Park Owners Score BMI Fees in Copyright Appeal

By MILDRED HALL

WASHINGTON — The sad saga of a costly Beatles concert was heard by the House Copyright Subcommittee last week, when George Hamid pleaded for changes in the revised Copyright law to aid amusement park businessmen in copyright battles with "gargantuan" music licensors.

A similar plea was made by a music tape manufacturer, Minnesota Mining and Manufacturing Co., to let stereocasting tapes in under compulsory licensing when sold outright — also to avoid being "at the mercy" of copyright proprietors.

During last week's hearing on the 1965 copyright revision, a separate bill to raise copyright office fees from $4 to $6 for registration, and from $2 to $4 for renewals, was presented by George Cary, Deputy Register of Copyrights. Increased fees are needed to partially offset spiraling costs to government in handling copyrights. Record (Continued on page 57)

85% COUNTRY STATIONS IN AWARDS POLL

NEW YORK — An estimated 85 per cent of the nation's country radio stations will participate in the 1965 Billboard Awards, to be televised over ABC-TV on the "Jimmy Dean Show" in October.

Country stations are having their programming on the 13 award categories before calling for listener ballots late this month. Stations not already participating may do so by mailing their reply cards to Billboard by Wednesday (11). The five nominees in each category will be determined by the station polls, and the final nominee list will be published in Billboard's Sept. 11 issue.

'Going to Cook,' NARA Asserts At Convention

By CLAUDE HALL

HOUSTON — The National Association of Record Retailers will unveil Saturday (7) definite policies towards manufacturers at its national annual convention here. Carl Proctor, Mercury's Blue Rock sales manager, on behalf of NARA, announced Friday morning that "there is a vibrant young force in Negro stations. These disks, labeled unacceptably or controversially by American broadcasters were: "In the Summer of His Years," a tribute by Millie Brown to the late President Kennedy on ABC-Paramount, which was covered by Kate Smith on RCA; Connie Francis on MGM, Mahalia Jackson on Columbia and Tony Arden on Decca; "Now," a plea for first-class citizenship for Negroes sung by Lena Horne and released on 20th-Fox and "Ballad of Ira Hayes," depicting injustices to American Indians, sung by Johnny Cash on Columbia.

Danhill Productions executive Lou Adler, in attempting to explain why "Destruction" has jumped on format station playlists, claims the song is not a protest at all. The writer is

Record of Absurd Gets Serious Play

By ELIOT TIEGEL

HOLLYWOOD — A record depicting the frenzied plight of society today, written with biting incisiveness by a 19-year-old renegade from surfing music, is gaining acceptance over top 40 stations despite its "controversial" lyric.

The writer is P. J. Sloan and his composition is "Evie of Destruction," sung by Barry McGuire on Dunhill Records. Close to 200,000 copies were sold as of last week. The disk was released July 26.

What is so remarkable about the single is its acceptance by radio stations. During the past two years three other singles of a controversial or sociological nature were refused play by U. S. stations. These disks, labeled un-
Skeeter Davis has a new hit single "Sun Glasses" c/w "He Loved Me Too Little" - 8642

RCA Victor
The most trusted name in sound
Sizzling Pitch at Liberty Parley

HOLLYWOOD—Capitol Records utilized a round-robin seminar system to educate and test its sales promotional personnel at its recently concluded fall sales convention in Puerto Rico.

Conventioners were broken down into six groups rotated through six workshops to study and analyze Angel Records, special product, single and album sales for the next month and two sessions called sales I and II.

The idea behind the workshops at the Sherman Hotel was to generate an exchange of ideas between employees.

In the singel workshop, excerpts from record releases were used, making the conventioners more aware of the promotions that were going on.

Volunteers were also solicited to represent rack jobbers, one-stops, dealers and program directors with other volunteers demonstrating how they would promote new singles to these segments of the industry. Pricing was also the subject of some of the workshops.

Full single and LP producers of all categories were represented at the convention, including singles from "Help," the Beatles new film being shot.

After performances at the final dinner show included Bobbie Gentry, Del Shannon, Glen Campbell, Lou Rawls and Mickie Lynn. The names as soon as his employment in Puerto Rico were: Wednesday-Sunday (14-18).

LOS ANGELES—Sell the "sizzle as well as the steak," Liberty Records marketing director Lee Mendell bade distributors at the 1st Liberty-Imperial-Pacific national sales convention here (30-31) at the Ambassador Hotel.

Mendell's terse pitch to 648 men attending the label's 10th anniversary convention-business meeting, stressed the importance of value of the home entertainment value of phonograph records. The selling value of an LP must be emphasized, he added. Realistically, however, this is an educational process, Mendell said, which cannot be done overnight.

Yet an informational-educational approach to selling should be "native" to distributor's salesmen. Liberty's growth potential for the future is great, Mendell said, but "accept the responsibilities as well as the benefits." The executive charged the conventioners with expanding their total marketing concepts, including a re-emphasis in the joke box singles field.

Corporative president Al Bennett estimated Liberty returns around 200 singles and 120-125 albums a year, indicating the company's year-round activity. "Ten years ago 75-80 per cent of all records were singles," Bennett said. "Today it's been reversed."

A doubling of the company's co-op advertising promotion with distributors was announced by Al LaVinger, merchandising director. The company has expanded the areas in which co-op advertising may be used to include radio, LaVinger revealed. "We have the backers, we want you to use them," he explained.

LaVinger introduced two members of the expanded art department, director Woody Woodward, and Dick Oliver. Woodward was with World Pacific nine years. To increase the company's international effectiveness, Ron Krause, formerly Vee Jay's resident European rep has joined the operation.

