AARON STERNFIELD

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

Here's what's happening. The traditional folk music and the folk-oriented pop product are still selling, but not nearly as much as they did a year ago. The hard rock product is still the core of the singles market, but, again, it's not selling as well as it did a year ago. And it's not quite as hard.

Fresh Urban Lyric

A hybrid, combining the best and instrumentation of rock music with the folk lyric—usually a fresh urban lyric, and often a lyric of protest—is selling across the board. Among the leading exponents of this new form are Sonny and Cher, whose ATO record, "I Got You Baby," hit the top of Billboard's Hot 100 chart for the second week in a row. "All I Really Want To Do," another single in the same vein, is on the charts with versions by Cher on Imperial and by the Byrds on Columbia. Two weeks ago, Sonny and Cher's "Look at Us" album was released on ATO.

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

Elektra, a traditional folk label, last week announced that (Continued on page 14)

City-by-City Market Chart Set

BY LEE ZHITO

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

Each chart will list in rank order of sales the top 40 singles according to research conducted by 25 counter sales. Radio exposure as an individual factor will not determine the position of records. The only reflection of disk jockey activity on behalf of given singles will be reported as this activity affects sales of the records.

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

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

This new weekly service will be added to Billboard's expanded chart features, and will be published in addition to (Continued on page 14)

Chicago-Changing Distrib Scene

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

Biggest moves, of course, were Mercury and Paul Glass, jointly setting up Consolidated Distributing Co. to handle the entire Mercury stable of labels, and MGM-Verde sending in Morrie Price to open its latest branch. This, however, was accompanied by a raft of other changes. King closed its branch and after giving its line for two weeks to Garmsmusic Distributing Co., turned it over to Paul Glass' Altatone.

Altatone also picked up Musicor from Garmso and A.R. from Milt Salton's M.S. On paper, Altatone lost Smath and Fontana, though those labels merely shifted to Consolidated, which is the Glass-Mercury joint venture. Only Mercury located 12th and 123rd streets, the former with Ernie Levin's United Distributing Co., Morrie Price's Metro Distributing Co. picked up Elektra and Nesheuch from Summit, but the latter distribution firm filled the void by picking up Vee Jay from M.S. Summit has also acquired White Whale and Safelight, and has received Southern Ohio and Southern Indiana added to its Chicago territory by Epic and Okeh.

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

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

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

THE SUPREMES

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RCA VICTOR
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ELVIS
SINGS IN THE ALLIED ARTISTS MOTION PICTURE RELEASE

"Tickle Me"

I'M YOURS

(IT'S A) LONG LONELY HIGHWAY

ASK FOR "ELVIS FOR EVERYONE!" LP ALBUM

By request—the remaining 2 songs from "Tickle Me" movie.

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

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WJZR Shows Style

The decision of WJZR, Newark, N. J., to adopt a country music format reflects the boldness and progressive thinking of the station management. It reflects their sensitivity for the country field, for the station and for its advertisers. It is quite likely—in the event that WJZR's move proves successful—that a talented group of country disc jockeys will be attracted, and pattern their own outlets along similar programming lines, and bring a national identity to the country music scene. This trend is very marked. This does not mean that a larger segment of the population is growing fond of "hillbilly music." It means that the country listener is becoming aware of the fact that country music is one of the nation's richest cultural heritages; that country music is broad in its scope, with a worldwide appeal. It means that country writers and country artists are among the music world's most articulate and able talents.

By AARON STERNFIELD

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

Jerry Schoenbaum, MGM ex-ecutive, and Jim Frey, V-F national sales manager, said while the label will primarily be folkly, it will also have pop country and special events such as off-Broadway shows.

At the end of the month, V-F will put out its first full-length folk-rock record with two new English artists, Folkways has never released a single. Schoenbaum added that V-F will reissue new artists.

NARM Talks On Reunions

CHICAGO—A review of the ecstatic fax refund procedure, the question of proper seating for an annual general conference, will be the feature of the midyear meeting of the National Association of Record Merchandisers, to be held at the Chicago Hilton Plaza Hotel Jan. 9-10.

Caretta will deliver his talk outlining the details of the NARM fax reunion dinner meeting.

An A&R Clearing House Is Established by Liberty

HOLLYWOOD—Liberty Records, Inc., has created its own A&R clearing house to be handled by the company's vice-president, Dave Pelj.

Pelj's office is now the central point through which all inquiries are handled. Under the new arrangement the company has the product which will do the business, he adds, and it is the function of the office to keep the artist on the market for the product.

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A veteran promotion man, Pelj now co-ordinates all the activities of the company with those of the world's record promotion people. Weekly meetings are held for both a&R and promo- tion purposes. Pelj is an expert in keeping a watch on the competition and keeping the artists, old and new, moving smoothly, solidly.

Assisting Pelj are Kathy Kee, who handles promotion, Anna Marie Imperial-Delmon and World Pacific field men plus record buyers and industry personnel. Weekly meetings are held for both a&R and promo- tion purposes. Pelj is an expert in keeping a watch on the competition and keeping the artists, old and new, moving smoothly, solidly.

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Copyright Hearings' Wheels Grind Again

WASHINGTON—Capitol Records' Vice President Al Davidman will testify this week when the Senate Copyrights Subcommittee begins hearings on the revision of the copyright law, held over from earlier scheduled date. On the same day (Aug. 19) the House Copyrights Subcommittee will hear a witnesses before the American Association of Broadcasters' counsel Douglas Anselmo, and music publisher representatives (see page 45). H. C. Swearingen, attorney and at- torney John Schulman.

Seneca hearings will begin with a witness who will testify before the Senate Judiciary committee, together with Register of Copyrights Abra-Man. The session will be held in Room 228.

The Copyright Office will testify in the second day, Aug. 20, on the proposed revisions to the 1965 revision of the Copyright Act.

At last week's House Copyright Subcommittee, book publishers were backed by music publishers and authors in their plans for total repeal of the copyright law. The Licensing Committee in the 1999 Copyright law, which has been somewhat soft- ened, was contained in the proposed 1965 revision. Book manufacturers, printers and binders urge retention of limits on imports of records. No U.S. manufacturers of records has been able to compete in the foreign market due to competition from cheaper labor abroad.

The Copyright Office Supple-


cary statement makes it clear that the clause does not apply to other rights of copyright owners, such as perform- ing and making motion picture records based on the reproduction and distribution of copies over the copyright owners.

The Copyright Office Supple-
**Victor Discography Issued on Toscanini**

NEW YORK — A 40-page book titled "Victor Discography of Arturo Toscanini's Recordings" has been published by the Research Laboratory of Audio Research, Inc., 1965. The book is the result of an extensive research project conducted by Professor David Sarnoff and his staff at the University of Chicago.

The book is divided into two sections: "Arturo Toscanini's Recordings," which contains a complete discography of all the performances recorded by Toscanini, and "Arturo Toscanini's Conductors," which includes a section on the conductors associated with Toscanini's work.

The book is available for purchase at a cost of $25.00, plus shipping and handling. For more information, please contact the Research Laboratory of Audio Research, Inc., 1965.

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**HemisFair Top Post to Gaines**

SAN ANTONIO — James M. Gaines has been named executive vice-president of HemisFair 1968, the top administrative post of the fair. Gaines has resigned as president of the San Antonio Chamber of Commerce, which owns the fair's radio stations, WOAIAM and WOAI-FM, and the company's position.

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

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**3 on Warner Bros.-Reprise Staff Promoted to Vice-Presidencies**

HOLLYWOOD — Three Warner Bros. Reprise staff members have been elevated to vice-presidencies by the company.

Reprise's senior staff were Joe Friedman, merchandising director; George Lee, eastern operations director; and Ed West, vice-president and treasurer.

President Mike Maitland said in a letter to the staff that "the results of our work have been recognized in the promotion of our three vice-presidents." He also noted that "this is a significant step forward for Warner Bros. and Reprise Records."
COLUMBIA RECORDS HAS THE ORIGINAL!

NINI ROSSO 'IL SILENZIO'

(The Silence) 443963
Golden to Launch Record Club

BY AARON STERNFIELD

NEW YORK—Goldenkette Records will launch a record club next month in the United States, according to its president, the kiddle label's said it would launch a $3 membership fee, entailing the purchase of 20 percent off list on all Goldkette LPs, with a minimum of $7.50 list on each purchase. The club's shipping prices will be the lowest in the business.

Once a member signs up, he gets a catalog and is adviced of all new Goldkette releases. A newsletter will be inserted in all Goldkette records, and direct mailings are planned. The country says the label has a list of 1,500-000 persons who at one time or another have bought on its labels.

Book-and-Record Sets

Major part of the Goldenkette label will be built around the book-and-record sets, which list for $13.97, down from $19.79 as albums.

Product is both the traditional kiddle titles—like "The Three Bears" and "Hansel & Gretel"—and some of the more contemporary, like "Smoky the Bear" and "Rudi, the Red-Nosed Reindeers." The only new release this year will be a few titles. "What's the story behind the label, led by integrating the sight with the sound.

Independent Entity

Goldkette, which is band among a diversity of Simon, Shuster, book publishers, and later was a division of Pocket Books, has been operating as an independent entity since March. At that time, the only ownership bought all the stock from Pocket Books and has been running the entire operation, including ad, sales and pressing plant.

This year, Shankin says, sales have been running roughly double that of 1964, primarily because the sales organization, controlled directly by the label and records are not regarded as merely a sales outlet for offset books.

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

New albums include product by the Monteverdis, Distante Caroll, Phil Foster and Moz Fmester.

RCA to Handle Dunhill Label Overseas

NEW YORK — RCA Victor Records will distribute Dunhill Records in all overseas countries. According to Dario Soria, vice-president of the international liaison department, Steve Sholes, Victor adk vice-president, participated in the planning.

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

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

Dunhill recordings for overseas distribution were released under the RCA label. Dunhill production runs for around 40 albums and six albums a year, mostly teen-age product.

RCA Elevates Burkheimer to Pop A&R Mgr.

NEW YORK—Donald J. Burkheimer has been promoted by RCA Victor Records to the newly created post of pop A&R manager. He has been manager of the pop albums and recording department.

He will report to B. S. Rosen, pop ad manager. Producers J. A. Soner, A. J. Wissel, Joe Rene and Jim Fresole will report to him.

Burkheimer joined the label in 1958 as manager of tapes and services for RCA's Camden label. He was named manager of advertising and promotion for RCA Victor in 1961, manager for RCA Victor magnetic tape products, educational products, premium records, advertising and public relations, and advertising services and the catalog line.

Last year he was promoted to the merchandising planning position. He worked with sales and ad and maintained liaison with advertising and promotion people.

Dot Seattle Unit

SEATTLE—Dot Records has opened an office here to cover Washington and Oregon. The company is operated by C & D Distribution, Inc., and is handled by a C & D branch salesman. The company has owned branches in 15 other markets.

Liberty Has Own Film Fest

HOLLYWOOD.—Additional prints of Liberty Records industrial film, "The Forward Look," are being shown around the world at the request of British, also an favorable comment at the company's recent national sales convention. It is hoped that a great deal of film relating the story of the company's growth plus announcing its 1966 program, will already have been shown by Southern Division countries. A second print is being sent to EMI in London this week and will then be circulated among other licensees. A third screening is set locally for Tuesday (17) by branch manager Julie Aiello for Southern Division distributors at the Lytton Center of Fine Arts.

A record of the event will be made available for dealer showings in other domestic markets. Once the record has been seen on the film, the new product segment will be eliminated and the film will be used for Meinert's ad for new employees.

The company is incorporating audio-visual equipment in its new conference room for films. The company also plans an album cover blowup analysis.

May Co. Stores Offering 'Watch and Wear' Shows

LOS ANGELES.—The May Co., department store chain is giving a fall fashion show and a rockin' floor. Several rock 'n' roll bands have been signed to appear at stores to entertain during collegiate fashion shows. The show, "The Scene: Campus 1965," encompasses new fashions for campus wear plus teen fashion, with groups as the Occasals, Densims, Sinners and Corinne Connors.

Orpheum Appoints

NEW YORK.—Jules Colony has been named national advertising and promotion for Orpheum Productions. Orpheum is the successor to Colony Records.

Colony had been a jazz concert producer and a personal management executive. He was a Leighton Curtis grant recipient, one of the early independent jazz labels.

CARLTON WILL HEAD A&R AT COL. DIVISION

NEW YORK — Joseph R. Carlton, executive producer of Columbia Special Products, will head ad activities of the newly created advertising department. He will report to Albert E. Sholes, currently president of Columbia Special Products. Carlton, a former Billboard music reporter and Columbia special products record to his credit. He has been housed as assistant manager and repertoire department, vice-president in charge of ad for Columbia Special Products. He was president of his own Carlton Record Corp. More recently, he was with ARC-Paramount as ad head of its subsidiary firm, Apt Records.

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

MILWAUKEE—M. W. Distributors, a recently organized children's record rack firm, has been named Wisconsin distributor for Hanna-Barbera Special Products. M. W.'s specialty is children's disk rack jobbing through its Children's Musicale Division, which has shown fine growth in the past 18 months. M. W., president of the firm, formerly with Musical Ideale Record Corp., later with Children's Musicale. He has been job rack firms, took over the children's division last spring.

"Children's Musicale has no connection whatsoever with M. W. Distributors," he said.

According to Martine Wask the new Hanna-Barbera pops label releases have shown breaking action in the Milwaukee market, "I Don't Believe," by the Go-Go's has been a huge seller, and the recent "Rainbows" by Danny Hunter have been named Pick of the Week by local stations WOFY and WRIT.

Audio Spectrum in Deal

RUNNEMEDE, N. J.—Audio Spectrum has acquired 50 tape cartridges from the catalogs of Impulse, Grand Ward and Westminister.

Among the artists featured on the cartridges are Ferrante and Teicher, George Shearing, Strings, Erroll Garner, Rudy Goren, the Impressions, Pats Domino, Ben Webster, John Coltrane, Jimmy Rushing, the Ink Spots, Des DJs, Dinas, Billy Butterfield, Pete Condie, Duke Ellington, Coleman Hawkins, Philo, Earl Fatha Hines, TradJazz, Al Jolson, Alfred Apaka, Ray Charles.

Johnny Nash and George Hamilton.

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

Camoe-Parkway Deal

PHILADELPHIA—Camoe-Parkway Records has signed a distribution deal with Ace Distribution. The arrangement gives C.P. World distribution rights for all Camoe product.

BILBOARD, August 21, 1965
mirror, mirror, on the wall, who's the hottest of them all?
the MGM singles
swingers, that's who!

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

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

KEEP ON DANCING
THE GENTRYS
MGM K-13379

IT'S GONNA TAKE A MIRACLE
THE ROYALETTES
MGM K-13366
RIDE AWAY
ROY ORBISON
MGM K-13386

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

HEARTACHES
BY THE NUMBER
JOHNNY TILLOTSON
MGM K-13376

COME ON IN
JOHN ANDREA
MGM K-13378

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

I'M ONLY HUMAN
RAY PETERTSON
MGM K-13388
I'M HENRY VIII, I AM
DANNY DAVIS
AND THE NASHVILLE STRINGS

ROUNDABOUT
CONNIE FRANCIS
MGM K-13389

YOU'RE MY BABY
THE VACELS
Kama Sutra KA-200

GONE FOR BAD
JOHNNY WINTER
MGM K-13380

STAY AWAY FROM MY BABY
THE TULIPS
MGM K-13375

THE SILENCE
ROY ETZEL
MGM K-13381

still looking, glass?  MGM's on fire!

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Radio, TV Spots, Industry Party Mark Campaign on CMA Album

THE JAZZ BEAT
By ELIOT TIEGEL

World Pacific-Pacific Jazz Records are buzzing with enthusiasm now that they belong to the Liberty Records, Inc., family,原因 for George-Phil Schell's big break in the biz, is the man now calling the shots at Liberty's expert distributor-promotion network to help forthcoming releases.

Small jazz can hardly compete on national grounds with major companies which have bankrolls to maintain their own sales and advertising programs. But there is one West Coast's most successful jazz operations, thanks to Boodle's erudite ad head. But today with no one talking about a "West Coast," and with the good fortune of a rising area small jazz label must have the ability to spread its product out of region to the national market place. This, Liberty's field force is capable of doing.

Composer-band leader Gerald Wilson is due for a major break. The first LP is in the WP catalog, mostly of original compositions. As a possible indicator of record acquisition can mean to WP artists, Wilson's recording head has been using the label for all material up to this point. Wilson of course has turned on all of the sinuous song, Julie London, for a new LP. This exposure, plus a recent band backing for Al Hirt at Carnegie Hall, will undoubtedly assist in building Wilson's name.

Bock believes.

Other Projects

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

Bock, who does the majority of the ad work, in addition to his administrative post of reporting to Liberty's President Al Bennett, plans pairing Clifford Scott with Billy Larkin and the Delegates and Hotter Hotter with the Jazz Crusaders.

Bock also foresees a small build-up in Latin jazz activities. He is also working on a project featuring Luis Montalvo and two of his Spanish bag. The "Latin-blues market draws fans from both quarters," he says. "Combined they are larger than either individually. Witness the chart success of Cal Tubb and Montenegrin's group.

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

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

Will WP attempt to touch the avant-garde market, now controlled by CTI and Blue Note? "We're not going to be a champion of avant-garde music," Bock answered. "A certain percentage of the audience will probably recognize and accept tomorrow." Bock said, "But most isn't ready for records because it still hasn't crystallized to the point where it reaches a large enough audience to support it."

SOLOS: Irvin Jacques is head of the Duke Ellington Jazz Society in San Diego, where he recently had an hour Ellington show on KFMY, La Jolla, Sundays. He notes that Maria Cole, before she married the late Nat Cole, was a singer with Duke's band and is heard on a V.C. recent souvenir. After Billie Holiday's 18-piece band. The Philharmonic Auditorium. He also had a copy of the original King Cole trio on Ammor playing "Black Spider" and "By the River St. Miami.

Dr. Denny Zeitlin, presently a resident at the Langley Porter Neuropsychiatric Institute at the Berkeley School of Medicine, gave a recital at the Monterey Jazz Festival Saturday (18) afternoon... Los Angeles musicians Local 47 has begun its sixth season of free jazz concerts in Veteran's Rest Park. The concert featured Afteh Bock's 18-piece band and William Green's sextet... Saxophonist Charles Lloyd's new group includes Gabo Stabo on guitar (ex-Clock Hamilton), Ren Carter (ex-Miles Davis) and drummer Joe Chambers, ex nothing. Lloyd was with (Cannonball) Adderley for the past few years.