In the new product area, the three labels would be releasing a total of 24 LPs during August-September. In addition to the already mentioned artists (Billionaire, August 7) packages would feature Les McCann, Gerald Wilson, Gail Fuller, Buddy Gillispie, Jovon Donato, John Barbour, Ravi Shankar, Johnny Rivers, Billy J. Kramer, Jackie DeShannon, Sandy Nelson, Mel Carter, Slim Whitman and the Gypsies.


capitol uses rotation system at convention

CBA REPORTS

Religious Disks Post General Market Gain

PHILADELPHIA—As the distribution base broadens, religious records will increasingly become a potent factor in the general record market. This was the firm feeling, based on their own national figures, by the manufacturers and distributors of sacred and gospel music recordings exhibiting at the 15th annual convention at the Sherman Hotel here of the Christian Booksellers Association (CBA) from Aug. 1 to 5.

While the largest part of their sales is still among the approximately 1,000 CBA outlets plus the sales registered by the recording artists themselves while on tour, they all find a growing acceptance of the religious records in the general record market.

Bill Jelley, national sales manager for Word Records, of Wax, Tex., said that emphasis is being placed on franchising rack jobbers and independent distributors for its labels—

(Continued on page 57)

ABC-Para. and Light To Go Separate Ways

NEW YORK—Enoch Light and ABC-Paramount Records will part company at the end of next month. Light is vice-president of the Grand Award Rec-
The action starts with Columbia singles!

"A Card for My Baby" c/w "Midnight Prowler" 4-43359
by Len and Glen

"Goodnight, Irene" c/w "Stop, Look, Listen" 4-43359
by Linda Gayle

"Must I Tell You (I Love You)" c/w "Miss You So" 4-43351
by The Liverpool Set

Everything's going for COLUMBIA RECORDS
That tive Lieberson, a ords explained hardly an entry direction pany.

Forestry and Conservation labels the business is based on. He has been the forerunner of the mass-recording industries.

Prior to coming with Columbia, Davis served for three years in Judge Samuel Rosenfield's law firm of Rosenfield, Colin, Tobin, Kays, Pessach & Freund, the firm which represents Columbia. While there, Davis dove into his talents to general corporate matters rather than as a trial lawyer. Among the firm's entertainment industry clients with whom Davis was directly involved was Columbia Artists Management, Inc. This experience further helped to broaden his grasp of the artist's facet of the record business.

When asked, Davis recalls that his deep interest in the music industry led him back to his college days. While in school, he was intrigued by business management, and he has continued to analyze how the business works ever since.

His favorite time diversions include the theater ("I never see anything that can be missed in town"), books and sports. He lives in Manhattan, overseeing the company's lot when he moved a year ago from Roosevelt, N. Y. He is the father of two children.

NARAS Maps Membership Move

HOLLYWOOD—An all-out campaign to snare the rock 'n' roll-contemporary music fraternity to the National Association of Recording Arts and Sciences (NARAS) is envisioned by Dave Pell, energetic new chapters president, the head of the new chapter.

Pell and other members of the local chapter feel that the contemporary music recording scene has hardly been recognized by the Recording Academy over the years. He is busy working in the current trend of music feel outside NARAS. Pell is planning to organize a chapter in New York City for people interested in contemporary music.

Meetings of a "conversational" nature on a regularly scheduled basis for enthusiasts is one means by which Pell hopes to activate interest in the group, which he believes has not yet been recognized by NARAS.

Fuller Label

TAMPA, Fla. — Fuller Records has been formed here as a wholly owned subsidiary of Charles Fuller Productions. The label will be headed by John R. Brumage, chief recording engineer for the parent company.

"There is a driving need for the Academy to recognize today's contemporary music," Pell said after chairing his board of governors meeting last week. "We've always had classical and other representation but we don't have the young people who are working in today's record business. The record academy should be where the records are.

Another area Pell's chapter is concerned about is simplifying and revamping the 47 categories of Grammy awards. "There are only two categories out of 49 which recognize rock 'n' roll and rhythm and blues," Pell said. The new president added he would seek to get more recognition for these genres and also having members of each separate craft select categories. The idea is to make the operation of the academy easier.

"Having members of a craft vote is the answer to having wrong people voting on the members who are made winners," Pell explained. Next year's awards banquet has been set in March instead of April-May as was the case in past years.

In order for West Coast ideas to have fruition, NARAS chapters in New York, Chicago and Los Angeles are being asked to set up chapters and ask the national board to act on the suggestions. "We're hoping in the future to be able to come up with some answers for our 'ills," Pell noted.

Braun Cuts 4 Hunter Tunes

CINCINNATI—Bob Braun, WPLJ, has given a new direction to his station's record inventory, in New York last week to record four Hank Hunter tunes at Associated Studios, with Hunter, head of Pocron Productions, handling the production end. Hunter is negotiating to lease the masters to a major label, and Braun will release them on his own Pocron label.

Braun's last big one was "Until Death Do Us Part" on Decca. A veteran charter, Hunter wrote "Tears and Toeses" for Al Martino, "Vacation," for Connie Francis, and "Jive for Oldies' Sake" for the McGuire Sisters, among others.

BILBOARD, August 14, 1965
NOW...SONNY HAS A HIT OF HIS OWN...WITH A POWERFUL MESSAGE!