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

Hanna-Barbera Offering Zany LP for Radio Play

HOLLYWOOD — Hanna-Barbera Productions, Inc., has announced limited edition LP of wild tracks for radio use. The package is little 2000 copies printed the first time, 10,000 copies will have been tested in major markets, the label says.


The material to be released are: Johnny Quest, "Toonde," and "Imagination," "Foghorn Leghorn," "Mr. Peabody," and "Angie Doggie and Snugglepuss." In addition to the cartoon series, the label is building its pep package with the addition of the rover to the Monroe Powell, turn from a 75-city trip to record. With this Sept. 1 release, the fledging company will have dropped its first complete LP's on the market. DH's first LP, "Don't Let's Be Sensitive," is expected to add to its sales. The label's entry into the $3.98 field.

In the cast of the cartoon series, Jean King, Roger and Lynn, Cory King, the Geutesaux, and Danny.

MORRICE PRICE, recently named head of MGM's new Chicago branch, was honored in New York by fellow staff managers and agents at lunch last week. First row, from left, were: David Waxman, Jack White, Ewart, Art, Nat, Paul, Max, Ed Barsky, Irving Stimler, Dave Spielberg and Irving Trencher. Top, left to right, are: Jim Vienneaux, Jack Mahler, Sol Doler, Art, Joshua, Sid Love, Sid Greenberg, Jim Frey, Al Lewis and George Fair.

"Magnet Men" Flying High

HOLLYWOOD — A promotion that worked for 20th Century Fox Records' "Zorba the Greek" album is being used to boost sales of the album "Those Magnificent Men in Their Flying Machines." Album sales are already up 20% over sales in previous weeks. The new movie, set for September, is a major film. As "Zorba" has sold a half million copies, the album has sold extensively. In cities where the music is playing. As Aug. 11, the movie was scheduled in 94 theaters in 12 cities. The album has not yet been released. The album's promotion worked well with the "Zorba" record. The album is being marketed as a major film. The album's promotion worked well with the "Zorba" record. The album is being marketed as a major film. The album's promotion worked well with the "Zorba" record. The album is being marketed as a major film. The album's promotion worked well with the "Zorba" record. The album is being marketed as a major film.
'Eve of Destruction' Has Its Day

By NICK BIRO

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

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

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

WCFL, Broke Dick

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

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

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

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

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

Earmarks of a Hit

At KING radio stations WLS, Clark Web ber, the station's new program director, said "Destruction" had all the earmarks of a hit. WLS sister stations WXYZ, Detroit, WABC, New York, and KVOX, Pittsburgh, all put it on the air in the same time frame.

Weber described "Destruction" as a "message record blending folk and rock." "It kills," he said.

The WLS music manager feels that the British hold on pop music may be on the wane and that "Destruction" may represent a new trend in music which will "start to fill up the void." WCFL's program chief Ken Draper predicted flatly that "Eve of Destruction" would be a "very big record."

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

The WCFL programming chief said the McGuire record was nothing more than a logical follow-up to other "protest" disks done by such artists as Sonny Bono, Bob Dylan, Sonny and Cher and Jody Miller. "There is nothing new to music," noted Draper. "These are all records on a record label. They are a reaction to the Beatles. If people hear it in a pop song lyric, it shakes them up a little."

Liberty Buys Record Plant

STANLEY MILLS, general professional manager of Mills Music, receiving a bouquet and a plaque at a recent convention of Telefonia at the Sheraton Hotel, Washington, U.S., announced Mills' promotion of flowers through its copyrights, "Red Roses for a Blue Nose," will be a national hit and a "widespread party record. He's now working on Mills' "Millions of Roses," recorded by Steve Lawrence on Columbia and James Darren on Warners.

Flexible Looking for The Post-Hit Market

CHICAGO — Flexible Records, after receiving considerable national attention for their promotion of the psychedelic sound, is now focusing on the immediate post-hit market for record manufacturers.

So speculated Lawrence Johnson, sales manager for the Eva-Tone Co., manufacturer of the sound sheets in their present form for three years at its plants in nearby Deerfield, Ill., offering them for use as mailing pieces, financial reports, product instruction, sales training and packaging materials.

For the 7 1/2-inch sheets, recorded at 33% rpm, is about 6 cents each.

Eva-Tone sound sheets were bound into the August 1965 issue of the National Geographic as part of a 73-page special portrait of Sir Winston Churchill. Rear Ends, records mentioned in the sound sheet featured David Bundesman's"Can't Help Myself," a church funeral record and excerpts of Sir Winston Speeches. Possibility of a sound sheet recording was extraordinary, quite up to the sound of the 45 rpm single.

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

"Using French equipment," said Johnson, "I am manufacturing sound sheets, four recordings to a sheet, and selling for $1 per dollar.

The sound sheets feature only something new, the same sorts of songs, not necessarily the latest hits, but they are a hit in a long enduring form."

Gov. Kerner Hails Fest

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

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

Co-producers are George Wein, internationally known producer of the Newport Jazz Festival; Michael Butler and Downbeat magazine publisher John Malter.

Reverbomb Jaunt

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

Reverbomb is discussing new fall LP product and will schedule meetings with his district sales manager, Dick Bowman, in the South, Jack Brutel, Midwest, and Mel Friedman, East. Each of the district's national sales managers, will take a trip upon Revercomb's return.

Donovan to Make New U. S. Tour

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

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

WAY TO GET SINGLE ON THE BOARDS

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

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

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

Donovan on Make New U. S. Tour

"Are You Last on the Office Roster? Do You Have a Billboard to Tell the World About? Get All the News . . . Every Week."
Johnny Mathis

Sweetheart Tree

Sweetheart Tree will grow into an album!
(Watch it blossom on the charts!)

Mathis
Mancini
Mercer

“Sweetheart Tree”
JOHNNY MATHIS
MERCURY SINGLE =72464
Brave New Sound Sweeping Nation: Rock + Folk + Protest

by Larry Finley

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

The industry has been waiting for this word. We at ITCC are especially happy about it, as we are the only company that produces continuous loop tape cartridges in the world. We have a big name label consisting of 619 complete single albums as well as 115 double albums in both the four and eight track cartridges. Playing time runs from one-half hour to two full hours of beautiful stereo reproduction.

Now that we have most of the big name labels with us, we are looking for dealers and distributors. Because of the time element, it is impossible to have a salesman call on you personally, but we'd like to send you samples of our cartridges displaying our new mastering technique which provides our claim of the finest quality on the market.

We'd like to send you our catalog, together with our $2.98 and $5.98 re- tail catalogues. If you will send us your check, made payable to the Damon Routh Co., in the amount of $5.00, we'll send all cost of car- tridges, royalties, postage, etc., so that the Fund will benefit the entire amount of your check.

You will benefit by having proof positive of our quality product, and more importantly, it will give you a free hit in the world, while cause will benefit.

TEAPE CARTRIDGE TIPS

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

CASH CASHES IN ON TREND, TOO

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

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

Gregory Shot In Coast Riot

LOS ANGELES — Dick Gregory, comedian who has re- corded for Colpix and See Jay Records, was shot early Friday morning (13) while attempting to help a woman. A small caliber bullet fired from the mob, entered his left leg and was removed.

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

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

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

CIVIC TRIBUTE FOR RANDALL

CLIFTON, N. J. — Frankie Randall, RCA Victor recording artist and a member of the Hit Parade at the Central Theater, Public Theater, and others.

The sight, sponsored by the New Jersey District 4 of Unico, was held in conjunction with the local show- ing of his first starring film, "Wild on the Beach," released through 20th Century-Fox. Victor is releasing the soundtrack.

Randall, a native of neighboring Clifton, will perform a one-hour show at the West Side Uptown on the 14th.

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Compiles the world's best tape car- tridges priced at $3.98, $1.98, $4.98, $5.38 and up.

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

Market Chart Set

Billboard’s Hot 100 and Top LPs charts.

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

Billboard was the first to introduce charts in the music record industry in 1940 and has been in business for a quarter of a century ago. The new in-depth chart marks a new first for the industry, according to Hal C. Cook, Billboard’s pub- licist.

Say You Saw It in Billboard

BILLBOARD, August 21, 1965
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JODA 100

EXCLUSIVE REPRESENTATION: JUCI MANAGEMENT 185 WEST END AVE., NYC. (212) TR 3-1222
Rebellion Way of Kids’ Life: Writing Team on Protest Songs

By CLAUDE HALL

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

“There’s no doubt that Bob Dylan is leader of the present movement,” Mann said. “It’s affected so many people with what he’s writing and singing.”

The craze won’t die, but it may evolve into something else, he said, “the way the Beatles have changed.”

Well and Mann have two songs presently on Billboard’s Hot 100 that are message songs—Glenn Yarbrough’s “It’s Gonna Take a Lot of Money” and the Four Tops’ “Muffin Man.” The New York Times described it as stressing “patience and love in a satirical, satirical situation,” and “We Gotta Get Out of This Place,” No. 60, by the Animals, which The Times described as “social entanglement and hope in a situation of meaningless work.”

Anyway you say it, the songwriting team is riding the crest of the trend toward message-protest songs with a hard rock beat. Their “Home of the Brave” has been recorded by both Woody Miller and Bonnie and the Tides. The song begins, “The songs are just an appreciative response from the overflow audience of 15,000 fans who packed the ballroom and occasionally exchanged remarks with one another over the years.”

NEW YORK—Barbra Streisand, the gifted girl with the Greenwich Village manner and the London air, was on target in a second appearance as a soloist at her West Side Tennis Club concert on Sunday (8). The 21-year-old singer sang in excellent vocal form, displaying the unique style that has made her one of the great names in the music firmament today. She sang some oldies such as “I Got Plenty of Nuttin’,” “When Sunny Gets Out,” “My Man” and “Fine and Dandy.” She sang some newies from a forthcoming musical, “Yentl,” including “When I’m in Rome” and “Why Did I Choose You?” inbetween there were a few novelty-type tunes and humorous little anecdotes. She had the audience on the edge of their seats just an appreciative response from the overflow audience of 15,000 fans who packed the ballroom and occasionally exchanged remarks with one another over the years. It was more a response than an applause. How happy was the crowd contented mainly because the ingredient of a good time was assured.

Belafonte and Troupe Toast the W. Coast

LOS ANGELES—Harry Belafonte may be headquartered in New York City, but Los Angeles claims him for their own. This was evident Monday (9) when Belafonte and company appeared at the Greek Theater, where in 1957 he developed his concert concept. Belafonte’s touring group includes five musicians, nine singers, country rural blues.

Leslie Uggams Delightful Treat at Coconut Grove

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

There is an unbridled rhythmic quality in Miss Uggams’ voice. Very often this characteristic blends right into the music, allowing her to outshine the ordinary classical and popular vocalists. She never strays to get a jazzy feeling into this gorgeous vocal, her eyes and hands moving to indicate pleasure (“You Are My Sunshine”) and displeasure (“Just You and I”).

Miss Uggams’ skill in dramatically interpreting lyrics was showcased on “Who Can I Turn To?” “Someday,” “The Last Time,” “Leave It All” and “Man I Love.” The only flaw in her vocal treatment of material is in the treatment of a few small phrases, sometimes relying too much on the audience for a better interpretation of the lyrics. Leslie’s ability to sing and dance at the same time was further evidenced on “Hard Day’s Night,” included in a abolishing tribute to Mitchell Miller and the Tymes of the F 1970s. It is on this album that she will appear as herself, as well as a singer and dancer.

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

PEOPLE AND PLACES

“Houston,” by Dean Martin, has pleased that Texas city of the song little so much that they will make him an honorary Houstonian.

. . . Sept. 11 has been designated as country music day at dance from the New York Club at the World’s Fair. Among the country music groups who will appear are Gracie and the Ranch Hands of Newburgh, N. Y.; Gill Rogers and the Country Playboys of Hyde Park, N. Y.; Don Smith and the Country Ramblers of Stoney Point, N. Y.; Stein Sweyn and the Golden Nuggets of Stony Point, N. Y.; and Money Bush and the County Ramblers of Newburgh, N. Y.

“Shawn Elliott, whose new Roulette Record "The Joker" has just been released, will play a week at Manhattan’s Fontainebleau beginning Aug. 17. . . . Duke Brooks, in London for a Dorothy Brooks, will record sessions, will play a week at the London Club, New York, in England. Aug. 16, 1965. Leslie Uggams, who’d be in the movie “The Singing Nun,” has been signed by MGM for two more shows.

The Standells, currently at P.J.’s Club, Hollywood, will take time off for an appearance on KPOP-TV’s new weekly “Hollywood Discotape” show over KPOP-TV. Hollywood, Kip Watson and Jim Schott are director and producer.

The Kim Sisters, whose latest release on Monument Records is “Ticky Ticky Too,” has left for a five-week tour of Europe. . . . Vivianne Greene is currently appearing at the Palace in London at the World’s Fair. . . . The Serendipity Singers at the Bitter End through Aug. 23. They leave the next day for concerts in Canton, Ohio, Aug. 24; Detroit, Aug. 26-Sept. 1, East, Vt., Sept. 2-3; Hershey, Pa., Sept. 4-6, and then a week’s tour of Canada.

Patti Page opened at the new Copa Room in Las Vegas, Nev. . . . The Starship, featuring the Lady Columbia is playing a New Christy Minstrels of London based on the group’s successful album “The New Christy Minstrels” at the Copa Room, The Four Tops are among the acts headlining the Apollo Theater, New York, which opened the new season Aug. 13.

Margay Rayburn appears at the Sands Country Fair, Stockton, Calif., Aug 19-23. . . . The Soul Brothers and George Perle and the Cry Babies are holding down the action at the Hotel Waterfront.

Walt Goudet opened a two-week stint at Hotel Thunderbird, Aug. 10. . . . Don Costa’s DCP International Records will soon release an album, “Little Anthony and the Imperials—Royal Mix,” by the film “The Singing Nun,” which was released by MGM.

NANCY AMES, the girl who voiced the theme song for two years of NBC-TV’s “That Was the Week That Was,” signs a recording contract with Epic Records. Watching the proceedings were, left to right, Ken Martell, Miss Ames’ personal manager; Manny Kelemen, Epic associate producer, and Leonard B. Levy, Epic vice-president and general manager. Her first single is due out soon.

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TOP 20
SPOTLIGHTS—Predicted to reach the top 20 of the HOT 100 Chart

ające DOVE—IT’LL MAKE ALL YOUR DREAMS COME TRUE (Picturrome, BMI)—With his winning sing-a-long style, Dove has another top-of-the-charts contender in this familiar ballad melody that will fast take the place of his "One Kiss For Old Times’ Sake." Flip: "I Had to Lose You" (Picturerome, BMI).

ANDY WILLIAMS—AIN’T IT TRUE (Warner & Claudine, BMI)—A wailing, soulful Williams emerges in this hard-hitting, rockin’ blues number designed for a rush up the charts. Left-field smash. Flip: "Loved One" (Mayfair, ASCAP). Columbia 43558

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

Diamond 168

CHARM

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

WYLON JENNINGS—STOP THE WORLD (And Let Me Off) (Star, BMI)—The Carl Bolen country roster has equal possibilities in this pop vein with this fine Jennings interpretation. Flip: "The Dark Side of Fame" (Harbot, BMI). RCA Victor 8652

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

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

CHART

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

JOHN WAYNE STUART—I Keep Forgetting (See You Again) (Capitol, BMI). Flip: "Daddy" (Capitol, BMI). CAPITOL 4548

TAYLOR—Before He Was Famous, He Was Mine (Central Songs, BMI). CAPITOL 4548

THE TEXAS THROUGHBREDS—This Guitar Sings (Waxfield, BMI). BECKA 31537

NING YORK—The Answer To The Bridge Washed Out (Waxfield, BMI). CHART 1250

MARK WAYNE—Blues Party (Fischer, BMI). RODGE 1620

MAX PELLAND—A Taste Of Honey (Greatest Hits, BMI). BECKA 31539

BETTY ROGERS—He’s Not In Your World (Your Star, BMI). JEP 409

VON STAR—If You’re Telling Me You’ll Love (Fischer, BMI). BILLIE RANK 100

R&B SPOTLIGHTS

TOP 10
SPOTLIGHTS—Predicted to reach the top 10 of the POP SELLING RHYTHM & BLUES SINGLES Chart

OTIS REDDING—RESPECT (East-Time-Redwell, BMI)—A wailing blues belter that can’t miss hitting the top of the chart. Flip: "ole Man Trouble" (East-Time-Redwell, BMI). Vocal 121

FRED HUGHES—YOU CAN’T TAKE IT AWAY (Customa, BMI)—Big band backs a soulful blues rhythm ballad in this hard-to-beat Hughes style. A blockbuster. Flip: "My Heart Cries On" (Customa, BMI).

Vee Jay 703

BILLY BUTLER—(I’VE GOT A FEELING YOU’RE GONNA BE SORRY (Customa, BMI)—A sure-fire, hard-driving rhythm ballad with tasty wailing from Butler. Hot chart mover. Flip: "You Make Me Think) You Ain’t Ready" (Curtom-Jalynne, BMI). Okeef 7277

CHART

SPOTLIGHTS—Predicted to reach the top of the R&B SINGLES Chart

The ONES—You're Lickin’ Good (Euma, BMI). DOWNS 157

DON BETTS—Don’t Turn Away From Me On Me 101, BMI. DOWNS 105

JIMMY RAY—He’s the Man Down There (Corado, BMI). VEE JAY 702

CRUZY WILKES—Little Girl (Sire). VEE JAY 448

KING AND QUEENS—I Can Feel It (Meizer, BMI). ATCST 3343

JIMMY RAY—Fake In The Bathroom (Meizer, BMI). PRESTIGE 340

THE MODERN ESKIMOS—Empty World (Paladin-Zig-Zag, BMI). LAVIN 254

S-COUNT—Hey, Little Willie (Rondell, BMI). JAYDAN 1985

TRICKS—Breakin’ To The Best Of My Heart (Little Guy, BMI). COLUMBIA 1403

RICHARD MODERMAN—You Must Call Me Home (Nano, BMI). AUER 80151

BILLBOARD, August 21, 1965
The voice of a most uncommon man was stilled on July 14, 1965.

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

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

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

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

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

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

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

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

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

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- Replacement for 3013
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- **$6.65 ea. suggested list**
- **$1.29 ea. your cost**

- Replacement for Acoustic No. 123 3/4" interchangeable
- Replacement for 201
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BILLBOARD TOP 40

EASY LISTENING

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

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<th>No.</th>
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<td>1</td>
<td>1 1 5 SAVE YOUR HEART FOR ME...</td>
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Says England:
“You can have the Beatles!
...Give us Joan Baez!”

England’s No. 1 Female Vocalist

JOAN BAEZ

her latest single...

“THERE BUT FOR FORTUNE”

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

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

Joan Baez
High in Brit.

Now available in the U.S.A.

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

TOM JONES

"WITH THESE HANDS"

9787

TOM JONES
WHAT'S NEW PUSSYCAT?
also includes
WITH THESE HANDS

Mono PA 61006
Stereo PAS 71006
Ortega: The Rage of Argentina

By CLAUDINE HALL

BUENOS AIRES — A 24-year-old Argentine singer who writes most of his own songs believes he has hit on a perfect formula for writing his songs. "It's like getting a gal a few times, she hasn't learned to write a song "out she goes,"" he told the New York Times.

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

Two songs he wrote — "El Mapo," (The Map) and "Tante Amour" — won him the first prize for writing and singing at the Festival del Cantor in Hollywood on July 17. Furthermore, his album "Boleros" was in the top-selling charts of Argentina prior to his trip to Hollywood and the New York music fest. "Car- elo," a single record, was in fifth or sixth place. Five of his records have been Latin-American equivalents of million-sellers.

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

He will visit Spain in January to star in a movie, for which he will write all the songs and sing them. Also, he hopes to make permanant a trip to Los Angeles, where he has been invited to present his first prize trophy he won for writing and singing at the Festival de la Música del Canto. Ortega was his country's representative in the contest.

RCA Victor Records' Dario Sorio welcomes the label's Argentine star, Patito Ortega, to New York. Ortega, left, shows Sorio, division vice-president, that he will write and sing at the Festival de la Música del Canto. Ortega was his country's representative in the contest.

CBS Germany, Magazine Tie-In

By OMER ANDERSON

FRANKFURT—CBS Schall- platten, the German branch of Des- Stern, West Germany's mass-circulation (2 million) illustrated magazine associated with "Sterne Music," top pop LP's artist, is releasing a CBS LP for the first time.

First release will feature Ray Conniff and Bobby Solo, the 1965 San Remo festival winner; Fats and His Cats, the Jacob Sisters, and the German top singer Reinhard Mey and Hans- Juergen Baumer.

CBS will stress U.S. artists on "Sterne" according to a CBS official. First releases will include such names as Dan Penn, Presley and Barbara Streisand.

CBS's new LP is an important promotion, as CBS and Sterne have a five-year agreement for CBS to have exclusive rights to distribute the CBS LP for Sterne's entire line of music products.

The modus operandi is for the Sterne LPs to be released on Friday and the LPs (which are to be released on Saturday) will be促销 all over Europe. The company has a five-year agreement with the German branch of CBS.

Attempts are made to inflate the price of the LPs as much as the market will allow, and some promotion of the sound- and-text appeal that is common in the low-income bracket.

In a related development, CBS and Sterne have a five-year agreement for CBS to have exclusive rights to distribute the CBS LP for Sterne's entire line of music products.

The modus operandi is for the Sterne LPs to be released on Friday and the LPs (which are to be released on Saturday) will be promoted by QM's Shindig.

Popular stars of the jazz fest- ival included Manfred Mann, the Animals, the Yardbirds, the Moody Blues, the Who and the jazz bands of Kenny Hall and Chris Barber.

It was filmed by American two-camera in both film and VTR, which required a color and black and white. Marking the debut of a new package to be made available to the world for TV showing this fall, Manfred has announced the start of some 1973-74 shows for ABC's "Shindig."

The Animals, the Yardbirds, the Moody Blues, the Who and the jazz bands of Kenny Hall and Chris Barber.

Music Capital of the World

HOLLAND

Gerry Oord, Bovemijn's president, last week welcomed Mr. Hijmans, executive director of Dutch Musicia, Ltd. The Japa- nese music publisher, who was interested in the company's Dutch publishing division, is considering the possibility of a joint venture with Quick and Revue music, which includes the publishing of various Dutch composers.

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The Animals, the Yardbirds, the Moody Blues, the Who and the jazz bands of Kenny Hall and Chris Barber.

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The Animals, the Yardbirds, the Moody Blues, the Who and the jazz bands of Kenne-
INTERNATIONAL NEWS REPORTS

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

CRITICAL music under the theme “Around the World,” backed by a major campaign.

CHRIS HUTCHINS

MILAN

Adriano Celentano (Cen Records) just finished a great TV shot on “La Trevolta,” new summer show, doing a group of his past bits. Celentano’s current single, “E Vi Vu Ballare” hits the top five in Italy.

Enzo Vai (RCA) continues his five-year streak of summer hits with “Chi Peppone,” which is well on its way up the charts. Now, less than four versions are cut on the popula World War II Parisan Ballad, “Reda Ciao,” it’s not by the New Christy Minstrels (CBS). Joe Marcellis/Parlons (RCA), Joe Mand (EMI) and Giorgio Gasber (RIFF), Italian folk ballads seem to be the new vein.

Marcello Barbieri (RCA Italiana) and Roberto Massoni (Dally-Saar) two young Cantagiro discoveries, are enjoying their first appearance on Italian charts during their tour which included Venice and Moscow. Sales which are hitting are “Il Duce, Della Lupa” and “No Soffrira Per Te” on Domenico (Vulcani) Medigini (Corsi) has just cut “18 Agosto,” an Editions Sidet Tune.

Ivan Zanisch, newly signed RIFF star, has just returned from Krakow De Zure, Belgium, where she participated in the European song contest as member of the Italian team. Other participants included Niccolo di Bari (Colly-Saar), Leo Cordoni (Fantasy), Margherita and Bruno Lazz (Columbia). Ruggero, of Ricordi Records has left on an overseas tour which will include Budapest, Warsaw, Prague, East Berlin and London.

Composer Buddy Kaye, who wrote Dusty Springfield’s hit “All Cried Out,” was in town with Enrico Caruso’s fame, Masculine. . . Singer Minn (RIFF) has been invited to record her latest hit “Uomo Anno D’Amore” both in Turkish and Spanish. She will be in Barcelona in September to receive a gold record from Bel Art, their Spanish distributor. Minn’s “Un Bacio Nella Sabbage” on RIFF has reached the top 20 here, however, and the record is still moving.

Giuseppe Volpe, international director of RIFF, reports Minn’s version of the Spanish Ramon Festival winning entry, “Si Franco, Se Rito,” is being released in Japan by Philips Records Co., Italian product generally seems to be hitting in Japan these days.

Bobby Solo (Ricordi), Gigliola Ciniotti (CCT) with Si Frango, Se Rito and “Una Lucrezia Sai Van,” respectively are racking up top sales volume. Also, RCA Italian recent sale of a group of 25 of their artists on Japanese tour, and the promotional crusade, has been most successful. . . Catherine Spence (Ricordi) has returned from her Japanese tour.

GERMANO RUSCITTO

PARIS

Festival will distribute the Markii (Marc Aynis) label in France. The first disk just released includes the big Belgian success, “Katy,” by Les Sauvages. July 15, a Les Sauvages disk, “Live! Live! Live!” is scheduled for release.

Vogue’s new Poly Four series of RIFF’s which sell for only 80 cents are selling so well that the factory cannot turn them out fast enough.

Marinelli Mille has recorded Vince Guaraldi’s “Cast Your Fate to the Wind” with French lyrics “Ne Trenble Pas Pouvoir Courir.” For RCA Victor.

Francois Hardy’s latest for Vogue includes “Din Lui Nom,” the French version of “Say It Now.”

Barclay artist Mitty will appear in the Mediterranean Song Festival in September.

Vogue is doing extensive promotion over Radio and TV in Marseille and Radio Monte Carlo during the holiday season.

Virginia Vee, one of the original Peter Sisters, who came to France from the States in 1949, is making a career as a solo singer. Gilbert Becaud has written her a song “Oui c’est tout dis-huit cent” which she featured recently on French TV.

The Mars Club, once one of the liveliest jazz clubs in Paris has finally closed its doors after months of steadily declining business.

Dionne Warwick is doing a concert tour of the French Riviera.

French singer Henri Salvador, who has his own disk label (Rigolo), plans to open a recording studio in Cannes in September.

The Houston All-City Orchestra of 163 musicians aged 9 to 18 years played a Mussorgsky concert at the Paris Olympia Theater.

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

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SOMA RECORDING COMPANY

August 21, 1965, BILLBOARD
MUSIC CAPITALS OF THE WORLD

- Continued from page 25

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

The 16th Menton Festival, running until Aug. 24, was brilliantly opened by Karl Munchinger and the Siegfelder Chamber Orchestra. Also taking part this year are Susan Francis, Arturo Michelangeli and the National Orchestra of Monte Carlo, Elisabeth Schwartzkopf, the Dusseldorf Chamber Orchestra and the Bloxlandes of the Festival of Maribor, the Swingle Singers and the Dolce Consort Singers. Johnny Holiday, in his first public appearance since his release from the French Army, was guarded by 150 policemen at the Osmond Kursaal-Casino. Vogue is releasing an album by Jean-Jacques Debout backed by the orchestras of Jean Boschetty, Tony Hatch and Mickey Baker.

MIKE HENNESSEY

RIO DE JANEIRO

Singer-composer Dorival Caymmi and producer Aloysio de Oliveira returned from the States after a two-month visit. Veteran promotion man Francisco Menezes left RCA Victor. Tomonobu Watanabe, who just returned from Paris, formed a quartet with pianist Tensuro Jr. Astral Gilberto is in top news these days. The former wife of João G. was the feature of four separate-page color interviews published by Marchetti and Cunha weekend papers. Top Brazilian record executives will fly to Buenos Aires the first week of October to attend the Congress of Latin-American Record Manufacturers. Vocal group O-D-O-Four, singer Silvinita Telles, saxophonist Joao Du Valles, pianist-arranger Daniel and a quartet topped by trombonist mene Edson & Edmundo Machat are the main attractions of a new show, “MPM 65.” Indian executives say Warner Bros. LP “The Wonderful World of Antonio Carlos Jobim” will be pressed with the Elektra label. Elektra men say the disk will be released by EMI with its original label.

SYLVIO TULLIO CARDOSO

ROME

A new musical TV show, “La Traviata” (The Sensing Tank), has created a disk flurry. It was recorded by its two diva stars, Sandra Mondaini for Style and Maria Grazia Spina for CDS. Cinema continues to seek out recording names. Newest cutters are Adriano Celentano, who will co-star with Tino in “Leer Than (The Fool).” Leigh Fair Boy,” and Remo Germani, who sets and stages in “How to Make the Army Miserable.” Adriano Celentano, the young hot-tempered star who did her first singing on record last year, will do a French version of the Pietro Garatzi-Sandro Giovannini-Rosato Casciol musical, “Day of the Turtles.” The album of six Italian regional Italian records have been issued by Foxtrot-Entart. A committee of Alain Barros from the directorial triumvirate of Naples Song Festival, now set for Sept. 16-17, has decided to put on the series of events in protest while the songs were chosen more than two months ago, no singers have been announced to date. It’s a close race to see whether A Record for the Summer’ or the Captains’ competition furnished the most best-sellers. Of the top 30 on any authoritative list, 16 were first presented in the former event, 12 in the latter.

WALT DISNEY'S FLYING TO NEW RECORD HEIGHTS ALL AROUND THE WORLD

HERE ARE MORE LUCKY DISNEY PHONOGRAPH RECORD LICENSEES IN MORE COUNTRIES WHERE MARY POPPINS IS NOW TO PLAY...

JAPAN ★ Nippon Columbia Company Ltd., Tokyo Dec. 1965
MEXICO ★ RCA Victor Mexicana, Mexico City Sept. 1965
NORWAY ★ Ivarson & Frohge A/S, Oslo Oct. 1965
PANAMA ★ RCA Victor Mexicana, Panama City Nov. 1965
SALVADOR ★ RCA Victor Mexicana, Salvador Nov. 1965
SPAIN ★ Hispano SA, Madrid Fall 1965

THE ORIGINAL CAST SOUND TRACK ALBUM IS THE BEST-SELLING LP OF 1965 IN AMERICA

BILLY RAY'S "I'm Not That Easy To Live With" AIN'T EASY TO SING. HE'S A BAD EGG AND A TOUR TROUBLEMAKER. HIS NUMBER'S UP. THEY'RE SAYING HE MAY NEVER FEEL AT HOME IN THE SOUTH AGAIN. HE'S GONNA TAKE THE HIGH ROAD TO GLOOM. (Continued on page 33)

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

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

A DINNER CULMINATED THE PERRAYA Records convention held recently in Buenos Aires, Argentina. Attending were executives of both Ferrata and Odeon (Electric & Musical Industries) who press and distribute Ferrata product. From left, are, Fernando G. Lopez, Juanito Belvorme, Jose A. Rota, G. L. Grassi, Jorge F. Ferguson, Odeon general manager Philip N. Brodie, Ferrata general manager M. S. Broth, Dr. Carlos G. Menia, Enrique O. Rosso, and Roberto Abatit.

UK Decca, Stones Pact: Minus US

LONDON — Independent record company Andrew Oldham has resigned his Rolling Stones contract with Decca but the new pact gives him the company world rights excepting America, Canada and Australia. Oldham's new label, Decca, with the backing of British's new British group, the Rolling Stones. Oldham has formed his own independent company for which has set up a new deal with MCA. He has said he is not interested in the Rolling Stones, but he is interested in the American market. Oldham's independent contract for the Stones expired in May and has been in negotiations for a new deal with MCA. The producer boldly claims the new deal means Decca paying a higher royalty than any record company has ever given before, but he will not disclose the terms or length of the contract.

However, Oldham did say that the Stones' current U.S. release would be their last on London, their legal representatives in New York, Alan Klein, is negotiating with new bidder.

This week Decca moves into Britain the Stones' recent big American hit, "(I Can't Get No) Satisfaction," but Oldham convinced Decca to ship the first 25,000 copies prior to other parts of Europe because he was not happy with the 'B' side. He insisted on a new Stones' composition, "The Spider and the Fly" because he said the American 'B' side, "Under Assistant to the West Coast Promotions Manager," (already pressed on the first 25,000) would mean nothing in Britain.

The details of Oldham's own disc firm, Immediate Records, have still to be unveiled but it is known that the product will be pressed and released by Phillips on Oldham's own label. The initial release was filled for this week and was to have been a Bert Berns recording by American group, the Monkees— a disk the producer picked up on his recent visit to the U.S. The second will be the Jimmy Page production; the third a record Oldham has made himself, by the new British girl singer, Nicky.
A HIT OVER THERE!
A HIT OVER HERE!

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HOLLYWOOD A-GO-GO
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9TH STREET WEST
SHIVAREE
WHERE THE ACTION IS
SHEBANG
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Josie
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CATCH THE WIND
LPM 123

BARBARA MILLS

QUEEN OF FOOLS

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Jimmy Dean
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They become hit albums.

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ALBUM REVIEWS (continued)

SOUNDTRACK SPOTLIGHT

THE IPCRESS FILE
Original Soundtrack. Decca DL 75041 (MI). LSP 3463 (S)

The “Icpcress File” is a searingly paranoid and devilishly entertaining movie, and proved a superb gate to the world of both music and soundtrack culture. John Barry’s score is as pitch perfect as the film itself. It’s probably the best score I’ve heard in a long time. This is the kind of score that makes you think twice about buying a soundtrack album. Barry’s score is as pitch perfect as the film itself. It’s probably the best score I’ve heard in a long time. This is the kind of score that makes you think twice about buying a soundtrack album.

AM I THAT EASY TO FORGET?
Carmen Cavallaro. Decca DL 74649 (MI). LSP 3469 (S)

The music on this album is a true masterpiece of the genre. Cavallaro’s voice is as beautiful as the music, and his arrangement of the songs is nothing short of genius. This is a must-listen for anyone who loves the best in choral music.

COUNTRY SPOTLIGHT

WHERE YOU’RE CONCERNED
Justin Tubb. RCA Victor LPA 3399 (MI). LSP 3399 (S)

The songs on this album have two things going for them: first, they’re not only sung by Justin Tubb, but also written for his specific voice and style. Second, the arrangements are absolutely stunning. This is a must-listen for anyone who loves country music.

CLASSICAL SPOTLIGHT

VLADIMIR KOROLV, VOL. 3
Angel Cola 500

If a classical pianist can be called “hot,” then Vladimir Krolkov is the latest. He is a true virtuoso, and his playing is nothing short of breathtaking. This album is a true masterpiece of the genre.

BAROQUE MUSIC FOR TRUMPET VIRTUOSO
Adolf Scherbaum. Deutsche Grammophon 124 470 SP / SNM (S)

Scherbaum’s secure handling of his instrument is nothing short of genius. His playing is nothing short of breathtaking. This album is a true masterpiece of the genre.

CLASSICAL SPOTLIGHT

STRAVINSKY: PETRUSHKA/SUITE FROM KODALY: MARY JANOS
Philadelphia Orch. (Ormandy). Columbia ML 6146 (MI). LSP 3380 (S)

Brian O’Reilly and the Philadelphia Orch are in sparkling form under the baton of Ormandy. The work is nothing short of genius, and the playing is nothing short of breathtaking. This album is a true masterpiece of the genre.

NEW ACTION LP’s

These new albums, not yet on Billboard’s Top LP’s Chart, have received strong sales action by dealers in major markets.

WHY IS THERE AIR?
Bill Cosby. Warner Bros. W 1006 (MI). (No Stereo)

THE DECLINE AND FALL OF THE ENTIRE WORLD AS SEEN THROUGH THE EYES OF COLE PORTER
Royce Ballard. Columbia OL 6410 (MI). CS 2910 (S)

SOME FOLK, A BIT OF COUNTRY AND A WHOLE LOT OF PIXIE
Village Stompers. EMI 24140 (MI). NIS 24140 (S)

ENGLAND’S GREATEST HITMAKERS
Various Artists. London LL 3340 (MI). PS 430 (S)

GENTLE IS MY LOVE
Nancy Wilson. Capitol T 2531 (MI). ST 2531 (S)

ANIMAL TRACKS
Animal. MGM E 4203 (MI). W 4203 (S)

KINDA KINKS
Kinks. Reprise R 6713 (MI). BS 6713 (S)

LOVE AFFAIR
Ray Conniff & The Singers. Columbia CL 2323 (MI). CS 9122 (S)

MARIE
Bacharach. London LL 3345 (MI). CS 435 (S)

MORE AMOR
Eddy Gorme & The Trio Los Panchos. Columbia CL 2376 (MI). CS 9178 (S)

LATIN SPOTLIGHT

TTTO RODRIGUEZ IN BUENOS AIRS
United Artists UA 6449 (S)

SPECIAL MERIT PICKS
Special Merit Picks are now released of outstanding merit which deserve ap- polishment and which could have commercial success if given the proper presentation.