LAUGH AT ME
Atco 6369

Arranged and Produced by: SONNY BONO
A YORK-PALA Production
Chas. Greene/Brian Stone

THE SHINDIG PICK OF THE WEEK!
Watch Sonny perform it August 11

WHY CAN'T I, BE LIKE ANY GUY
WHY DO THEY TRY TO MAKE ME RUN, SON OF A GUN
WHAT DO THEY CARE, ABOUT THE CLOTHES I WEAR
WHY GET THEIR KICKS FROM MAKIN' FUN
THIS WORLD GOT A LOT OF SPACE
AND IF THEY DON'T LIKE MY FACE
IT AIN'T ME THAT'S GOIN' ANYWHERE
SO I DON'T CARE
THEN LAUGH AT ME,
IF THAT'S THE FARE I HAVE TO PAY TO BE FREE
THEN BABY, LAUGH AT ME
AND I'LL CRY FOR YOU
AND I'LL PRAY FOR YOU
AND I'LL DO ALL THE THINGS
THAT THE MAN UPSTAIRS SAYS TO DO
I'LL DO 'EM FOR YOU, I'LL DO 'EM FOR YOU
IT'S GOTTA START SOMEPLACE
IT'S GOTTA START SOMETIME
I'LL MAKE THAT OTHER CHEEK MINE,
AND MAYBE THE NEXT GUY, THAT DON'T WEAR A SILK TIE
HE CAN WALK BY AND SAY HI, SAY HI, INSTEAD OF WHY

Words and music by Sonny Bono

Current
SONNY & CHER
Smash:
I GOT YOU BABE
Atco 6359

JUST RELEASED!
SONNY & CHER's
FIRST LP
LOOK AT US
Atco LP 33-177 (mono & stereo)
Sub-Distributor Reaction to the Columbia Statement

CHICAGO — Columbia’s warning that it would discontinue selling to distributors who solicited its full-line accounts produced reactions ranging from anger to outright indifference among record jobbers in the Midwest.

Howard Rosen, Mid-America here, said he wouldn’t blame Columbia for feeling the way it did if records simply utilized their functional discount to steal Columbia’s accounts.

“However, what about the most discount stores that were developed into full-line accounts by record jobbers such as us,” Rosen said. “Columbia’s letter leaves us very confused. It appears Columbia wants to put itself in the position of choosing what accounts it should sell direct.”

Varied Reactions

Rosen said that about 75 percent of the discount jobbers in the country were selling and subbing on the type of accounts the diskery seemed to be talking about.

Jim Tiedjens of Musical Isle, Milwaukee, simply said that he threw the letter in the wastebasket. “I don’t think it will have any effect on us,” he said.

“If a customer wants to do business with a record merchandiser who gives him complete service, what are we to do?” Tiedjens asked. “You can’t tell people what to do with what they want.”

STEVENSON LP

NEW YORK — MGM Records last week released “The Voice of the Unknown Man,” an album of selections by the late Adlib Stevenson. One side of the album was Stevenson’s campaign speeches, while the other is devoted primarily to his United Nations years. Linklater narration is delivered by Alexander Scourby.

The album is accompanied with a four-page illustrated booklet containing President Johnson’s eulogy, an editorial from the NREX Republic and a World War II cover story.

Randy Wood Forms Mira

LOS ANGELES—Mira Productions has been formed by former RCA President Vee Jay Records. His staff is comprised of several other executives, including former A&R head Bing Gubelin, who is said to be planning a new label to be called “Hootenanny.”

First single released is “Too Many People” by the Lavers.

Spindled Formed

KANSAS CITY, Mo.—A new company, Spindled, has been formed here and has cut an impression of a new record with the title “I’m Not O.K.”

J. Gabler Dies

NEW YORK—Julian Gabler, founder of the noted Commer- ce Record, died Monday, Sept. 29, 1969, at the age of 53.

Gabler had been a leading figure in the record industry for many years and was widely respected by his colleagues.

Mehegan Volume Offers Jazz Piano Analysis

NEW YORK — Jazz pianist and composer Mehegan, whose album, “Contemporary Piano Styles” (Philips, T5309), has been released, gives a jazz piano analysis of the music of the 19th century.

Mehegan’s analysis includes a discussion of the historical background of jazz and its development, as well as an exploration of the various styles and techniques used in the genre.

Newly released, Mehegan demonstrates his solo piano abilities, playing a variety of jazz styles, including swing, bebop, and free jazz.

Turntable’s 1st Product: Susan King, Smith Disks

NEW YORK—First product to be released on the new label, Smith Disks, will be a recording by the famous jazz pianist, Bill Evans.

The label, established by Susan King, is said to be the first independent jazz label in the United States.

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HELP! IS HERE

THE
SOUNDTRACK
ALBUM!

AIRPLAY BEGINS: AUGUST 9!
NATIONAL RELEASE: AUGUST 13!

FROM THE BEATLES
NARA Asserts at Its Parley: Going to Cook

Continued from page 1

radio making its move. From this moment on, NARA is going to cook.

Indications late Friday were that a NARA splinter group, calling itself "The New Breed," was at work behind the scenes to oust the present control of the organization, and lead it in a more dynamic direction.

Philadelphia deejay Del Shields was to present the new group's program at a luncheon Saturday to be hosted by MGM. Some of the points the group will propose: Establishing job security and a national minimum wage base, an employment bureau, opening a permanent NARA office (New York City recommended as the headquarters base). The group's primary criticism of the present operation is that NARA is active only during convention times, and remains dormant throughout the year.

A fact-finding committee searched for new policies Wednesday, Thursday and Friday here in an effort to improve the association's image. However, the NARA program was aimed at internal improvements as well as a new image.

Members Thursday at the 10th annual meeting—the first held in the South—voted to elect a 15-man committee.

In the running for president were Ed Wright of WABQ, Cleveland, and Chuck Jackson, KFOX, Los Angeles. Wright was considered to be too contentious as of Friday night.

In addition, NARA will increase its vice-presidents to four. The executive vice-president and the president will be members of the 15-man governing committee.