MERT MARVELOUS MARILYN MAYER
RCA Victor LPA 3397 (MI). LSP 3397 (S)

Marilou Mays displays fine timing and phrasing in “Merry Go Round” and an unfettered love for jazz in “I’ll Be Seeing You.” Her voice is as smooth as silk, and her singing is as smooth as silk.

POPS GOES PEEREE
Jon Peer. United Artists UA 6431 (S)

Jan Peer’s powerful voice is a bit too rough for many, and he’s not a bit too rough for many. His voice is a bit too rough for many. His voice is a bit too rough for many.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Bill- board’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.

SCHUTZ, MOTETS FROM “CANTABLES SACRAM”
Niederländischer Singkreis, Hannover Instrumentalisten (Truclit). Hannover N 1062 (MI). HS 71062 (S)

Another motet, “Abacadab,” from the “Cantiones Sacrae” series by Heinrich Schütz, is also on this recording. It is a beautiful piece, with a simple, yet effective melody that will undoubtedly be a hit with the audience.

(continued)

SEE ALBUM REVIEWS ON BACK COVER
16 NEW SLANTS
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ABC-520

ABC-518

ABC-524

ABC-523

ABC-522

D-50001

D-50002

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zip code helps keep postal costs down
MUSIC CAPITALS OF THE WORLD

- Continued from page 26

August 21, 1965, BILLBOARD

She went in to buy records

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

INTERNATIONAL NEWS REPORTS

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

WELLINGTON, N. Z.

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

A feature will be the first-ever radio-TV link in New Zealand's broadcasting history... P. J. Proby album is being rushed to hit the stands as the artist arrives here in September for three appearances... Folk pop is riding high on the success of Peter, Paul and Mary. Sales figures are bounding... The Beatles' new single, "Ticket to Ride"... The Rolling Stones' new single, "Satisfaction"... Ed Sullivan show... The Byrds... "Mr. Tambourine Man," "Chimes of Freedom,"... The Beach Boys... "Good Vibrations,"... The Who... "My Generation,"... The Kinks... "D开办,"... Jimi Hendrix... "Hey Joe,"... Chuck Berry... "Roll Over Beethoven,"... The Mothers of Invention... "Flower Power,"... The Jimi Hendrix Experience... "Are You Experienced,"... The Who... "My Generation,"... The Byrds... "Mr. Tambourine Man,"... The Beach Boys... "Good Vibrations,"... The Rolling Stones... "Satisfaction,"... The Beatles... "Ticket to Ride,"... The Who... "My Generation,"... The Byrds... "Mr. Tambourine Man,"... 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**ARGENTINA**

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<td>27 RESCATANDO—Gonzales (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>26 CRAY JON—Enfren (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>25 SI SI—Arun (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>24 LEWIS GARCIA MAN—Leyenda (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>23 CUMBIA DEL INDIAN—Kaplan (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>22 MAYOR Y NO ES—Bouzas (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>21 MI LAMAR—Yanez (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>20 RUMBOS DEL TROMBONE—Affens (Buenos Aires)—Boogie-Bop (Argentina)</td>
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<td>7 A WALK IN THE BLACK—Paul Jones (Sidney)</td>
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<td>6</td>
<td>4 UNCHAINED MELODY—(Unknown) (Melbourne)</td>
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<td>7</td>
<td>3 WHEN I'M BROWN—Roy Harper (Melbourne)</td>
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<td>2 I LIKE IT LIKE THAT—Diana Ross (Sydney)</td>
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**AUSTRIA**

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<td>C'EST QUE FAIRE—Bosquet Lesчаст—Bosquet Lesчаст</td>
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<td>QUAND REVIENT LA NUIT—Jean-Jacques Goldman (Paris)</td>
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<td>MAYA—HARRES HANDES—(Bonn de France)</td>
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<td>ZORRA LE GREC—(Grecien) (France)</td>
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<td>CAPOTE—(Mex) (Paris)</td>
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<td>PURUVY—(Sarrebourg)</td>
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<td>LA NOUVEAU—(Bordeaux)</td>
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<td>DINA—(Clermont-Ferrand)</td>
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<td>9</td>
<td>THE BIRDS AND THE BEES—(Bordeaux) (Paris)</td>
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**ITALY**

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<td>GIUSEPPE PLO—(Sicily) (Palermo)</td>
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<td>IL SILENZIO—Nino Rota (Venice) (Huett Schmidt)</td>
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<td>CRYING IN THE CHAPEL—(Sicily) (Palermo)</td>
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<td>KAYAK—Aronne (Catania)</td>
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<td>LES MAINS SUR LES HANCES—HANDELS GRANDE-FERE (Paris)</td>
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<td>DANS VAT DUCHET BIR—(Paris) (France)</td>
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<td>JJ MARC—(Roma) (Palermo)</td>
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<td>THE BIRDS AND THE BEES—(Roma) (Palermo)</td>
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**JAPAN**

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<td>1</td>
<td>GOMYA GOOKORO NO UTA—Sugio Sakura (Osaka)</td>
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<td>THE FALL—Kosuke Kost (Osaka)</td>
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<td>Natsu No Hi No ONODERU—Hara (Osaka)</td>
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<td>ARIHAI BANGASHI—Albrecht (Osaka)</td>
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<td>THE BIRDS AND THE BEES—(Osaka) (Palermo)</td>
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**MEXICO**

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**NEW ZEALAND**

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<td>TIMBA TAMBURIN—Burlington (Wellington)</td>
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<td>THE DREAM—Kokomo (Wellington)</td>
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<td>FOR JAMA (La Massana)—Conzi Fronse (Manila)</td>
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<td>HELEN DOLLY—Bobby Davis (Cagayan)</td>
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<td>DO THE CLAM—Elvis Presley (Manila)</td>
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<td>THE QUEEN—Dorothy (Taguig)</td>
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**SINGAPORE**

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**SOUTH AFRICA**

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**NEW CROSS**

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MOELLER BIG WINNER IN POKER GAME

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

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

ROANOKE, Va. — An all-bluegrass music festival, featuring the music of many of the country's finest performers, will be presented at Caroll's Horse Farm, located 12 miles north of Roanoke, Sept. 3-5. The event will be produced and staged by Carl Haney of Hollins, Va., former manager of bluegrass band Bill Monroe and His Blue Grass Boys. Haney says the event will be the first all-bluegrass music festival ever held in the Roanoke Valley. Tickets have been scaled at $1.50 for each performance or $6 for a three-day pass.

Long Heads Talent Assn.

NASHVILLE—Hubert Long, president of Hubert Long Talent Associates, Inc., was elected temporary president of the newly formed Nashville Talent Directors Association at the group's first meeting last week. Other temporary officers: W.E. Moeller, Talent Talent, Inc., vice-president; Bob Neal, Bob Neal Agency, Inc., secretary, and H.K. Wilson, Wil-Helm Agency, treasurer. First-term officers will be elected at a future meeting.

The association was formed to standardize booking and talent management. The group will meet regularly to discuss mutually beneficial problems and seek solutions. Long said: "This is simply another step in the growth of the aspect of the music industry."
BEST NEW MALE ARTIST......65

DEL REEVES

CURRENT SINGLE HIT "THE BELLES OF SOUTHERN BELL"

LATEST ALBUM "THE GIRL ON THE BILLBOARD"
(United Artists UAL 3441)

EXCLUSIVE MANAGEMENT:
HUBERT LONG TALENT AGENCY
806—16th Ave. So.
Nashville, Tennessee
244-2424

PUBLISHED BY:
JACK STAPP/BUDDY KILLEN
PUBLISHING COMPANY, INC.
905 SIXTEENTH AVENUE, SOUTH
NASHVILLE, TENNESSEE
Acuff-Rose Signs Two Three Ways

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

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

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

Beavers also has a knack as a publicist. In 1957, he made a male from Dalton, Ga., to the Country Music Festival at Nashville, 135 miles. Both trips took him seven days and part of seven nights.

Capitol Office
Sets Virginians

BELTSVILLE, Md. — Capitol Artists Bureau, with headquarters here, has signed four Virginians to its bluegrass and country music list. They are Buck Ryan, fiddler, and Smitty Irvin, banjoist, both formerly with "The Virginians" in Washington; Bill Harrell, and Sweeney Edmonds, bass man.

May 1950 Order 263

Johnson Release
Gets Quick Cover

NASHVILLE — John Cappo, president of the Art Records, created a stir last week when he came out with a single titled "Your Stepping Stone," by Bobby Johnson, who was immediately covered by several top country artists. Johnson is the brother of Kitty Wilson of the team of Smiley and Kitty Wilson, regular on the local pop radio shows.

SO FAR OUT
IT'S OUT OF SIGHT

Listen to it ... You'll Never Believe

"HUNGRY
FOR LOVE"

by the San Remo Golden Strings

Ric Tic 104

The R&B SLEEPER OF THE YEAR

GOLDEN WORLD RECORDS

1954 Billboard No. 1

Sewell West Waveland Detroit, Mich. 
(313) 872-7044

Law Signs Godfrey

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

NASHVILLE SCENE

BY ELTON WHITENHUT

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

HOP-SCOTCH — Norma Jean is back on the Porter Wagner show, which recently had a three-week break. Miss Wagner, who scored well on the Dick Clark show last week, has an acoustic group show this week. Hank Thompson and His Brazeau Valley Boys will be on "Goin' Down," "Ranch," "Ridin' the Range," and "Roll On, Columbia," respectively.

Col.'s Wyatt
Moved to Coast

HOLLYWOOD — Columbia Records has transferred Paul Wyatt here from Nashville to handle the newly created position of L. A. sales manager. Wyatt takes over booking the label's large facility in the CBS building on Sunset Boulevard and will also act as a sales representative to the faciilies of other record labels. Columbia Records Productions formerly rented studio space. Before joining Columbia one year ago, Wyatt was a vice-president at Standard Records and a president of the Nashvillle Country Association.

YESTERDAY'S COUNTRY HITS

Change-up programming from your leader, a country disk that hit the charts in 1953, features the disc this week that hit the charts the same year and 10 years ago this week. Here's a look at the Billboard chart at that time.

COUNTRY SINGLES

5 Years Ago August 22, 1960

1. Alabam, Country Boys, Sterling
2. Willie Nelson, "The House That Built Us"
3. Lefty Frizzell, "The Bitter End"
4. Irene, "You'll Never Change"
5. Lefty Frizzell, "Love Me Again"

COUNTRY COUNTRY SINGLES

10 Years Ago August 20, 1955

1. I Don't Care, Webb P servic, Decca
2. The Brother Originals, "I'm Gonna Love You"
3. Webb Pierce, "Watachee, RCA Victor"
4. Bob Wills, "Night Train"
5. Porter Wagoner, "RCA Victor"

FOLK MUSICIANS MEET AUG. 27-28

WINSTED, Conn. — The Ninth Annual Convention of the American Folk Musicians Association will be held Aug. 27-28 at Garfield Hall here. Dancing the event will be District No. 5, American Folk Musicians Association, and its president, E. Bate.

National President George Reinemeyder says this year's convention will be larger and more interesting than last year as two new districts, District No. 6 and District No. 7, have been established for the event.

Two gigantic jam sessions are planned for Friday and Saturday evenings. Ten bands have already signed to participate from the following districts: Annapolis, Md.; Indiana; Maxine Reinemeyder, national secretary.

Dannny Harrison
Sports New Single

LOGAN, Va. — Country singer Dannny Harrison is garnering good air play and reception in this area with "First Off the Foot," b/w "Hush, Little Baby," released last week on Pappy Daby's "D" label. Dannny penned both tunes.

Harrison recently purchased the Green Top Drive-In, on Route 10 just outside of Logan, and plans to open it in a few weeks from the spot via VWWV each Tuesday, Friday and Sunday. The radio station is located in Virginia and 100 watt.

Dannny, however, said the station is located in Virginia and 100 watt.

Bluegrass Fest

* Cancelled from page 36

and Saturday (3-4). Conducting the sessions will be Bill Monroe; Sleepy John Estes; George Wain, Red Smiley, Carter Stanley, Mac Wiseman, Pete Rowan, Don Reno, Ralph Stanley, Don Winebrandt, Donnie Deese, Roby Lester, the King Brothers, Lurrie Bell. Listen for best fiddle, mandolin and bluegrass music that will be held Saturday afternoon.

A gospel sing session will be held Saturday from 1-3 p.m. A banjo contest, with prizes to the winners, will also be held at 1 p.m.

Cattell Horse Farm is located on 240 acres at the foot of Timber Mountain in Botetourt County, with camping sites and parking available for a fee.

Honey says a recording studio will be set up for the festival to perform sessions and then record the live performances.
MOST PROMISING C&W ARTIST OF 1965!

PHIL BAUGH
HIT SINGLE "COUNTRY GUITAR"
(LONGHORN 559) CURRENTLY RIDING THE CHARTS

TOP SELLING CHART BUSTING ALBUM
COUNTRY GUITAR

VERN STOVALL
VOCALIST ON ALL PHIL BAUGH RECORDS
A TOP C&W TEAM

LONGHORN RECORDS
DISTRIBUTED BY SOUND OF NASHVILLE

MANAGEMENT,
DEWEY GROOM
2631 FOWVILLE DRIVE
DALLAS, TEXAS
(214) EY 1-6227
French Musicians a Dying Breed

By MIKE HENNESSY

PARIS—The status of the classical musician in France is by now worse and worse, according to an investigation recently undertaken by the French Professional Congress of Musicians.

In 1930, the newspaper pointed out, there were 7,000 musicians earning a living in Paris. Today there are scarcely 2,000. Of these, only about 400 earn a decent wage. These are the musicians employed by the opera and the ORTF and have an assured standard of living. The rest are classical trained instrumentalists who have been forced by economic circumstances to enter the pop music market.

In 1939 there were 13 provincial orchestras in France. By 1958 there were six. This year the number is three.

Blame Automation

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

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

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

Paid Off in Dollars

In the classical music business, the dollar is a cartoon. A musician doing one concert a week with a classical orchestra—which requires three rehearsals—can earn between $200 and $500.

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

Youth to Serve at Swiss Fest

LUCERNE, Switzerland—Music managers from all over the world have gathered here for the International Festival of Music, April 13-26.

Aside from featuring some of the world’s foremost orchestras, concerts, and solos, the festival presents an evening of young artists Tuesday (17).

The Festival Committee chooses artists not more than 25 years old, who are not yet known in European music circles, but who have distinctive equipment and a high average ability. Managers compete fiercely to sign up these young artists.

Some of the young artists who have recently been invited to perform include pianists Geza Anda and Peter Serkin and cellist Jacqueline Du Pre.

The festival, now in its 27th year, was started by the late Arturo Toscanini.

The Swiss Festival Orchestra will give a series of five concerts in the series of symphony concerts. Germany’s Joseph Keilberth opens the series of symphony concerts in a program of Mozart and Beethoven with Wolfgang Schneweiz as soloist. The other three concerts will be led by Russian-Finnish conductor Igor Markovitch, the Spanish maestro Rafael Frühbeck de Burgos and Switzerland’s piano Dean Anermert. Markovitch’s soloist will be the winner of the Clara Haskil Piano Competition. Nell Gotkovsky and Geza Anda are Burgos and Anermert’s soloists, respectively.

35 From U. S.

The American group will be represented by three soloists from the Mariboro Festival under the direct sponsorship of the Swiss Department. Rudolf Serkin will direct a program titled “Music From Mariboro,” featuring works by Vivaldi, Mendelssohn, Beethoven and the young American pianist Brian Weber.

The Swiss Festival Orchestra, by the Swiss Festival Orchestra, the Lucerne Festival Choir under Gunz and is subsidized by the Swiss government.

The American group has been invited to perform at the Beethoven Festival in Lucerne, and has also been invited to perform at the Lucerne Festival in July.

Orange Empire Buys Building

BEVERLY HILLS, Calif.—Principals behind Orange Empire, a $400 million dollar label, have purchased their own building at 449 S. Beverly Drive. Label executive vice-president Gary Bookstaver claims his company paid $1 million to investsp in the building currently housing several publishing and record company firms.

A disk company will be located in the third floor penthouse and will build a studio of its own and own holding rehearsals. Label for the company will be Orange Empire Records.

First rock group released on the label is the Palace Guard with debut single “All Night Long.”

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

BEST SELLING CLASSICAL LP’S

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

West

1. AN HISTORIC RETURN—HORWITZ AT CARNegie HALL New York, Apr. 4 ff. $10.95 (15), 99.00 (18), 98.00 (20), 98.00 (22), 98.00 (28), 97.00 (31), 96.00 (32), 96.00 (35), 96.00 (38).

2. HORWITZ PLAYS SCARLATTI—Columbia MS 6658 ff. (10), 60.05 ff. (10).


4. WAGNER—Sextet—Finnisick, Leopold, Wagner, violin, Vienna Phil. (Sohn)—London ff. 9.00 (10), 12.00 (12), 11.50 (12), 11.00 (13), 11.00 (13), 10.00 (13), 10.00 (13).

5. CARPINO—Pianist—Carpin, Alex, Pianist, Columbia MS 6163 ff. (10), 5.09 ff. (10).


7. GERSHWIN—Rhapsody in Blue, etc—Gershwin, Columbia, Arg. 5.09 ff. (10), 5.09 ff. (10).

8. BACH—Well-Tempered Clavier—Coud, Columbia MS 2605 ff. (10), 5.09 ff. (10).

9. BERTS—Concerto, Cello—Menuh, Leopold, Menuh, et al, Berlin Phil., Decca—Decca ff. 10.00 (10), 10.00 (10).

10. BERTS—Concerto, Price, Crelli, Merrill, Fr., Vienna Phil., Decca—RCA Victor LSC 6164 ff. (10), 5.09 ff. (10).

11. BEETHOVEN—Symphonies Nos. 9, etc—Vienna Phil., Kuss, RCA Victor LSC 6164 ff. (10), 12.00 ff. (10).


16. MOZART—Magic Flute, Cecilia, Janowska, Bridgitte, Fr., F., Ludwig, Hoffmann, Philharmonia, Decca—Decca ff. 12.00 ff. (10), 12.00 ff. (10).

17. BRAHMS—Symphonies Nos. 1—Vienna Phil., Kuss—RCA Victor LSC 3136 ff. (10), 12.00 ff. (10).

18. RACHMANNINOFF—Piano Concerto No. 2, etc—Rachmaninoff, N.Y. Phil., Brahms—Decca ff. 12.00 ff. (10), 12.00 ff. (10).

19. BEETHOVEN—Symphony No. 9—BBC Sym. (Toscanini), RCA Victor—RCA Victor LSC 2726 ff. (10), 12.00 ff. (10).

20. RODRIGO—Concerto de Aranjuez for Guitar and Orchestra—Bream, Melos, Orch. (Ch. David)—RCA Victor LSC 2730 ff. (10), 12.00 ff. (10).

Jai Jai to Introduce New Non-Polka Band Sound

CHICAGO—Jai Jai Records, one of the country’s leading producers of Polka products, will soon introduce a non-polka band sound.

Label chief Walter (LJ) Wally Jagielo, who returned from a recent tour last week, said, “I’m calling it the ‘Jagliolo’ sound. It is produced by 16-piece band, including strings, brass and percussion. It is all instrumental.”

Jagliolo will market the sound on an album, “The Great Jagielo Sound,” for release the week before the Sept. 11-12 Music Operators of America convention in Philadelphia. Singles featuring the new Jai JAY sound will also be released.

Local band leader-arranger David Carroll was engaged for work with Jagielo’s new band. Jagielo’s recent tour took him and a 57-profile entourage to Paris, Rome, Vienna and Poland.

In Poland he presented concerts in five country villages to enthusiastic, dancing crowds in native costumes.

“They served us milk and honey,” he reported. “They even staged a moolky wedding for us!”

However, because of import regulations, Jagielo’s new products, Jai JAY Records are not exported to Poland. For Jai Jai built up sizable police markets in England, West Germany, Belgium and Holland. LJ Wally’s “No Beer in Heaven” album has proved to be quite popular in these countries.

Houston Recording

HOUSTON — The Houston Symphony Orchestra gave its first recording dates here for Carson Records. The album is being composed by David Gizion and dedicated to the Houston Symphony Orchestra. Earle Rachlin will conduct the Summer Symphony in the recording session.

BILLBOARD, August 21, 1965
Dave Dudley's moving on!

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

Current Hit Single*
"Truck Drivin' Son-of-a-Gun"
(Mercury 72442)

Published By:
Newkeys Music
812—16th Ave. So.
Nashville, Tennessee

Johnny Wright

Says
"THANKS D.J.'S FOR ALL YOUR HELP!"

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

A Great New Record!
"Hello Vietnam"
(Decca 31821)

Published By:
Newkeys Music
812—16th Ave. So.
Nashville, Tennessee

Personal Management:
The Key Talent Agency
812—16th Ave., South
Nashville, Tennessee

Bookings:
The Moeller Agency
Nashville, Tennessee
MAKES IT OFFICIAL
Lazar Details WJRZ Move to Country

hour or two a day, perhaps. WJRZ itself had such a program two years ago.
"Country music, however, has come of age and deserves better of the country's first metropolitan than an occasional bouquet here and there. It deserves its own spot on the dial."
Now, he said, WJRZ joins the ranks of the specialists "and our specialty will be country music."
Among the burdens he said the station would bear was to "represent country music to the largest concentration of advertising executives in the world; shoulder the role of kingsmen to "advance the sale of" country music records; and represent country music to the largest concentration of advertising executives in the world; shoulder the role of kingsmen to "advance the sale of" country music records; and serve as the mirror of an industry... to become "the image of the country music industry for millions of Americans and those who are only vaguely aware how great is the influence of its music."
He cited such stations as KFOL in Long Beach, KAYO in Seattle, KLAK in Denver, KRAS in Sacramento and WJJD in Chicago for illustrating a trail of audience acceptance for country music.
"In this field of music," he said, "is the strongest, the most original, the most widely accepted..."
He claimed the station sold over 50% of the music industry..."be proud to make it available." Among the records the station sold their new "Teenage Children," by Jan and Dean, and others.

KPFK Panel on 'Public Service',

LOS ANGELES -- "Broadcasting With an Eye and Ear to Public Service" will be discussed by a special panel Saturday (14) at KPFK-FM, celebrating its sixth anniversary.
The Pacifica Foundation listener-sponsored station lined up such community leaders and broadcasting representatives as Steve Allen, John Bartee, KRLA; Jim Case, KCB; Stan Freberg, Dr. Kenneth Logg, KUSC; newspaperman Hal Humphrey; Ken Kantor, NBC; financier Burt Lytton and Bill Stout, CBS, for the panel.
KPFK's manager Bob Adler is moderator.
The panel will touch on such questions as: Does broadcasting really go to public service? What audience is served by it...When it informs, entertains, stimulates or merely entertains?

WABC WMCA Disk Sales Powerhouses in Newark

By CLAIRE HALL

NEWARK, N. J.--The overwhelming power of New York's two stations, WABC and WMCA, is dramatized in Billboard's latest Radio Response Rating survey of the Newark market. For the two radio stations, together, influence 90% of the single popular record sales in the Newark area. The only unusual occurrence is that their positions are reversed; WMCA, the leader in Manhattan, takes a close second place position to WABC.
The big disk jockey powers of the two stations came up with about the same overall effect off the island as on. Bruce Morrow of WABC was first in influencing the sale of 16 records. Each of the 12 single popular record sales in the Newark area. The only unusual occurrence is that their positions are reversed; WMCA, the leader in Manhattan, takes a close second place position to WABC.
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Radio-TV Programming

Triagle to Go Full Stereo

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


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

Snow to Toronto

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

MUSIC RECORDS knows how to deliver a new release. A girl in a black blazer hands WABC's Dan Daniels a copy of the single by the In Crowd, "Girl in the Mood," chorused with "Girl in a black blazer." The In Crowd sold over 50,000 copies of their first single release, "Nineteen-Nineteen." From left, are Ian Whitcomb, WABC record librarian Jim Mahur, WABC program director Rich Sklar, and Sol Litza, regional sales and promotion man for Tower.

Continued from page 1

WABC's music director, top pick place.

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

DJ William B. Williams of WMNW was, as in Manhattan, the top disk jockey for increasing sales of popular albums. He was followed by Bob Brown of WJRZ. For the first time, WINN's Ted Brown and the team of Kipling and Finch at WMNW scored respectively in influencing popular LPs' ty's, fifth for third, WNNJ's Alan Saunders was fifth.

In the rhythm field, WJRZ was again the powerhouse-getting 80 per cent of the votes—and any competition of deejays was almost confined to the WJRZ staff. Danny Sales of WJRZ took over the top spot, a position occupied last January by his former WABC-S- radio host George Haidson and Herman Amis, who this time tied for second place. Hal Jackson of WJRZ was fourth. Deejays Mort Fega of WRFM and Charlie Greer of WMCA tied for first place in influence-
IT’S NEW!
A COUNTRY MUSIC
PROGRAMMING
SERVICE

For radio stations now programming Country-Western music... and those interested in future C&W programming.

Sammy "C"
A ONE-STOP PROGRAMMING SERVICE

Sammy “C” says . . .
I can provide the professional know-how and service facilities of highly specialized consultants who have an outstanding success record in the C&W field. Save time and money by contacting us today.

SAMMY “C” CAN PROVIDE YOUR STATION WITH

✓ A complete format for successful Country-Western music programming... designed by Don Chapman and Roy Stingley of Radio Station WJJD, Chicago... personal consultants to Sammy “C.”
✓ The top 50 C&W records of the week... every week, supplemented with the latest and best of the new releases.
✓ A top 50 survey sheet with suggested pick hits and feature albums.
✓ Inside tips on programming Country-Western music in good taste for any radio market.
✓ An initial well-stocked C&W library and personal consultation if desired.

ALL THIS AND MORE AT A PRICE YOUR STATION CAN AFFORD

Sammy “C” says: Country Music programmed well sells well.

For complete information on Sammy “C”... a one-stop C&W programming service, call us collect or use coupon below.

Sammy “C”
1239 S. Michigan Avenue
Chicago, Ill. 60605
PHONE: (312) 922-8009

Please rush details on your successful C&W Consultant Service

(Name)

(Radio Station)

(City)  (State)  (Zip Code)
KPPC Aiming for Young Adults

By ELIOT TIEGEL

PASADENA, Calif.—KPPC-FM, started in May 1962 as a non-commercial, free-religious station by the Pasadena Presbyterian Church, has switched to commercial broadcasting. The station now carries a tasteful blend of jazz and easy listening music to Southern California.

The programming aim of the station, said KPPC Program Director Michael Brokda, is to appeal to young adults 25 to 35-year-olds. Brokda said the station is not aiming to attract those who are not playing for 11 years olds. The station retains Sunday mornings for religious programming.

Program director Walt De-Silva, a broadcaster with a long association in Jazz, hired all the disk jockeys and has instructed them to never come on like a huckster with finger snapping. Each DJ is free to pursue his own musical taste without station play list. But De-Silva rider herd over all selections of young adults up to 35 who work the station.

As the station opens weekdays with David Pierce 6-11 a.m., followed by Bob Jones 11-3 p.m. DeSilva 3-6 p.m., and Tom Lewis 6-10 midnight. On Saturdays and Sundays handle an 11-7 p.m. shift.

"Farm" Songs Getting Wide L. I. Airplay

MINEOLA, N. Y.—"The Genius Farm," musical going through pre-Broadway showings Aug. 11, at the St. James Theater, here, may face some successful tunes from all of the promotional radio and TV records of the score.

Marni Nixon, the film voice of Annette Funicello's "My Fair Lady," has recorded: "If I Knew Now," b/w "Some Other Guy," Columbia. Other Marni Johnson not only has recorded "Moby Dick," but on Record "At the End of Each Day" also is "I'm Going to Stay with One of These Days" and the other songs are from the score.

"Genius Farm," tunes were scheduled for wide airing on Long Island's WHFJ, WGBB, WLR, WHJ, WNY, WGBB, WLR, WBR, WAPC, WRFM, and WVHC. They're also slated to be played with star interviews on Joel's "Broadway Music Theater" on CBS Radio and by William B. Williams on WNEW.

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RADIO-TV PROGRAMMING

NARA Elects New Breed: To Be Headed by Wright

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

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

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

Named to the NARA executive board were: Ken Knight of WRC, Jacksonville, Fla.; vice-chairman, Bill Summerfield of WLOU, Louisville, Ky.; other board members are Carl Proctor of Blue Rock Records; Martha Steinberg of WCWH, Detroit; George Vandall of WDAS, Philadelphia; Joe Modlin of Atlantic Records; Clarence Avant of Avant Garde Enterprises, Inc., New York; Jack Gibson of Tamla-Motown Records; Bob Layne of Julliet Records; Jimmy Bishop of WDAS, Philadelphia, and John Rischberg of WLAC, Nashville. Other members will be named later by Wright. Both Wright and Del Shields are also board members.

Platform

On the platform proposed by the new group of officers, who billed themselves as the “new breed,” was the establishing of awards to record companies and artists who produce records of outstanding quality, the setting up of a committee to study the NARA constitution for possible revision, and the establishment of proper standards of quality for members.

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

As part of this fund-raising program, a benefit show was held Sunday (8) night in Houston that drew an audience of more than 10,000, according to Mrs. Novella Smith.

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

WHUT-FM is shifting frequency, which means WHOM-FM will have clear channel transmission.

Program director Larry Dean of WWNQ Radio, Baltimore, has been assigned by the U.S. Air Force to public service programming on behalf of USAF recruiting.

Mark H. Iseman (Mark Harn) is now producing the 6 p.m.-1 a.m. slot for WRJN, Atlantic City, N.J.; he was formerly with WLDB, New Orleans.

Mike Alpert, formerly in the KOH4-Radio, Denver, newsroom, will handle all-night DJ chores for the station, which now programs 24 hours a day.

Johnny Canton of WHAM Radio, Rochester, N.Y., is now handling a nightly 30-minute record show for before-the-movies at a drive-in movie in the city.

Walker Rezzen has been named vice-president and assistant to the president of CBS Radio, he returns to CBS Radio from CBS, Inc., where he was assistant treasurer.

Gary Palen, formerly production manager at KOEO, Albuquerque, has joined Brosel Broadcasting Co., as national program director and will handle a morning news air at WKAZ Radio, Charleston, W. Va.

Noel Kelly (Conner) has been upped to program director of ATTENDING AN RCA VICTOR MEMORIAL dinner in honor of the late Sam Cooke at the 10th annual convention of the National Association of Radio Announcers in Houston last week were, from left: Bob McAfee, RCA Victor regional vice-president; Bill Summers of WLOU, Louisville, Ky.; and new vice-chairmen of the executive board of NARA: John Roscia, RCA Victor national promotion man; W. Alexander of KAG in Chicago, Knight of WRIB, Jackson- ville, Fla., new chairman of the NARA executive board.

Vox Jox

Denjay Bob Dayton of WABC, New York, was dismissed Friday by the station, in what he said was the final of a series of events. The disk jockey was fired after a show in which he announced: "This is the 20th anniversary of the bombing of Hiroshima, I understand. So in view of that . . . If everything is going to blow up, I suggest you keep your birthday birthday, baby . . ."

For years, WABC Radio man Joe Walker, Houston, has launched a new career as promotion specialist for RCA Victor Records. . .. WYDD-FM, New Kensington, Pa., will begin stereo broadcasting at the shortest possible facilities can be completed. The station’s label location will be changed and it will operate and be identified as a Pittsburgh radio station.

Payson Hall, former executive vice-president of Meredith Publishing Co., Inc., and president of multi-station broadcasting division, has been named vice-president for finance and planning of the King Broadcasting Co. He was a founder and one of the original officers of the SEC in mid-August . . .

The “Dunn and Warner Show” featuring the team of Tyer Dunn and Max Warner now fills the 6:30 to 9:30 a.m. slot at WLCW-Radio, Cincinnati.

Bobby Bexon has been named WABC Radio’s host of the Mid-State FM Network, which includes WABC, WCBS, WGMZ, Flint; WSWM, East Lansing; WQGC, Midland; and WXIT, Grand Rapids. She will have a “For Men Only” show 7-4 p.m. on the network. Stereo station WDBA- FM, Detroit, Aug. 21, 1965, BILLBOARD.

THE IN CROWD

Without My Sweet Baby

CHECKER 1118

The Radiants

WHOLE LOT OF WOMAN

CHESS 1939

Jackie Ross

WE CAN DO IT

CHESS 1940

James Phelps

LA DE DA

I'M A FOOL IN LOVE

ARGO 5509

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

Claude Hall
Lazar Details Move to Country

Shelby Singleton of Mercury, also attending were Russ Stan- teck of BMI and many music publishers.

WJR's general manager Harry Reith thanked Hal Cook, pub-isher of Billboard, for his part in the official announcement mentioning that the station was trying to do a lot of things in the metropolitan area and finally we operate one of the best country music stations. It has given us the kind of excitement you seldom find in the overcrowded field of country music.

He said the station had already received a lot of attention, noting they were glad of the im- pending change.

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

Ed Nielson, program director, promised that WJRZ would be the most complete country mu- sic station in the nation. One thing for sure, the station has at least one devoted fan; a mes- senger boy who disrupted and delegated the meeting by pre- claiming loudly he was glad to hear about a new country sta-
tion in the area "because you can't get WJJD until after 10 p.m. and WSM doesn't come in so well at all." WJJD is in Chi-
gago, WSM in Nashville.

YESTERDAY'S HITS

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


R&B SINGLE—5 Years Ago August 22, 1960 1. One More, a Lover, a Friend, Jackie Wilson, Brunswick 2. The Twist, Chubby Checker, Parkway 3. Kidding Around, Brook Benton, Mercury 4. It's A Sin To Love Me Like You Do, Fats Domino, Imperial 5. 'Til I Meet You Again, Bill Withers, Track


Disk Artists to Aid U.S. Series

Harris Joins Small Chain

NEW YORK — "Voices of the World," a nationwide syndicated radio series sponsored by the United States Office of Economic Opportunity, kicks off late this month. Composer-conductor-ar- ranger John Casavates, director of publications for Chappell Music, and his orchestra and choirs will perform each week. Among the artists headlining in the first few weeks will be: the late Peter, Paul and Mary; Duke Ellington, Enrico Caruso, Lionel Hampton, Sergio Franchi, Eddie Adams, Woody Allen and Mabel Mercer.

The show will feature interviews and concerts and is designed to be a recruiting signal for the Job Corps as well as an information medium for Sargent Shriver's "War on Poverty."

CHICAGO—Guy Harris, vet- eran radio executive who re- cently resigned as program di- rector of WBBM-FM Channel 7 here, has been named national program director of a Midwest series of stations operated by the Small family, Kankakee, Ill.

Radio properties include:
W.L.F.E., Indianapolis, Ind.; WIKL, Peoria, Ill.; WOQA, Moline, Ill.; WZHR, Rockford, Ill., and WRRR, Rockford, Ill. The management also operates 19 (ABC affiliate) in Peoria, has filed for purchase of KIOA, Des Moines, Iowa's largest radio station and owns three Midwestern daily newspapers and numerous real-estate properties.

In his new post, Harris will report to G. LaVerna Flahm, who continues to reside in sub-
urban Evanston.

when answering ads – Say You Saw It in Billboard

Y&R's Ray Jones Jr. Says:

"This will surely be a widely used tool in our radio buying function."

and Crescendo Reports

"It will be of . . . tremendous service to our people in industry, and everybody who has seen a copy says:

"It's a must for anyone engaged in the buying, selling or rate of radio and time.

Order now while the present supply lasts (no further printing is planned)

$42.50 per copy

$50.00 per copy

With full-year subscription to weekly Billboard, for automatic updating with new reports published in Billi- board on a regular basis (regular Billboard subscribers only). Prices: $15 per year.

Copyrighted material
MUSIC CAPITALS OF THE WORLD

Compo Co. Holds Sales Conclave

TORONTO—The Compo Co. held its annual sales convention at Montebello, Quebec, July 29 through 31, with 200 representatives, salesmen, saleswomen and promotion men in attendance. Miss Ethel Smith, Minnie Pearl, and a host of other singing stars made the show a big one. The convention ended with a striking finale (20:2) the Music Festival saw Hamilton's Canadian Compact, three opera companies, three brass bands, two violin orchestras, two vocal ensembles, twenty vocalists, and sixteen instrumentalists performing before good crowds. 

The Warner Bros.-Reprise presentation was made by Bob Bummers, then national sales manager, from Burbank, and Sy Schaffner, East Coast sales director. They reviewed the label's policy of releasing only product with solid sales appeal, and illustrated it with a color slide presentation introducing such stars as Frank Sinatra, Sammy Davis Jr., Dean Martin, Trini Lopez, and the Everly Brothers.