Largest Ever

The six-day convention is the largest ever held by NARA, according to Mrs. Novella Smith of KPBC, Houston, committee co-chairman. She said about 400 DPs had registered in advance plus 200 record men. As of Thursday night, only about 150 had registered, but the big crowd was expected Friday when disk jockeys got off for the weekend.

One of the speakers Thursday afternoon was "Voices of Gemini" Paul Haney, public affairs officer of the National Aircapace Adminstration, Chuck Cheffman of Monument Records, vice-president and director of marketing, announced that Sound Stage 7, a Monument subsidiary, will be heavily oriented to R&B. The label—currently new—has had many successful pop records. Cheffman said that the first R&B release on Sound Stage 7 will be out in two or three weeks. Among the artists signed are: Roscoe Shelton, Sam Baker, Lattimore Brown and Bob King. Cheffman also announced that Sound Stage 7 and Monument would sponsor an annual scholarship whose recipient will be selected by NARA's board of directors and presented annually at the NARA convention.

Special Awards

Presto and Deeco's Lenny Salidor received special NARA awards Friday afternoon. Andrew E. Dalton, of WVEU, Huntsville, Ala., and general manager Paul Hoy of KYOK, Houston spoke Friday. Most of the convention seemed to be taken up with backstage wheeling and dealing and entertainment. Johnny Nash was one of the entertainers Thursday night at a cocktail party-dine held by Spector-Waid Records.

Duke-Peacock, Vee Jay and Constellation scheduled a show Friday night that was to include such stars as Bobby Bland, Jerry Butler, Junior Parker, Joe Hinton, Gene Chandler and O. V. Wright, the Ovations, Jimmy Washington, and others.

A NARA benefit show, slated for Sunday, was to include such artists as Jackie Wilson, James Brown, the Marvelettes, Mary Love and others. Brown had to cancel his appearance because of the death of his brother Alfred Tay, 36, who died Wednesday.

Disney Backs Bid

Continued from page 4

could hide the notice in a musical part” and still claim it was a “reasonable position” under the proposed broad language of the 1965 bill. Also, they think derivative works claiming copyright should point out which is new, and which public domain material, for the benefit of users.

Senate hearings scheduled to open last week were canceled in mid-week due to pressure of apportionment legislation floor action. No new date was set as of Billboard’s deadline.
KAPP IS PRODUCT FOR PROFIT

(PHASE I)

Kapp is: The Piano
SUMMER WIND AND YOUR SPECIAL REQUESTS
Roger Williams
KL 1434; KS 3443
A delightful collection of current hits and the favorites of Roger's fans, with his exciting piano interpretations blended neatly with the merry Brazilian Cha-Cha. For the first time, these two talented artists are together in a fabulous LP highlighted by SUMMER WIND.

Kapp is: Young Artists
PLAYING GAMES AND HAVING FUN
The Do-Re-Mi Children's Chorus
The KL 1438; KS 3438
Warmth and appeal that fill the void between the end of the middle market (age 0) and the start of the pop-rock market (age 10).

Kapp is: The Trumpet
TALL MAN WITH A HORN
Jimmy Sedlar
KL 1441; KS 3441
Cocking clean trumpet sounds in numbers like "Memories Are Made Of This", "You Don't Have To Keep Me Waiting For The Stars To Come Out In Your Eyes" and "Balladina", from a man with the personality and the talent to go places in a big way. The combination of assets plus tremendous mass merchandising and promotion should produce a new star.

Kapp is: Comedy
YOU DON'T HAVE TO BE JEWISH
KRL 4603; KRS 4503
A wildly funny new album by the writer and producer of the famous "First Family" album, performed by Fran Gerac, Jack Grice, Lou Joseph and others. You may not want to be Jewish to enjoy this LP, neither do your customers.

Kapp is: Great Ballads
THREE'S LOVE & THERE'S LOVE
Jack Jones
KL 1495; KS 3445
Jack Jones, the new vocal king, sings a collection of the past love songs, magnificently arranged by the famous Riddle. Hits include "True Love", "Embraceable You", "Young At Heart" and "I Love Her". Wonderful!

Kapp is: Hits
THE BIG HITS OF 1965
Hugo Winterhalter
KL 1426; KS 3442
This current hit concept and a proven album hit maker combine in this listenable and salable new album. Big hits like "Red Roses For A Blue Lady", "Gildfinger", "Downtown" and "King Of The Road". The cast has shown the strength of the buying market for "hit" LP's of this type.

Kapp is: International
BE MY LOVE
Robertino
KL 1436; KS 3446
A powerful artist who's never failed to make money, sings six Italian and six English language songs, including the new hit "Two Different Worlds". With 300,000,000 Italian-American families in the United States, no wonder there is such a consistent market for this product.

Kapp is: Country Hits
COUNTRY BUDDIES
KL 1446; KS 3446
The top names in Kapp's country catalog, Billy Edd Wheeler, Patsy Cline, Warner Mack, Hugh X. Lewis, Glen Barlton, M.G. Carter, Butch Roy, Freddie Hart and Dick Floyd, with their most appealing sides. Sure-fire appeal and sales to the buyer of Country & Western music.

Kapp is: Country & Western
SATURDAY NIGHT AT THE OLD BARN DANCE
KL 1442; KS 3442
At-Home country music by the entire cast of WSM's famous country band "The Midnight Jammers". More than 50% of the viewing and listening population of the United States has been exposed to the fun and pleasure of this famous show.

Kapp is: Latin
CARNIVAL IN RIO
Orchestra Copacabana
KL 1448; KS 3446
A dozen of the exciting "Carnival" songs from Latin America re-recorded by the famous Orchestra Copacabana. No American imitation comes close to recreating the true Latin flavor as heard in this LP.

This is the greatest sales promotion and advertising program in our history. Contact your local distributor for details.