The United Artists presentation, dubbed "The Winning Kincaid" by John Berry, national sales manager, up from New York. Among the highlights of UA's fall product were Lena Horne's debut album with "The Man I Love," "Don't Just Stand There," L.P., the Arthur Sound by Jordan Christopher, and new albums by Jan and Dean and Jerry Butler. And both the comedy and the records stressed importance of catalog sales and stock-in-trade in their products and reviewed the company's success over the past year with hit singles by both new and established artists. He said Decca would go into the studio to improve the single effort in both fields, and emphasized the importance of high sales in hitting big albums.

Highlights of the Decca presentation included the soundtrack from the movies "The Biggest Bundle of Them All," "The Reluctant Dragon," "Hurt Ives" "On the Beach at Washingtom," the debut of Barbra Streisand on Decca, "I Dream of Jeannie" and "The Honeymooner's first album, on Coral, "Merle Haggard's current, on Decca, and the "Bargains" album by the Quartet Tres Bien.

The concert was presented by Phil Colpin, represented by Woody Allen's Volume II and Dunne Eddy's Apollo, and was produced by Phil Rose, sales manager of the Apex Division of Columbia Records.

Introducing 10 new albums on the Lero label, Rose commented on the degree of consumer acceptance of the $2.49 levy; this was the first time many had handled direct from Europe for the first time. The line was originally marketed only in French-Canada, but its success has led to the release of some albums in English libraries for disc jockeys of the world to enjoy.

Canadian talent on Compo's Apex, Point and Carnaval labels was represented by such names as Harry Belafonte and Bob Rose. Upcoming are LP's by such popular country and ethnic musicians as Don Reno, Al Jette and Jim Gereg on Apex, Haida and River, and the East Coast's Nichols on Point. The French language Carnaval label offers the first album by the popular Los Gatos, the L.P's by the saxists, Les Cyclones, and "Donald Laurence's Greatest Hits."

Allen, Sparton Artist, is Dead

OTTAWA.—Ward Allen, 41, Sparton recording artist who won many medals for his championship old-tyme fiddling, died suddenly at his home near here Aug. 4.

Allen once attended fiddling conventions around the country and for the past several years was one of the mainstay regulars at the annual Sparton fiddling tournament. He was a western music group popular on both radio and television in Ottawa. He was a recording artist on several RCA Victor albums, and some 25 singles on the Sparton label. He was a champion fiddler, and his record of his own composition, "Maple Sugar," reached 100,000 sales last year.

Allen, who was semi-retired, is survived by his widow and two sons.

CAN. EXECUTIVES GET COUNTRY LOWDOWN

New York—Performing under the dual handicap of an autumn setup and weak instrumental backing, the buoyancy, vivacity of Shayne Coveropus and his group was splendid; just well enough to make them items on the show. Miss Coveropus has scored on the Congress label with such titles as "Hello Miss Love," and "Never Love Again," but her talent is effective in her personnel de- livery. She is a dynamic personality who can cultivate a wide range of styles with success.

Claude Hall, a well-accepted pianist and composer, was a surprise on the program. He played characteristically, with showmanship and, although he could not be heard as well as his guitar partner, the music of the group held together with his flute. His hits, "Coming Home Baby" and "Girl From Ipanema" were -CLAUDE HALL

Can. Executives Get Country Lowdown

Shirley Ellis Has the Goods

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Shirley Ellis has been in the business for more than half a century, with a career that has spanned five decades. Her smooth, soulful voice has graced countless records, and she has sold millions of copies of her music worldwide. Ellis has been awarded numerous honors, including a Grammy Lifetime Achievement Award. She continues to perform and record, and her influence on the music industry remains strong. Ellis is known for her soulful, heartfelt performances, and her music has touched the hearts of millions. She has been a trailblazer for women in the music industry, and her contributions to music cannot be overstated. Ellis is a true legend, and her legacy will continue to inspire for generations to come.

The success of Shirley Ellis and her music cannot be underestimated. Her music has resonated with audiences for decades, and her influence on the music industry is profound. Ellis is a testament to the power of music to bring people together and to lift the spirits of those who listen. Her music is a reminder of the beauty of the human spirit and the importance of kindness and compassion. Ellis is a true icon of the music industry, and her legacy will continue to inspire for generations to come.

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BELAFONTE AND TROUPE THE TOAST

Belafonte and Troupe the Toast

Eliot Siegel

Signings

Connie Stevens has re-signed with Warner Bros. Brazilian composer Dorival Caymmi has signed with RCA Victor, and his first LP will be out in Brazil with the cover supervised by Bobby Burns. Bud Berwick has signed with Clinton Records and his first release will be "Our Love is Here to Stay," a song from the movie "Miracle on 34th Street," which he has the teen-age lead.

RCA Victor has signed Dick Kallman, who is running new TV show to premiere on NBC TV in September. Queen of Rock and Roll, has signed Arlene Bulley and Miss Bailey, in turn, has signed a recording contract with Confo Recorders, a new company to be distributed by Barnes-Parkway, her first record was "The Promised Land."

Base due out in September...

Deborah Wallace has signed with Dee Gee Records. Capitol Records has picked up four Los Angeles R&B football players for the Fearsome Foursome. Lamur Lundy and Charlie Cowan; their rock n'roll debut disk is "Down in the Buttermilk."

Signature fiat...
TOP SELLING R&B & BLUES SINGLES

SPECIAL SURVEY for Week Ending 8/21/65

<table>
<thead>
<tr>
<th>This Week</th>
<th>Title, Artist, Label &amp; No.</th>
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NEW ACTION R&B SINGLES

Other records registering sizable sales in certain markets and appearing to be a week away from reaching a million copies sold are listed below. ALL records on the chart are on a five-week rotating basis. YOU'VE GOT TO EARN IT.

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

<table>
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<th>Name</th>
<th>Station</th>
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Detroit Acts Must Pay Tax

DETROIT—Acts playing Detroit, no matter how briefly, will have to pay income tax on any established income tax, or face probable prosecution, the city's income tax watchdogs indicated. The tax has been in effect for over two years, but has never attracted serious public attention, as it applied to short-term appearances of performers.

The appearance of Frank Sinatra a few days ago for one concert, with a generally reported salary of $77,000, sparked the controversy. Non-resident tax, after deductions, is figured at around $38,160. The Treasurer's office said notices are sent to performers, in effect, billing them for the excise taxes on their salaries exceed the known deductions of $600 a person.

Jackson Hits On Standards

NEW YORK—Chuck Jackson, Scepter-Wand recording artist who is a strong seller in the R&B field, proved he can handle pop material like an old pro at his Radio City opening here Thursday night (22). Jackson's solid performance on rock numbers like "I Don't Wanna Cry," "Any Day Now," "I Need You" and "Hand It Over" was about par for the course.

But his treatment of such standards as "Fannypack Valentine" and "The Masquerade Is Over" really demonstrated his fine sense of timing and phrasing. On the latter number, he started with a conventional treatment and finished in strong R&B style. Jackson scored with "Sometimes," which he has recorded with Maxine Brown. This time, Yvonne Fair joined him in the duet. Miss Fair, who demonstrated a winning R&B style with "It's All in My Mind" and "It's Alright," was backed by Bobby Scott and the Chuck Jackson orchestra, which played the show.

The show came through with some first-class trombone work and the nine-piece group produces a big-band sound.

AARON STERNFIELD

when answering ads ... Say You Saw It in Billboard
Foreign Disk Specialty Shops Part of Golden Gate Charm

By GODFREY LEHMAN

SAN FRANCISCO — It's not surprising that the cosmopolitan heritage of this Golden Gate city should be reflected in the record-buying tastes of its inhabitants. San Francisco has always been famous for its diverse cultures.

A trip to Europe or the Far East means only crossing the street to one of the city's numerous fine restaurants or shops. It's the same with phonograph records.

A touch of Italy can be found in Cavalli's on Stockton Street—Italian in Butti's Music Center—Scandinavia at the Festival Folk Shop—and Spain in Las Naciones Librida or Sánchez Spanish Book and Music Store. The list goes on and on, and as do the individual countries, the stores selling their products have personalities of their own.

Far East

Taing Ping's on Stockton, run by Mr. and Mrs. Quan John, features everything from American rock and roll to authentic music from China, Formosa, Japan and other Far Eastern countries.

There are Chinese recordings of American tunes and vice versa. An album labeled "Sweetheart" features a dark-haired Chinese beauty on the cover. The Johns also sell all manner of traditional Chinese musical instruments.

Rainbow TV on Lawton Street specializes in original French recordings and is run by Frenchborn Marcel Elron. Marcel got into the business about a year and a half ago when his brother couldn't find product anywhere for a French record program on which he was doing a deep-down French program. If you want Claude Francois, Isabelle Aubret, Patouchou or Charles Amoureux, Marcel is your man. He's got Jacqueline Franceise singing "My Little Lady" in French and in the same language but with a British accent, Petula Clark doing "Downtown."

Marcel advertises in the local French papers but his buyers are from all over the U.S. A version of Snow White and the Seven Dwarfs in Japanese can be obtained at Goody-Go on Sutter Street. The store carries one of the most complete stocks of any in this country of material put out by the Nippon Gramophone Company—some of the material on the oriental five-note, others on the conventional eight-note American version.

Russian

Simon Sapelkin, who came here 10 years ago from China, offers a full line of Russian music in the Znanie (meaning knowledge) Book Store on Gracy Boulevard. Russians don't rock, so virtually the entire stock is in LP's, Sapelkin explains.

One advantage all of these stores have is the absence of a discounting problem. Foreign record stores are a novelty and the buyer is not apt to be able to buy his purchase in a neighborhood drugstore or discount house.

When a foreign album carries a $4.98 list price, you can bet that's exactly what the store owner will charge.

Tips for the Trade

The nation's record dealers have proved themselves an interesting lot. They're also cooperative, willing to share their secrets with others. Here are some dealer trade ideas picked up by Billboard correspondents in recent weeks.

Give a Gift

Harry Callaway, of Thearic Music Co., San Diego, Calif., feels that word-of-mouth advertising is the best. It's less expensive and is working harder to build a good reputation with his customers. When a phonograph is bought, Callaway has a couple of his veteran employees make the delivery. Care is taken in the installation to be sure everything is working properly. When the installation is complete, the customer is presented a surprise gift—a bouquet of flowers in an attractive vase. This can either be placed on the floor in front of the phonograph or on a shelf elsewhere. The big thing though—is it leaves the customer feeling he got something extra.

Get the Gals

When Bripton Electric Co., Murray, Utah, went into the phonograph business, David Britton, owner, felt that attracting women shoppers was his first order of business. Britton decided to install a novelty gift shop in the front of his store with the merchandise specifically aimed at the woman buyer. Prices ranged from $2 to $25. Britton kicked the idea off with a society tea. He invited all society gals and over 200 showed up. Tea and cake were served as the gals were given a tour of the store and gift department. Bripton today is killing $200,000 in phonograph and gift equipment—much of it attributed to his big female clientele.

Radio Display

A "floating radio display" has helped Al Massaro, Colorado Springs, Colo., dealer sell more than 1,000 sets per year. Al believes in putting the merchandise where the customers are. (Continued on page 50)

Motorola Chief Cites Private Label Threat

CHICAGO — The growth of private label home entertainment merchandise by such retailing giants as Sears, Roebuck, J. C. Penney and Montgomery Ward was termed the "greatest threat to the customary way of life in our industry," by S. R. Herkes, president of Motorola Consumer Products.

Speaking before the Texas Electronics Association recently, Herkes said that weaknesses of current distribution processes of some national brand manufacturers have cleared the path for private label goods.

Herkes said one major difference in the operation of these retail firms and the home entertainment industry is that these national chains aim their promotional efforts at enticing the consumer, whereas the greatest energies of the national brand manufacturers are spent wooing the dealer to buy, display and sell their products.

Through Not To

"These private label retail giants sell 'through' their outlets while we and the rest of our industry sell 'to' our outlets," Herkes pointed out.

He said that one of the large (Continued on page 50)
Tips for the Trade

- Continued from page 49

placed his radio merchandise on a Hi-Fidelity gondola, five feet wide and with four levels of step-back shelving, ignoring some six feet high. The unit has rubber-tired casters and can easily be wheeled about by one person. As many as 50 radios can be displayed. The display is moved easily, just as the entrance back by the record department or over by the TV department depending upon where the traffic happens to be that day. Records and stationery are placed in the middle of the department. Manaro feels that moving the display around keeps his steady customers aware of it as well.

Instant Service

Gerhardt in Glenside, Pa., specializes in service and sells upward of 1,000 high-ticket phonographs annually in the process. Joe Whelan, manager, feels that the spending from $50 to $1,000 for a unit wants to be sure the store will back it up. Gerhardt’s does just that — and some. The store has a fleet of 12 radio-dispatched trucks with 5,200 full-time professionals. Gerhardt’s salesmen emphasize the store’s lack of competition — not price. Service calls are answered the same day — sometimes in hours. After a service call, Gerhardt’s follows up on the repair bill and writes to the owner if everything was right. The letter also confirms the charge for the repair so the customer can verify the charges and sends a list of the repairs made and the terms paid the repairman. Quoting the price gives the form letters a personal touch. Another extra: 90 days after making a sale of new equipment, the Gerhardt salesman calls the customer to see if everything is all right. It usually is, but customers are less impressed if the store “care.

Keep Track

Blumberg’s department store in Dresher, Pa., keeps a file on every customer who buys records. When a purchase is made, the amount and date are noted. The files are reviewed quarterly. Customers who have stopped buying are sent a letter. It is topped by a cartoon of a fisherman fishing for information.” The letter reads: “Dear Mr. — You have been a very good customer. It is apparent that we have become something of a problem in recent years. If you have not been to our store recently, I wonder where they are. Have they moved? Have they been ill? Then the thought comes to you: why not get in touch with them?”

A recent survey of our ledger reveals that you haven’t been to our store in some time. If you have moved, the reason is probably something we can give you prompt service by mail. If we have dispensed with you in any way, want you to let the fact down on this letter. We are anxious to correct any misunderstanding and improve our service whenever possible.” The letters are sent out, and the response is more than satisfied with the results. The entire inventory is helped considerably by the procedure.

Private Label Threat Cited

- Continued from page 49

independent retailers in the Kansas City area. By contrast, our industry spends millions and millions of dollars on Rickards’ programs, dealers trips to retail on exclusiveHighlights and other related incentives. How can national brand manufacturers compete private label sales growth when so occupied?” Herkes asked.

Herkes said the industry needs for manufacturers to assume greater responsibility in marketing programs to stimulate demand. He said the industry should also learn from the big national chains who sell the benefits of the customers at higher prices. Close scrutiny of the financial reports of these giant retailers will reveal they are not “giveaway artists,” despite their advertising impressions.

MGM Executives Leave for Europe

NEW YORK — Mort Nasatir, president of MGM Records, and Jerome W. Safran, general manager of the label’s classical division of DGG in the U. S. and Audio Visuals, head of the Big 3 publishing company which is owned by MGM, left here Saturday (7) for a round of business meetings with EMI officials and MGM European representatives.

The trio will confer with Sir Edward Lewis and Sir Frederick Wood of EMI in London, then fly to Munich to confer with Polydor in Paris. Most of the trip will be spent in Hamburg, where a large group will visit Kurt Kinké, Heinzel Voigt and Henning Rintelen of DGG.

when answering ads . . .

Say You Saw It in Billboard

CLASSIFIED RATES

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For New York, Boston, Chicago, San Francisco, Los Angeles, and, of course, Hearst’s own 23rd Street Record Center, New York, N. Y., rates are: 10” x 12”, $10; 10” x 8”, $5; all other insert sizes $1 each per insert.

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when answering ads . . .

Say You Saw It in Billboard

CLASSIFIED RATES

<table>
<thead>
<tr>
<th>Per Insert</th>
<th>Each Additional Ten</th>
</tr>
</thead>
<tbody>
<tr>
<td>10” x 12”</td>
<td>$10 $15 $19 $24 $28</td>
</tr>
<tr>
<td>10” x 8”</td>
<td>$5 $10 $13 $16 $19</td>
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</tbody>
</table>

For New York, Boston, Chicago, San Francisco, Los Angeles, and, of course, Hearst’s own 23rd Street Record Center, New York, N. Y., rates are: 10” x 12”, $10; 10” x 8”, $5; all other insert sizes $1 each per insert.

MGM Executives Leave for Europe

NEW YORK—Mort Nasatir, president of MGM Records, and Jerome W. Safran, general manager of the label’s classical division of DGG in the U. S. and Audio Visuals, head of the Big 3 publishing company which is owned by MGM, left here Saturday (7) for a round of business meetings with EMI officials and MGM European representatives.

The trio will confer with Sir Edward Lewis and Sir Frederick Wood of EMI in London, then fly to Munich to confer with Polydor in Paris. Most of the trip will be spent in Hamburg, where a large group will visit Kurt Kinké, Heinzel Voigt and Henning Rintelen of DGG.
Trade Readies Commencing Testimony

Senate Committee Hearing Scheduled for August 24

By RAY BRACK

WASHINGTON—A special Senate health subcommittee, considering a bill to which the Federal Food and Drug Administration would like to attach an amendment prohibiting charm confectionery vending in vending machines, has been invited to testify. The NVA witnesses have not been identified.

The bill in question, introduced by NCA, has already been passed by the House. While the bill was in House committee, the FDA attempted to attach an amendment to require the wrapping of all non-nutritive objects mixed with unwrapped confections. When the measure was ruled out of the House committee, however, it was accompanied by a report describing confectionery of charms and confections as “no threat health.” The House decision was in

Vegas Vendor Profits From Slot Conditioning

LAS VEGAS—Probably no bulk vendor anywhere has a market so well conditioned for dropping a coin in the slot as does local operator Wilford Schubey.

Schubey has some 350 locations spread throughout Nevada, fun capital casinos, lounges, on street corners, etc. He reports excellent returns from all angles, head stands, particularly in the gambling age, probably because the Las Vegas visitor, trying his luck at various games, doesn’t wish to pause long for refreshment.

“He will, however, duck over to the nearest vending machine, for a handful of peanuts, gum, or candy, and be ready to go.”

Schubey, who is also a casino bookkeeper, has specialized in Spanish and large peanuts during the five years he has been operating his operation. He vends generous portions, “because I’ve found through experimenting that I can count on attracting many more repeat customers if I make up the main attraction.” The Golden Nugget, New Frontier, The Mint, and Hotel California.

As many as 25,000 people moving through one of Schubey’s locations a day. Each machine must, therefore, be serviced every two days. “In many instances daily, and even twice-a-day service is required,” Schubey said.

About 75 per cent of his locals with a vending machine could be sold peanuts in 1961, 100 per cent in 1962. It is estimated that Schubey’s peanut machine, 18.95 wide and 8.85 deep (7.5 lbs.), will drop 123,000 peanuts per month.