Kapp is: People
Kapp is: Product
Kapp is: Reputation
Kapp is: Quality
Kapp is: Catalog
Kapp is: Sales
Kapp is: Merchandising
Kapp is: Promotion
Kapp is: Advertising
Kapp is: Profit

Copyrighted material
Carol Sloane Getting A New Image by Col.

By EJOTIE TIEGEL

NEW YORK—Carol Sloane is now being groomed in a new career by Columbia Records as a pop vocalist. For the 24-year-old singer, her new pact with Columbia offers her a second chance at record stardom. From 1961-1963, she was an aspiring jazz vocalist with the label after quickly being snared as a result of a Newport Jazz Festival performance.

"I wanted to be a musician's singer then," Miss Sloane said. "What concerns Carol these days is working toward the sustaining power of such performers as Peggy Lee, Ella Fitzgerald and Etta Goren. Miss Sloane admits that her first recording career developed too quickly, but now she's ready to face the difficult task of reaching mass audiences.

"I know myself much better now than I did two years ago, when I first consulted her regarding a show business career. Miss Sloane had arranged myself to take her years to gain stature. Her career at Columbia is being guided by two 44-year-old, John Simon and Eileen Arnott. Miss Sloane's first single, now getting airplay on Top 40 stations, is "Music," written by Simon and Arnott.

During her first go around with Columbia, she recorded two LPs, none of which filled the company's expectations. Carol says she knows where she went wrong and is not now tackling singing with somber earnest. When her contract ran out with Columbia, she quietly withdrew from the record industry, but kept working in clubs and doing TV roles for the past several years.

She has appeared regularly on NBC-TV's "Tonight" show and CBS-RT's "Ring of Fire." While appearing on the "Tonight" show, she said, "I'm one of those persons who have been around a long time." 

Ellington, Fiedler Make Tanglewood a Go-Go Spot

LENOX, Mass.—A live recording at RCA Wednesday (28) of a concert featuring Arthur Fiedler and the Boston Pops Orchestra with Duke Ellington completely disfranchised this band's high-strung sound at Tanglewood. Fiedler opened proceedings with "Amantes Rosas, Spanish March," followed by the-chorus to "Tell Me, Pretty Baby" and Britten's "Matinee Musiquettes."

These, the conductor performed with the Boston Pops with marvellous precision. With Ellington at the piano, Fiedler and the composer-pianist blended in a series of elegant numbers, including "Mood Indigo," "I'm Beginning to See the Figure" (as "Satin Doll") and "Runnin' Wild." The arrangements by Richard Hayman are splendid and the band is a sparkling, swinging, and drew cheering and applause.

After Ellington's turn, Fiedler romped through vigorous arrangements of selections such as "Mary Poppins" and ended with "Take the "A" Train" number" which included five encores, including "I Want to Hold Your Hand."

Ellington's "Jumpin' at the Woodside" was the encore for Du Pont's "Piano" which the orchestra's Pension Fund benefited. RCA Victor has a prize record from the session.

Robert SOBEL

People and Places

Peter Paul and Mary will be on a round-the-world tour from Sept. 20-Oct. 3. The group will hit Honolulu, then Brisbane, and from there, they'll be making a transpacific, three-week 10-day tour of Indonesia, which will be followed by a four-week tour in South Africa. The group will also be making several appearances in Europe and France, and then, they'll be heading for the United States, where they will be performing at the Hollywood Bowl and other major venues throughout the country.

The group has already begun recording sessions for their next album, and the sessions will continue in Los Angeles, where they will be performing at the Hollywood Bowl and other major venues throughout the country.

The group has also been working on their new album, which is scheduled for release in October. The album will feature new material and will be recorded in Los Angeles, where they have been working closely with producer Dave Edmunds, who has already worked with the group on their previous albums.

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thanks a million, deejays.

"IF I DIDN'T LOVE YOU"
Wand 188

your strong support has made the record a smash!

CHUCK JACKSON

ITINERARY
July 22-24, Basin Street East, N. Y. C.
July 26-Aug. 1, Forty Thieves, Hamilton, Bermuda
(Just Broke the All-Time Attendance Record)
August 9, Detroit, Mich.
August 11, Milwaukee, Wis.
August 12, Minneapolis, Minn.
August 14, Dayton, Ohio
August 15, Columbus, Ohio
August 18, Oklahoma City, Okla.
August 19, Longview, Tex.
August 20, Beaumont, Tex.
August 21-Aug. 22, Houston, Tex.
August 24, Lubbock, Tex.
August 25, El Paso, Tex.
August 26, San Antonio, Tex.
August 27, Galveston, Tex.
Sept. 3-Sept. 9, Apollo Theatre, New York City
Sept. 11-Oct. 10, One Night Tour
NEW ALBUMS FOR AUGUST

THANGSVILLE
Duane Eddy
LPM/LSP-3432

CURTAIN TIME
PAUL LAVALLE and The Band of America
LPM/LSP-3403

PEGGY MARCH/BENNIE THOMAS
Meet In Our Fashion
Big teen attraction. "Blue on Blue," "Not Every Day of the Week," "I Love You So Much It Hurts" and 9 other hits. In Dynagroove sound.
LPM/LSP-3408

MEET MARVELOUS MARILYN MAYE
LPM/LSP-3397

OUTSTANDING NEW RED SEAL RECORDINGS

RAYMOND LEWENTHAL
Piano Music of ALKAN
Signals a renaissance of interest in this exotic and fascinating music. Lewenthal's performances are great! In Dynagroove sound.
LM/LSC-2815

TIMOTHY BACH
THE SIX BRANDENBURG CONCERTOS
Distinguished artist-musicians presenting these Baroque treasures in the great European tradition. Six concertos on 2 L.P.s.
LM/LSC-7038

BRAHMS: SONATA IN D MINOR
A dynamic collaboration, the only recording of the two musicians together. Kapell's mastery contributes to the legend.
LM-2831 (Mono only.)

Copyrighted material
The most trusted name in sound

EXCITING NEW POP ALBUMS

Am I That Easy to Forget
CARL BELEW
Top material by this hit country artist includes "Kentucky Waltz," "She Reads Me Like A Book," plus 10 more. In Dynagroove sound.
LPM/LSP-3381

Class of '65
THE FLOYD CRAMER PIANO
Floyd adds big band sound for big appeal in "Downtown," "Red Roses For A Blue Lady," "Mr. Lonely" and 9 more. In Dynagroove sound.
LPM/LSP-3405

JULIAN BREAM IN CONCERT
Late Music by Dowland and Byrd
Six Lute Songs by Dowland
PETER PEARS, TENOR
His many fans will welcome this addition to his recordings. Tenor Peter Pears joins him to sing six of Dowland's most charming lute songs.
LM/LSP-2819

Rubinstein's ever-growing art glows in these warm, elegant performances. 2 L.P. set contains 8-page insert. In Dynagroove sound.
LM/LSP-7037

Julian Bream in Concert
Lute Music by Dowland and Byrd
Six Lute Songs by Dowland
Peter Pears, Tenor
This many fans will welcome this addition to his recordings. Tenor Peter Pears joins him to sing six of Dowland's most charming lute songs.
LM/LSP-2819

Rubinstein's ever-growing art glows in these warm, elegant performances. 2 L.P. set contains 8-page insert. In Dynagroove sound.
LM/LSP-7037

Tom's 2
The most trusted name in sound

-effects

Tahiti YESTERDAY and TODAY
QUINN'S COMBO - THE TAHITIAN NATIVE GROUP
6 traditional native songs on 1 side and 6 modern songs on the other. Recorded at Tahiti's top tourist spot, Quinn's Waterfront Bar.
LPM/LSP-3344

Jim Reeves UP THROUGH THE YEARS
12 songs that trace Jim's career. "I Know One," "Bimbo," "Ichabod Crane," "Tweedle O'Twill," "Jimbo Jenkins," "I'm Hurtin' Inside." LPM/LSP-3427(e)

The Many-Splended Guitars of LOS INDIOS TABAJARAS
LPM/LSP-3413

SHIRLEY VERRETT Carnegie Hall Recital
January 20, 1965
From the sell-out Carnegie Hall recital, includes her great performance of the Mozart "Alleluia" and four Russian songs (in Russian).
LM/LSP-2833

Where There's A Concerned Justin Tubb
Carrying on the family name with his own hits. "Loneliness 77203," "Prematurely Blue," "If I Miss You," 9 more. In Dynagroove sound.
LPM/LSP-3399

LPM/LSP-3381

Julian Bream in Concert
Lute Music by Dowland and Byrd
Six Lute Songs by Dowland
Peter Pears, Tenor
This many fans will welcome this addition to his recordings. Tenor Peter Pears joins him to sing six of Dowland's most charming lute songs.
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LM/LSP-7037

PROFILES IN COURAGE
by JOHN F. KENNEDY
Narrated by Senator Edward M. Kennedy

SHIRLEY VERRETT
Carnegie Hall Recital
January 20, 1965
From the sell-out Carnegie Hall recital, includes her great performance of the Mozart "Alleluia" and four Russian songs (in Russian).
LM/LSP-2833
TOP 20—Spotlights—Predicted to reach the top 20 of the HOT 100 Chart

THE DAVE CLARK FIVE—CATCH US IF YOU CAN (Brunston, BMI)—Rushed out by popular demand is this third single rocking out from their forthcoming film and soundtrack album "Having a Wild Weekend," Smash follow-up to "I Like It Like That." Flip: "On the Move" (Brunston, BMI). Epic 9833

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

IAN WHITCOMB—N.E.R.V.O.U.S. (Burdette, BMI)—More wild, off-beat and humorous material from the "You Turn Me On" lid with the same teen人口. Flip: "Action" (Burdette, BMI). Tower 155

ROY ORRISON—RISE AWAY (Acree-Rose, BMI)—Making his debut on the MGM label, Orrison has a winning drive in a piece of strong with moves from start to finish with a strong dance beat. Flip: "Wondering" (Acree-Rose, BMI). MGM 13386

SOLONOR BURKE—SOMEONE IS WATCHING (Wich Iv-Talbert, BMI)—Hot on the heels of his "Tonight's the Night," Burke will top this hit with this soulful ballad reading backed by big band sound and a raucous rousing chorus to top their recent hit "Something You Got." Flip: "Don't Go" (Flemar-Chuck & Betty, BMI). Vangogh 4191

BARRY McGUIRE—EYES OF DESTRUCTION (Trendsdale, BMI)—Strong vocal interpretation from former New Basics member is backed by a solid dance band. Commercial message lyric aimed at teen-age thinking leaves a lot to be desired. Flip: "Something More Than This" (Trendsdale, BMI). Dunhill 4099

DEL SHANNON—MOVE IT ON OVER (Vicki, BMI)—Polishing that old soul sound by putting a swing into the act and combining vocals which should rouse Shannon up the charts. Flip: "She Still Remembers Tony" (Vicki-Bright Amity, BMI). Del Shannon 1117

THE OLYMPICS—BABY PM YOURS (Regent, BMI)—Following up their successful "Good Lovin," the group should hit fast with this hard hitting blues ballad with full rich backing. Flip: "No More Will I Cry" (Towles & Aries, BMI). Loma 2017