NEW MODEL 60 BULK-PAK

The BULK-PAK will not slip or drop peanuts, and is designed to be used with any standard nickel vending machine.

The Peanut Vendor Package

This new vending package is designed to take care of peanuts, a popular snack for use in vending machines.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

Get your share with Northwestern

This is a real money maker for big gum vendors. A small vending machine needs a minimum of 200,000 gum packets monthly, which is a low figure even at the present price of 50 cents per 1000.

 warranted: No better line of gum machines.

GUM VENDOR PACKAGE

This is a complete line of gum machines and accessories.

MEMBER MACHINE DISTRIBUTORS, INC.

Northwestern Sales Corporation

385 27th Street, Merriam, Ill.

Phone: Whitney 2-1200

August 21, 1965, BILLBOARD
Ideas From Operators

More money-making operating ideas collected from Billboard correspondents from your business colleagues around the country.

Waits Make Profit

"Haste makes waste, perhaps, but waits makes profit," is the motto of this operator. He is

ACORN
The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHAINS, STANDS, RACKS, GUM, NUTS, GLOBS, PARTS AND SUPPLIES FOR ALL VENDORS. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

• RAKE
• COIN MACHINE EXCHANGE

SCHOENBACH CO.
Manufacturer's Representatives Acoon-Ame Distributor

MACHINERY
GREAT MONEY MAKER

ACME
ELECTRIC MACHINE

Service - 100 V. - 6 and 12 V., 20.00
Batteries 11.00 each or box.

PITTSBURGH, 4, STAR

Cashew, Whole $1
Cashew, Shells 88
Peanut, Virginia Blanched 49
Spanish 35
Mixed Nuts 37
Processed Cunning Nut 46
Hardhulls 37

GUARDIAN'S, 515 Incline Pike, Brooklyn, N. Y.

BRAND NEW
VICTOR L. C. TOPPER

Available in All Colors
1. Vending Wrapped Confections
2. Vending 100 Count Gum
1. VENDS ALL WRAPPED CONFECTIONS

3. VENDS 100 COUNT GUM

Find your local distributor or source in the yellow pages.

LOGAN DISTRIBUTING, INC.

1800 W. Division St., Chicago, III. 60622
Phone: (312) 524-8480

St. Louis Suit Heir Seeks For Sept. 7

ST. LOUIS—U. S. District Judge James H. Meredith has set Sept. 7 as the date for pre-trial

arguments on one count of a complaint filed here in March by Jason Kermit and Four
Gems, Inc. seeking a $54,000 judgment against the Ford Gum & Machine Co. of Akron, N. Y.

This latest development in the case, which is due to go to trial here Dec. 13, stems from a de-

fense motion to dismiss Kermit's amended complaint (filed in July) charging Ford Gum with
published false statements.

Attorneys for the plaintiffs then requested a new trial on the motion, which petition was
granted last week by Judge Meredith.

LT such locations as bus stations, bars and cigar stores, announ-
ced this businessman. The adults buyer doesn't hesitate to drop
in a dime for cashews, mixed nuts, jelly beans and chocolate
brittle. Kermit reports he con-

sumes. And he reports that

after a wholesale changeover in adult-type locations, income in-
creased.

Rites for Lew E. Feldman, 50 Years in the Industry

LOS ANGELES—Funeral services were held here recently for Lew E. Feldman, a 50-year

veteran in the bulk vending business. Perfunctory managing exec-

utive of the supply firm Acme Vending Machine Co., he

Feldman would have been 71 years old Aug. 23.

Although he had been under medical care for some weeks, the seriousness of Feldman's il-

ness was not evident until a few days before he died. He suc-

cumbed to a coronary occlusion while undergoing a check-up in a

local hospital.

A native of Boston, Feldman entered vending at an early age. He became interested in the field

working a route for a rival company for his father, who manufactured commercial

automats. His own enterprise was with 35 machines that he

purchased for $100. He built the roots slowly and it was four years before he was vending

India nuts through the old Clix-

nus" drums. He sold the route and bought another in New York, operating there for 10 months.

Feldman decided to make Cal-

ifornia his home in 1923 when he and his wife, Gussie, came to Los Angeles on their honey-

moon. He started here with 100

Advance No. 11's, Columbus and Hance vendores. The route grew to Lew E. Feldman, who is also sur-

two by two granddaughters.

KANSAS
A Survey of State Business Regulations

Fourteenth in a series of re-

ports on State vending legis-

lation. By no means exhaustive, each article carries the name and address of the State official from whom additional or related

information may be obtained. Clip and save.

TOPEKA, Kan.—"A tax at the rate of $1 per-

cent upon the gross receipts from the operation of any coin-

operated device, whether automatic or manually operated" is

imposed under "Kansas Re-

tailers' Sales Tax Rules and

Regulations."

The tax rate is stated to be-

nected. It is recommended that

operators expand into new areas enquiring locally about coin and vending machines.

For full information on State

status, write to "Billboard" O'Reilly, Chief, Sales & Con-

sulting Tax Division, State Department of Revenue, To-

peka, Kansas.

Suspect Vending Promotions Remain a Problem, Says BBB

NEW YORK—"Blue sky" vending promotions are not as prevalent as 10 years ago, but that does not mean that they have disappeared," declared National Better Business Bureau official in last week.

Currently on file with the BBB here, Hoffman, said there are some two dozen complaints about such promotions involving vending equipment throughout the country.

Shoppers have been spotted in nearly every major market, where they seem to follow a population curve. There are always a few going by the "blue sky" agency.

One "blue sky" type firm has appeared recently in the greater Chicago area, Pittsburgh, St. Louis, Philadelphia, Denver and other cities, Hoffman said.

Coffee Break Scheme

One of the newest questionable vending machine schemes described by Hoffman is coffee service for offices. Promoters, he said, are advertising a "new department store" for small coffee concessions in offices around the country.

Because small offices cannot afford a large, hot-mix vending machine, Hoffman described

New Products

This form is designed for the convenience of bulk operators

at no charge for the vending machine that was purchased for $100. He built the roots slowly and it was four years before he was vending

India nuts through the old Clix-

nus" drums. He sold the route and bought another in New York, operating there for 10 months.

Feldman decided to make Cal-

ifornia his home in 1923 when he and his wife, Gussie, came to Los Angeles on their honey-

moon. He started here with 100

Advance No. 11's, Columbus and Hance vendores. The route grew to Lew E. Feldman, who is also sur-

New A Large Varieties OF NEW CAPSULES

Buy Direct from the Factory and Save

Philadelphia, PA 19123

1380 W. CHESTNUT

1. Vending Wrapped Confections
2. Vending 100 Count Gum

Price: Only $7.25 per dozen.

For complete information,写信至:

BILLY BILLBOARD

Nashville, Tennessee

PHONE: 615-256-1418

Distributor areas available throughout the world.)

stylishly equipped to a new economy system which is little more than a spout and hot water, some instant coffee and a few plastic cups.

In this way the ads read, Hoffman said.

The National Better Business Bureau and the National Automatic Merchandising Association publish minimum standards for vending advertise-
ments for the purpose of curbing "blue sky" type promotions. Billboard will supply copies of these standards in due course.

Write Bulk Vending Editor, Bill-

board Magazine, 186 W. Ram-

dolph St., Chicago, Ill. 60601.

BUILT FOR BUSINESS!

MARK-RENEW

Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.

VENDOR
MFRS., INC.

C. V. (Red) Hitchcock

President

1380 W. CHESTNUT

Nashville, Tennessee

PHONE: 615-256-1418

Distributor areas available throughout the world.

Please rush complete information

and prices on New Capsules.

SUPER SIXTY FULLY AUTOMATIC

CAMS, 300 capsules, 60 selections

Guaranteed to produce 300

capsules per hour on average with saving over 50%.

For complete information, write:

BILLY BILLBOARD

Nashville, Tennessee

PHONE: 615-256-1418

Distributor areas available throughout the world.

Please rush complete information

and prices on New Capsules.
University Seminar
For 200 State DA’s
On Pinball Operation

By RAY BRACK

CHICAGO—Some 200 prosecuting attorneys from 37 States attending a short summer course at the Northwestern University Law School here heard, during the past week, testimony on gambling, pinball games and slot machines.

Appearing at the invitation of Prof. Fred Inbau, dean of the school, attorney Rufus King, national director in Washington, D. C., touched on the history of the equipment and its operation and devoted much of his time to differentiating between "amusement" and "gambling" pinball machines.

The attorney demonstrated several types of coin-operated amusement equipment during his lecture, entitled "Identifying and Controlling Eastland-Gambling Devices."

Local Coverage

Local newspapers reporting on the talk ignored King’s emphasis on identifying types of equipment, placing instead statements about the operation of "gambling pinball machines" in Illinois.

The Chicago Sun-Times, for example, reported King’s appearance under the headline: "Is the public being duped by this Pinball Gambling Thrive?"

Professor Inbau said he thought that King’s address was "a good presentation" and commented: "We can’t control what appears in the press."

The same newspaper later reported a "crackdown" by County Board President Seymour Simon on "tavern owners in unincorporated areas in the county (Cook) who buy federal gambling stamps."

The story explained that Simon’s move followed King’s address to the Northwestern U. class.

Eastland Act

A series of bills outlawing "gambling-type pinball machines" was introduced in the last session of the Legislature by Rep. W. Hachmeister, Chicago, and, he said, that a 1963 ban on such equipment is being evaded by removal of the mechanism which taints the pay

off from the body of the machine and places it in the basement or behind the bar.

King described "gambling-type pinball machines" as an industry which Federal gambler, King, said, and contrast with the two elements present in the function of amusement-type pinball machines.

Talking Machines

"Amusement pinball machines" (Continued on page 35)

LECTURER RUFUS KING, prominent Washington attorney, makes a point, utilizing one of several pieces of coin-operated equipment displayed before class of prosecuting attorneys at the Northwestern University Law School in Chicago.

The two elements in an amusement-type pinball machine, King explained, are:

1) Insertion of a coin.
2) Receipt of a coin.

$64,000 Appropriation
For New York School

NEW YORK—An allocation of $64,000 in New York Board of Education manpower development program funds has been made for the coin machine mechanics' training program organized by Music Operators of New York officials.

The training school, the first of its kind in the world, was financed by public funds, will enroll its first class of 30 men in September, according to MONY business manager Ben Chicoftsky.

It is planned for the school's opening to be announced shortly, as soon as the four major box manufacturers are able to supply needed training equipment.

Rock-Ola, Rowe-AMI, Seeburg and Warner have backed the MONY program from the beginning.

A Brooklyn or Manhattan location for the school is now being sought, Chicoftsky said. Instruction during the six-month training sessions will be handled by experts from the industry, instructors assigned by the Board of Education.

Teachers will be paid $50 per hour, Chicoftsky said.

All graduates of the coin machine mechanics' training program will be guaranteed employment with Greater New York area operating firms, the MONY official declared.

Missouri Association Obtains Favorable Tax Clarification

By EARL PAIGE

BROOKFIELD, Mo.—A meeting with Missouri Representative Charles molded the Sales-Use Tax Department official Tom Stapleton in Jefferson City, Paig said, "We came up with the following official statement: "Receipts from coin-operated machines, and other machines which do not dispense tangible personal property are not subject to sales tax."

"In fact," Paig commented, "there is no change in the sales tax regarding receipts from such machines."

Aside from the sales tax question, the upcoming MOA convention on September 11-13 in Chicago was the dominant topic at last week's meeting.

Next Meet

The MOA will meet next on October 5 at the Jefferson Hotel in Macon, Mo.

Membership in the 18-year-old State association is open to all operators with 35 or more locations. Dues amount to $2.50 per monograph, with no levy on 100 machines. MOA membership automatically includes membership in the industry’s national association, the Music Operators of America.

The Big Coin Changeover: Will It Hurt?

WASHINGTON—The transition from silver to non-silver dimes and quarters will not put a coin-sharpening crimp on collections if present Treasury plans are carried out.

Giving full consideration to the possibility of hurried action, the Treasury officials plan to indemnify the country with old silver and new coinage over the next two years.

Production of the new quarters is tentatively scheduled to begin next month, but circulation of the clad quarters will not begin until the Mint has pushed out 600,000,000 of them. When this move is accomplished — and other experts indicate that it will be in December of this year — the new quarters will be distributed to banks throughout the country. The first copper-nickel nickels are scheduled to appear in coin boxes by early in March.

Minting of the old quarters will end with the appearance of the new type.

Non-silver dimes are scheduled to appear during the spring of next year, when the mints have built up a huge backlog. In the last year of the changeover, some 3.5 billion new coins will be minted, with the output doubling during the second year. Old and new coins will appear together in coin boxes for years to come, for there are currently 12.5 billion old-style dimes, quarters and 50-cent pieces in circulation.

Treasury plans call for production of more Kennedy half dollars next year also.
George Miller Resigns California Post

OAKLAND, Calif. — George A. Miller, president and managing director of the California Music Merchants Association since its inception some 30 years ago, tendered his resignation to the board here recently, citing "health and personal reasons." Miller will leave Sept. 1 at which time the association will elect an entire new slate of officers. Miller's announcement came in the form of a general press release to the trade. He could not be reached for comment regarding his plans.

Miller's dual post of president and managing director will be split, with the association planning to name a new managing director for Northern California in the near future. Officers and directors will not be paid.

Henry Lelsey, Oakland, was nominated president; Marvin Jones, North Hollywood, executive vice-president. Nonanated vice-presidents were Walter Hembree, Joe Sils Jr., and Ben Murillo; nominated directors were Russ Catalano, Oakland; Fritz Althaus, Oakland; Bill Black, Bakersfield; Dave Wuchman, Sacramento; Los Zendea, Los Angeles; Clyde Love, Visalia; Bud Patton, Modesto; Bill Lenkis, La Verne; Clifford Jones, Long Beach; Bill Worthy, San Diego, and Wayne Morgan, Oakland.

GEORGE MILLER during early Music Operators of America days.

GEORGE MILLER addresses the national convention in 1959.

Mrs. Arlene Murphy was unanimously named office manager and insurance administrator for the association. She will continue to reside in Oakland.

Not Unexpected

Miller's announcement, while not totally unexpected, was nevertheless a shock in many quarters. He had retired as president and managing director of Music Operators of America after 12 years in October 1964.

In resigning he paid special tribute to CMMA members Joe Sils, Frank Morgan, Sam Tessler, L. B. McCray and Roy Klemens. "These people have continuously contributed physically and financially to the association since it was first organized," Miller said.

Citing the success of the State association, Miller noted that "California is one of the very few States that does not have a license on amusement devices even though there have been bills presented almost every session of the Legislature for the past 30 years..."

Health Plans

"Also, I believe that CMMA is one of the only State organizations that has a group hospital, surgical and life insurance plan for its members," he noted.

Miller was elected president emeritus and a member of the California association's board of directors effective Sept. 1. He said he would "plan on visiting the offices from time to time and most certainly would be at the operators' beck and call..."

Miller said he planned to work with the Oakland Boys' Clubs, the Cerebral Palsy Foundation and the Salvation Army as much as his health would permit.

Miller first entered the coin machine business in 1932 as an operator. In 1933 he played a major role in forming the California association and was elected president. He was instrumental in forming MOA as well and was elected president of the national association at its first meeting. Miller is a native of California, married and the father of three children.

On to Chicago!

for the 15th Annual

m.o.a. convention and trade show

Pick Congress Hotel, Saturday • Sunday • Monday
September 11, 12, 13

Schedule of Events

Saturday, September 11
10:00 AM—Meetings of Regional Associations
9:00 AM—Exhibits Open
3:00 PM—Exhibits Close
3:30 PM—MOA Industry Seminar
4:45 PM—Luncheon Coffee Break
5:00 PM—Seminar Continues ("Carnival of Ideas")
6:00 PM—Seminar Closes

Sunday, September 12
10:00 AM—Meetings of Regional Associations
11:30 AM—Brunch for MOA Members followed by General Membership Meeting
1:00 PM—Exhibits Open
2:00 PM—Ladies' Event
7:00 PM—Exhibits Close

Monday, September 13
10:00 AM—Exhibits Open
4:00 PM—Exhibits Close
6:00 PM—Cocktail Hour
7:00 PM—Cala Banquet & Show in The Great Hall

MUSIC OPERATORS of AMERICA • 228 N. LaSalle St. • Chicago, Ill. 60601
MOA Signs Capitol & Scopitone

CHICAGO—Capitol Records and Scopitone, the cinema juke box manufacturer, were signed by Music Operators of America to exhibit at the association’s Sept. 11-13 convention in the Pick-Congress here.

This brings to 57 the number of exhibitors signed to date for the annual coin machine conclave. Clinton Pierce, MOA president, is predicting that this is going to be one of the biggest conventions the association has had in many years.

MOA has four juke box manufacturers in the fold and virtually every major amusement manufacturer is a member. Record companies rank thin but the association has signed Columbia, Epic, Monument and Jay Jay along with Capitol, and expects to have several other firms signed within a week.

Woe Diskeries

Fred Granger, MOA executive vice-president, said that the association is going to do everything possible to make this a worthwhile convention for the record company.

This will include giving the diskeries a special table in the coin-op area series of discussions which will be held on topics of interest to operators.

The second half of the business seminar program will have experts sitting at tables placed throughout a room with operators free to go from table to table to discuss whatever topic they wish.

The entry of Scopitone plus the almost assured entry of Columbia will give operators a look at at least two different models of cinema juke boxes. Possibly a third may come in by convention time.

The cinema juke box was one of the few passing interest to operators a few months ago but the picture seems to have changed. Many in the trade now feel the machines have to be taken seriously.

The juke box manufacturer likewise feel that operators offer them a market that cannot be ignored.

University Seminar For 200 State DA’s On Pinball Operation

*Continued from page 55*

perform a function exactly similar to the function of other coin vending machines. King told the group. "The amusement machines will consist of the same basic design as the player's utilizing his skill in the operation of the flippers, batting the ball around the playground, running up a high score, and possibly winning a free play or two.

"The play of the amusement machine depends predominantly on skill, and there are no provisions for any payoffs directly or indirectly in connection with the machine's operation. Consequently, it does not constitute nor encourage a gambling operation and has never caused any trouble for law enforcement agencies," he declared.

King pointed out that "State and municipal laws regarding coin-operated devices vary considerably in different jurisdictions, and it is my purpose here to help you understand the operation of both types of these machines so that you can more easily and effectively handle any problems which might arise in your community through their use—and not confuse one type with the other."

And he concluded: "The coin-operated amusement machine business should not, in all fairness, be penalized and taxed by the operation of these gambling devices which are built to look like amusement pinballs."