THE EVRYL BROTHERS—LOVE IS STRANGE (Ben Ghazi, ASCAP)—Strong revival of the Mickey and Sylvia oldie should move the Evryls rapidly up the charts. Good universal appeal and jive vocal work, well put together with an English-Nashville feel. Flip: "Man With Money" (Acree-Rose, BMI). Warner Bros. 5649

LINDA GAYLE—GOODNIGHT, IRENE (Ledlow, BMI)—Big sound is this rising teen revival of the classic. Great discotheque back up dressed strong backing vocals and vocal. Flip: "Stop, Look, Listen" (Bill & Range, BMI). Columbia 11539

THE FIVE EMPERORS—LITTLE MISS BAD (Rudford, BMI)—Hard pounding leader guitar drives this teen sound performance piece. Left fielder that should go all the way. Flip: "Hey Lover" (Fletcher, BMI). Format 100

MARY LOVE—I'VE GOTTEN YOU BACK (Jobete, BMI)—Soft seller with a fascinating vocal reading backed by a full rich rhythm and dance beat. Flip: "Hey Stoney Face" (Jobete, BMI). Modern 1010

JODY MILLER—HOME OF THE BRAVE (Screen Gems, BMI)—Change of pace material for the "Queen of the House" gal is this powerful teen message song which puts the town downtown of the boy with the long hair and funny clothes. Flip: "It's a Crime" (Screen Gems, BMI). Epic 4848

BONNIE & THE TREASURES—HOME OF THE BRAVE (Screen Gems, BMI)—Teen sound interpretation of the hot teen message piece of material. Driving beat from start to finish and vocal reading to match. Flip: "Our Song" (Mother Bertha, BMI). Screen Gems 15404

THE DONODANS—COPENHAGEN, MEYSENDY, GYPEESEE (Myto, BMI)—With all the exciting rhythm and puzzle lyrics of the "Shirley Ellen" success this one has the same teen potential. Good beat and vocal. Flip: "Please Don't Say We're Through" (Myto, BMI). Screen Gems 10878

GERALD WRIGHT—I'VE PARDONED YOU (Screen Gems, BMI)—Dratiful, soulful performance serves as an exciting debut of both the artist and the label that should put both of them on the chart. Flip: "When Love Turns To Fity" (Joy, ASCAP). Billboard 713

THE DENIMS—EVERYBODY LET'S DANCE (Furne, BMI)—New group should hit big with this teen beat for discotheque appeal. Flip: "Sad Girl" (Screen Gems, BMI). Atlantic 2299

CHRISTY ALLEN—LITTLE CIRCUS CLOWN (Tree, BMI)—Exciting new voice much in the Brenda Lee vein debuts with a strong piece of material. Flip: "Don't Let The Sun Go Down On You" (Tree, BMI). DJ Diamond 187

THE LIVERTHORPE SET—MUST I TELL YOU I LOVE YOU (Red River, BMI)—Debut of a new hot group recorded in Nashville with a powerful sound of several familiar names. Flip: "You're The Only One So" (Blackwood, BMI). Columbia 43251

JOHNNY NASH—LET'S MOVE & GROOVE (TOGETHER) (Myto, BMI)—Has an own label with the most exciting commercial sounds of his career. Nash has a smash in this wailing powerful rhythm and blues ballad penned by his wife Margaret Nash. Flip: "Understanding" (And, BMI). Modern 1010

DANNY HUTTON—ROSES AND RAINSTORMS (Anhadmar, BMI)—Bright happy rhythm number capturing the hit British sound throughout and should prove a successful hit. Flip: "Monster Shindig" (Anhadmar, BMI). Hutt 447

BUDDY KNOX—LIVING IN A HOUSE FULL OF LOVE (Gross, BMI)—That "Party Driver" guy back with a roster up the roll off the "Happy" success.校区 is on smash. Country number should hit big as well. Flip: "Good Time Girl" (Venom, BMI). Reprieve 3985

JIMMY VELVET—I WON'T BE BACK THIS YEAR (Regent, BMI)—Debuting following up his massive "I'm Almost Tomorrow," this is a change of pace and a commercial one with a lyric aimed right at the teen market. Flip: "Young Hearts" (Judy-Jim Florentine, BMI). Philips 40314

LERON VAN DYKE—IT'S ALL OVER NOW, BABY BLUE (Screen Gems, BMI)—With equal possibilities in both the pop and country markets, this Bob Dylan adaptation should make an exciting debut as the A-side label for the modern country star. Flip: "Just a State of Mind" (Buckhorn, BMI). Warner Bros. 5650

CHART—Spotlights—Predicted to reach the HOT 100 Chart

THE ESQUIRE—"I'm So Thankful" (Johete, BMI). Modern 1010

JANIE ROBERTS—"I'm A Girl in the Black Bikini" (Maxine & J. D. A., BMI). Majestic 1117

TOMMY TUNE—"We Didn't Have To Say No" (Fame, BMI). ABC-PARAMOUNT 1076

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

THE BEATLES—"My Love Goes Away" (Fame-Curtis, BMI). United Artists 9421

LEONARD RIVERS—"Wild About You" (Cuban, BMI). Southern 3630

JOHN DENVER—"Take Me Home, Country Roads" (Screen Gems, BMI). Monogram 1001

WILLIE NELSON—"Momma "Told Me" (Screen Gems, BMI). Monogram 1001

CDR-PACIFIC—"I'm A Girl in the Black Bikini" (Maxine & J. D. A., BMI). Majestic 1117

THE WIZARDS—"We Didn't Have" to Say No" (Fame, BMI). ABC-PARAMOUNT 1076

These are the Spotlight highlights predicted to reach the top 20 of the HOT 100 Chart.