Following King's lecture, Professor Inbas informed Billboard that two members of the Illinois State's Attorney staff intend to prepare an article on pinball games for the journal of the law school. King will likely be invited to prepare an article on the same topic, Inbas said.

Shooting a Film Per Week For Scopitone

LOS ANGELES — Harmon Films, which reportedly is under five-year contract to produce 48 American-star films annually for Scopitone, Inc., has completed 34 of the 24-week subjects to date.

This was reported last week by the studio's Irving Briskin, who said that the Back Porch Majority, Leslie Uggams, Vic Damone, Buddy Greco, Frankie Avalon and Shani Wallis are scheduled to go before the cameras in the next six weeks.

Briskin said artists receive about $1,000 for a day's rehearsal and shooting.

Patterson Int'l In New Spot

CINCINNATI—Patterson International Corp. President L. T. Patterson announced last week the opening of new offices and Midwestern showrooms in the Patras Alins Building here.

The firm will officially open its new facilities with an open house party Sept. 1.
Vended Cigarette Sales Were Up

CHICAGO—Vended cigarette volume increased in quantity and value last year despite a drop in total sales.

A report released by the National Automatic Merchandising Association last week suggested that this pattern indicated a tendency by smokers to buy single packs from vending machines instead of cartons from other outlets, in order to reduce smoking.

Dollar value for vended cigarettes in 1964 was $1,399,780,000, compared to $1,335,669,440 in 1963. The product remained the greatest vending money-maker in 1964, but its share of vended sales declined to 40 per cent as other product sales showed greater growth.

Coffee sales, for example, increased 20 per cent over 1963.

The NAMA report, in part, based on figures published by Billboard's Vend magazine, indicated that nearly 900,000 cigarette vending machines were on location in 1964. This compares with 853,000 in 1963.

The 1965 Billboard Industry Survey indicated that juke box-game operators gained 11 per cent of their income through cigarette sales.

The same survey indicated that 41.7 per cent of the machines are located in taverns, 28.4 per cent are placed in restaurants, with the remainder located in such spots as shopping centers, soda shops, industrial plants, public buildings, institutions and service stations.

Seeburg Tosses Buckeye Party

COLUMBUS, Ohio — A big dinner party for 300 operators from three States was thrown at a local hotel July 29 in celebration of the opening of the new Seeburg Corp. distributorship in Columbus.

Host for the event was Seevend president, Nivin Gililaz. Seeveng Corp. president, J. Cameron Gordon, was also on hand.

Seeveng facilities here include 20,000 square feet of office, warehouse-service-display space.

Cleveland Coin International

1929 Prospect Ave. Cleveland 13, Ohio
All Phones 775-1715

CHICAGO COIN
creates
Dependable Games

Proven Profit Makers

BALL BOWLERS
PUCK BOWLERS
PIN BOWLERS
SHUFFLE GAMES
BASEBALL GAMES
HOCKEY GAMES
RUFFLE GAMES
and many others!

SUPER-SONIC
AUTOMATIC BOWLING LANE
with SWIVEL SCORE RACK

now at your Distributor

CHICAGO MACHINE DIVI
CHICAGO DYNAMIC INDUSTRIES, INC.
1929 N. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Our modern new factory is devoted exclusively to manufacturing

SCHMELKE
QUALITY CUE STICKS
Professional Design—Long Life

For details SCHMELKE MFG. CO.
SHAKOPIE, MINNESOTA

Say You SAW It in Billboard

PHOTOGRAPHY

Lucky Strike. Williams Electronic Manufacturing Corp.'s latest single player. Adjustable for three or five-ball play. Offers player special scoring for 10 strikes. Three spares award player an automatic replay and an additional replay for each subsequent spare. Features back box animation.

Big League
2-PLAYER BASEBALL GAME

SMOKESHOP

1966 SMOKESHOP MODULAR 900. A 900-pack cigarette vender manufactured by Automatic Products, St. Paul. Features firm's "sell-a-vision" concept; companion piece to Model 100 Candyshop vender; 18 selections, nine automatic-shift columns; swing-frost opening; half-dollar or two quarter acceptor (accepts half dollars, quarters, dimes and nickels and delivers change) is optional; penny changer optional. Dimensions 64" x 35" x 20".

Pool Cue

BILLIARD CUE TIP. Manufactured by the Billiard Research & Development Corp., St. Clair Shores, Mich. (BRAD, Inc.). Two components: Specially formulated plastic and leather tip which snaps into a Celentano plastic point. Inside diameter permits 30 per cent longer stick-end diameter; needs no-glueing. Available in four standard sizes through billiard equipment dealers.

BILBOARD, August 21, 1965

Laters

Alaska
Californian
Flying Charities
Hershey
Kodak
Coke
Marvel
Melody Lamps
Magazines
Oklahomas
Prisons
Queen of Diamonds
Rackets
Rockets
Roller Skates
Shoe曳
Tenny
Tennis
Viking

WANTED
Fandango, S.B.
Lucky Strike, No. 3
Ralph
Star
Dandy
S.W.A.T.
Taylor
Shakey
Tin Man
Tangaroa
Tupelo

GUNS & RIFLES
Ball Call-In-Head
Ball Gun Smoke
Ball Gun Smoke
Ball Gun Smoke
C.C. Radio
C.C. Radio
C.C. Radio
C.C. Radio
C.C. Radio

KIDDIE RIDES
All Tech Chuck
All Tech Fire Engine
All Tech Fire Pumper
All Tech Gun Pumper
All Tech Gun Pump
Ball Little Champion
Ball Tumblar Riding
Twistler
Ball Hot Rod
Ball Lap Dance
Ball Race Car
Ball Rocket
Ball Rodeo
Ball Space Ship
Ball Space Ship
Ball Tech Launcher
Ball Wagon

Lucky Strike. Williams Electronic Manufacturing Corp.'s latest single player. Adjustable for three or five-ball play. Offers player special scoring for 10 strikes. Three spares award player an automatic replay and an additional replay for each subsequent spare. Features back box animation.
Organize for Virginia Tax Discussions

RICHMOND, Va.—President George Washington, the first president of Virginia, convened the First Congress of Virginia at the Hotel Williamsburg here last week to form a committee to study the state tax and consider for introduction next year.

The committee was also appointed to conduct preliminary investigations for the association's annual convention scheduled for Oct. 22-23, 1965.

A tax advisory committee appointed by the governor is expected to recommend that a state sales tax be adopted. Bailey said, it is estimated that Virginia towns and cities have already adopted sales taxes in varying amounts.

To Lend 12 to Many Taxes

It is felt in some quarters that the state would like to lend a tax before too many cities do so.

The aim of the tax association in the tax issue, Bailey said, is to win a coin machine exemption from the sales tax, whatever the amount imposed, on grounds that with coin machines it is impossible to collect a sales tax from the consumer.

Such an exception for the industry has been made, for example, in Williamsburg, which recently instituted its own sales taxes.

Virginia trade officials, Bailey said, are confident that this type of exception can be won at the state level provided a state sales tax becomes a reality.

MOA Books Top Artists For Banquet

CHICAGO.—Such record artists as Daanjo Jo, Al Martino, Vie Dana and Little Wally and Company have been signed for the gala Music Operators of Americaeta, which staged following the banquet which will end the group's annual convention here September 13.

Hirshe de la Vier, the show's producer, said that he expects an answer from Al Hirt by next week. MOA was previously given encouragement by the New Orleans star and the association is hopeful he will perform during the convention.

As in past years, assorted variety acts will round out the program. To date these include: Lenny Colyer, comic; Raye and Roman, dance teams; Sutton Dancers, and Frank York's 18-man orchestra.

August 21, 1965, BILLBOARD
Governor Calls For Special Game Session

LOUISVILLE — Kentucky Governor Edward T. Breathitt has asked that a special session of the State Legislature convene to clarify the operation of amusement machines. Present State laws are ambiguous, he said. His recommendation followed a thorough study by Jefferson County grand jury hearing into an alleged incident of a county judge sudden to raze a half of coin machines industry interests.

The grand jury returned no indictment.

Coming Soon


Sept. 9-11 — Music Operators of America national convention and trade show, Pack-Conn Hotel, Chicago, Ill.


Sept. 18-19 — Quarterly meeting of the Colorado and Industries of Nebraska, Norfolk, Neb.

Oct. 6-7 — Missouri Coin Machine Council meeting, Jefferson Hotel, Macau, Mo.

Oct. 7-8 — North Carolina Coin Operators Association meeting.

Oct. 16-19 — National Amusement Merchandising Association convention and trade show, Miami Beach, Fla.


COINMEN IN THE NEWS

BOSTON

After being kept hovering around on his successful discotheque setups, Gregg Pappas, Peabody operator, has finally managed to get his boot in the door. He's indentured mostly to his beautiful wife for an assist. . . . Luck was with Bob Jones, sales manager of Red Distributors in Watertown. He was the last man in a five-car pile-up in which one motorist was killed and others severely injured. Both were badly damaged but he walked away without a scratch.

Cloud's point, St. Redd, is off on a Chicago business trip and tour of several factories. Bill Herber, Sonkeshop vendor's assistant sales chief, is already touring the territory. Slowdowns require just that much more work. Al Levine of Rock-Ola's Brookline outlet outlines his. He's been soliciting the area of New England for Big Sound buyers and finding a few. Al has also found himself a new apartment after much looking in the elite Chestnut Hill section of Boston.

Marshall Carras, assistant general manager of Trimount Automatic Sales Corporation of Boston, is about to set out on a camping holiday in New Hampshire. He and his wife, Sylvia, hired a trailer tent and will take the children camping where they find the most picturesque spots in the Granite State. The Trimount staff has been vacationing in a big way this year. Dave Rinkin just back from India to Mexico.

Dan Brown took his wife to Europe to celebrate their 25th wedding anniversary, and Blanche Solmon took the office staff in for a trip to Paris, London, and a few other Continental capitals. . . . Puerto Rico is going to be all right for the staff of Solmon Company, Allentown. Bob Greene returned from that sunny isle lately and John Colgan is now enjoying it in Florida and sun. Billy Rinkin will be back in a big month.

CAMERON DEWAR

DENVER

Digging out following the most disastrous flood in Colorado history was Jen Hochstetler, phonograph manufacturer, and his wife, who lost more than 30 pieces of equipment during the incredible flood of mid-June. With many of his lo- cations washed out, Jen and his wife are rebuilding the water. Hochstetler found many of his phonographs and equipment smashed flat, as powerful currents from the rampaging Arkansas and Platte Rivers converged in the Lamar-Holly area. An old-line operator with many friends in the Denver organization, Hochstetler's "business" almost immediately as distributors throughout the area rushed replacement phonographs and games to him. Mike Savio of Disco Sales Company, for example, sent seven topnotch Wurlitzer phonographs to Hochstetler as soon as the roads were open, to beef up his routes.

Few brothers have ever managed to get as far away from the business at hand as Sam and Don Keys, of Apollo-Stereo here. During their recent vacations, Sam flew to Europe while Dan took off for Hawaii.

Area operators are finding that juke boxes can take much more punishment than one would expect. Many of the phonographs which were completely submerged in Colorado's epic flood of June 16 were seen to be serviceable again when treated to a new amplifier, new controls, and with the cabinet in proper place. Jack Moran, veteran mechanic at Apollo Stereo's repair shop, is expecting a government subsidy shortly for his coin-machinen school which graduated its first class a few weeks ago.

ST. LOUIS

Vacations and trips of one kind or another dominate the coin-op world. Several distributor staff and quite a few operators who missed a summer sojourn hoping to get into foreign parts, are expected back any day now. . . . Don Skinner, of Dj Amusement in Missouri, is back from Europe with Kurl Birk from Memphis, Mo., is in Canada fishing. Judy, lovely daughter of the H. R. Brown up in Kansas City, is a beauty contestant at the North East Missouri Fair. Jim Linneman of Linneman and Sons, St. Louis, returned yesterday because his wife, Jean, is in a Memphis, Tenn, hospital for a check-up. Locally Ken Champa and Ale Farber, of B.C. Enterprises, get away for a week's vacation. Just back, Jerry Nisenbaum, of Wonder Novelty, Joe McCormick, all vacationed in Musical Sales. Dottie Sears back at her Wurlitzer desk from a lake in the Ozarks visit. Lew Roben and Patsy Entinger took business jaunts to Chicago recently. And Don Tabacchi, not vacationing, but enjoying some time out of the office and visiting in at the recent Missouri Coin Machine Council convention, Harry Brockman, of Up Town Music One Stop, was back in office.

NEW POLICY

Chicagoland Phonograph manufacturers will unleash the sounds of their latest models and record firms will spin their latest disks at the Music Operators of Chicago trade show here Sept. 11-13.

An agreement by manufacturers here last winter to have the show on music which has held sway during recent national trade shows is to be maintained, according to Granger, executive vice-president of MGA.

To prevent "music escalation," the four major phonograph manufacturers agreed to standardize their equipment to the extent possible within the limitations of their machines.

A new plan has been adopted to avoid breakage of machines at the exhibit, a problem that has plagued manufacturers in the past. Instead of erecting a screen around each exhibit, a barrier to be used only when machinery is operated, will be provided the machinery in question.

Late Releases

Utilizing their own equipment, record manufacturers may play their latest releases, but will not allow the reproduction during all exhibit hours, but only during certain hours during each day of the show. There will be an equal opportunity for all machines to be heard and will be on a first-come, first-serve basis.

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By ANDRE DE VEKEY

LONDON — A concerted effort by manufacturers and distributors in the United Kingdom has led to the control of the distribution of large numbers of fruit machines in pubs during the past year.

One distributor places the number of such machines operating in pubs at 4,000.

After a pilot program proved successful, brewers who own the pubs, turned their machines on a profit-sharing basis with the pub tenants, and it was apparently the operation with good competition with the pubs.

60-30-10

The typical agreement sees the brewery taking 60 per cent, the operator 30 per cent and the tenant 10 per cent of the take.

The machines pay out to 1/- (14 cents) in cash and a ticket (70 cents) in tokens exchangeable for goods. The payouts are fixed according to a sliding scale which makes acceptance by local authorities possible.

The estimated pub market for such machines is 80,000 units, dominated the coin-operated business in the United Kingdom and the location are of U. S. U., K., Japanese and Australian manufacture.

When you give THE UNITED WAY Wonderful things happen for People

BILBOARD, August 21, 1965
Based on Higher Earning Power
All WURLITZER Music Systems are

GO!

Whether you operate conventional 100 or 200-selection Wurlitzer Phonographs with or without remote equipment, or the sensationaly popular Discotèque model, you'll find these greatest of all automatic entertainers possess a unique combination of beauty and sound that produces plus-play and the peak earnings in the industry.

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
109 Years of Musical Experience
**Pop Spotlight**

**PI**
- *Paul McCartney & Wings: Capitol pressing* (A2: SMAS 2397 (5)

Another No. 1 chart contender is this hit soundtrack from the Beatles' forthcoming film, "PI." Included is their current hit, "The Long and Winding Road," and "Fool On The Hill." The Warren Zevon album, "The Wind on the Water," is also No. 1 this week. "Hard Days' Night," and this LP will go right along with it. Exceptional film scoring is by John Williams, with songs composed by Lennon and McCartney.

**SPOTLIGHT PICK**

**ROY ORBISON**

**MC NEILL**
- *Epic* (A1: 4508 (5)
- *Epic* (A2: 4508 (5)

Making his debut on the Epic label, this distinctive Orbison style comes off in first-rate fashion. Orbison's vocal style is unique, and his band is top-notch. Stand-out performances are his current single "Blue Bayou" and a previously released "I'm A Blue Moon."**

**POPPY SPOTLIGHT**

**THE BEATLES**

**THE RHYTHM & BLUES ALBUM**
- *Paul McCartney & Wings: Capitol pressing* (A2: 4517 (5)

Further displaying his versatility, Orbison has a winner in this early pressing of "Blue Bayou," the first single released from his album, "Blue Bayou." The album itself is a masterpiece, and Orbison's voice shines through. The Don Costa arranges add tremendous energy to the playing and distinctive vocal blend. Chalk board.

**POP SPOTLIGHT**

**THE JUDY LYNN SHOW**
- *United Artists* (A2: 6442 (5)

"I Remember You," a classic track done in Judy Lynn's unique style, is the highlight of this album. Judy Lynn is a wonderful vocalist, and "I Remember You" is a standout. A trip to the records store is a must for any fan of American pop music. Judy Lynn performs the song beautifully. The album is a gem that will be treasured for years to come.

**CLASSICAL SPOTLIGHT**

**MOZART: DIE ZAUBERFLOH**
- *Magic Piano* (A2: 1286 (5)

A magnificent recording of the opera with itsrich melodies and beautiful singing. The performances of the soloists are superb. Delibes and Balakirev: Conductor Karl Bohm, who directed the music at the Vienna Philharmonic.

**COMEDY SPOTLIGHT**

**JOAN RIVERS PRESENTS**
- * appropriate title* (A1: 1286 (5)
- * appropriate title* (A2: 1286 (5)

Joan Rivers' perspective comments on our world and events, and the results are usually hilarious. Her humor is sharp and to the point. A must-listen for anyone who enjoys a good laugh.

**JAZZ SPOTLIGHT**

**CYCLE**
- *Paul Horn Quintet: RCA Victor* (A2: LSP 3346 (5)

(On the heels of his triumphant album "Jazz" Produced By The Alexeis" comes a new album from the folk-jazz legend Paul Horn. "Cycle" is a masterpiece, and Horn's playing is exceptional. The album is a true gem that will be enjoyed for years to come.

**HAYDN: THE CREATION**
- *Philharmonia Orchestra* (A1: 7191 (5)
- *Philharmonia Orchestra* (A2: 7191 (5)

This recording is a musical triumph. The performances are outstanding, and the disc is an absolute must for any classical music fan.

**JAZZ SPOTLIGHT**

**COUNTRY SPOTLIGHT**
- *George Jones & Emmylou Harris: United Artists* (A2: 3065 (5)

Having won the coveted "Country Music Association's Male Vocalist of the Year" award for 1971, George Jones is a true country music icon. "Close to You" and "We're Gonna Need a Little Bit of Help from the Government" are standout premium performances. This album is a must-play for any country music enthusiast.

**CLASSICAL SPOTLIGHT**

**HAYDN: THE CREATION**
- *Philharmonia Orchestra* (A1: 7191 (5)
- *Philharmonia Orchestra* (A2: 7191 (5)

This recording is a masterpiece, with exceptional performances from all involved. Haydn's "The Creation" is a cornerstone of the classical repertoire, and this performance is simply flawless.