TWO, (COUNT 'EM, 2)-BIG ACTION RECORDS FROM "HBR" WITH NATIONWIDE TV EXPOSURE:
LLOYD THAXTON • SHINDIG • HOLLYWOOD A-GO GO • WHERE THE ACTION IS • 9th STREET WEST • AMERICAN BANDSTAND.

HANNA-BARBERA RECORDS
3400 CAHUENGA BLVD. HOLLYWOOD, CALIFORNIA

I DON'T BELIEVE

the

GUILLOTEENS
HBR 446
B/W HEY YOU
Cilla Black Strong, 'Book' Lacking at Persian Room

NEW YORK — Cilla Black, making her Hotel Plaza debut here Monday (26), was long on poise, off-beat humor and vocal splendor, coming on strong with a bright and saucy "You'd Be So Nice To Come Home To."

Unfortunately she relied heavily on the British pop material big with U.K. teen-agers, but was lost on American adults.

Miss Black has great range with standards, particularly "Fever," which contained such ad-lib lines as "they told me to be sexy" and "is it working?"

Signings

Eddie Harris, tenor sax, has signed with Atlantic Records. His first album will be released shortly.

Neil Whelan, disk jockey on KHVL, El Paso, has left Capitol Records and signed with Bragg Records. His first Bragg release should be out in a couple of weeks.

The Highwaysmen have signed a new ABC-Paramount contract and the group is managed by Ken Greengress and is under the musical direction of David Fisher.

Billy Arnell and His Sparks are now under a long-term contract with Jack Goldberg's Cloud Records. Felix Balkin will supervise the publicity campaign for their release.

Jo Stafford has signed with Dot. Her first album will team her with husband Paul Weston.

Buddy Knox has joined the Reprise roster. The Profiles have signed with At Goldwater-Gait Records. Dick Kallman has been signed to a long-term contract by RCA Victor.

Alberto Roche is now under contract to Mercury and RCA.

The Echoes, who have signed with United Artists, will record for UA subsidiary, Ariston.

Bob Brown, Cincinnati radio and television personality, has signed a contract with Hank Hunter for production and placement of a new master.

Col. to Wax 'Draf' — NEW YORK — The original score for "Draf' The Cat" the musical which opened on Broadway Oct. 9, will be recorded by Columbia Records. It will be the only musical to be recorded by Columbia this season.

Standout number was her treatment of "September in the Rain."

The Persian Room performance demonstrated that Miss Black is in command of her material and her audience.

The material more nearly in line with the audience's taste, she could be a blockbuster.

DON OEVES

Gloria Coleman 4 Driving Jazz Unit

NEW YORK — The Gloria Coleman Quartet, which opened Wednesday night at the Horseshoe, plays a driving, zesty brand of jazz that entices the listener with a happy feeling.

Wednesday night (4), the group opened to enthusiastic reception and immediately started to build up the sound as the evening progressed. The group's selection of numbers and their presentation were excellent.

Leader is Gloria Coleman, who plays a fine jazz organ. Miss Coleman started as a bass player for Sonny Stitt and Willis Jackson, and handles the organ with a skill and feeling that places her among the best.

The rest of the group — Harold Female on tenor sax, P. Roberts on drums and Eddie Dehn on trumpet — all combined to create an effective musical combination, and the group must be rated high in the roster of jazz combos.

Jorge Morel, an accomplished Argentinean, who records on the Village Gate label, opened the bill.

AARON STERNFIELD

Patti Page Tour

HOLLYWOOD — Patti Page has scheduled a six-week concert tour of the Far East with stops in Korea, Hong Kong, Tokyo and Australia. She leaves here for the tour Nov. 10.

Following her concert tour, Miss Page tapes the first of several guest appearances on NBC-TV's "The Dean Martin Show." She is currently appearing in "Annie Get Your Gun" at the Harris Theater, Chicago, and will open a three-week engagement at the Nugget in Sparks, Nev. Aug. 26.

REDD FOX

DoIt's Best Selling Comedy Albums

LOAD UP NOW FOR BIG HOLIDAY SALES!

DEALERS ORDER NOW! 5 PLUS
Over 50 Red Hot Catalog Items

PICTURE OF THE WEEK

STOP "FLYING" IN

TOP 40 EASY LISTENING

There are 99 best-selling middle-of-the-road singles compiled from national retail sales and radio airplay by record label.

1. "Someday My Prince Will Come" by the 4-Tops.
3. "Do Right" by the Spinners.
4. "Knee Deep" by the Temptations.
5. "I Can't Help Myself (Sugar Pie, Honey Bunch)" by Four Tops.
6. "I Just Called to Say I Love You" by Stevie Wonder.
7. "The Last Thing on My Mind" by the Four Tops.
8. "(I'm So) Afraid of Losing You Again" by Al Green.
9. "I'm Gonna Make You Love Me" by Aretha Franklin.
10. "I'm Gonna Make You Love Me" by Aretha Franklin.

ARMS FOR ARMISTICE

1. "The Battle Hymn of the Republic" by the Sons of the Harp.
2. "Dixie" by the Sons of the Harp.
3. "The Star-Spangled Banner" by the Sons of the Harp.
4. "God Bless America" by the Sons of the Harp.
5. "America" by the Sons of the Harp.
7. "Dixie" by the Sons of the Harp.
8. "The Star-Spangled Banner" by the Sons of the Harp.
9. "God Bless America" by the Sons of the Harp.
10. "America" by the Sons of the Harp.
JODY MILLER - HOME OF THE BRAVE
THE BEST RECORD - THE FIRST RECORD!

Already on the air at: WORC Worcester • WMEX Boston • WWDC Washington • WHOE New Orleans • KBOX Dallas • KNUZ Houston • KBLA Los Angeles • WDRC Hartford

Home Of The Brave (written by Barry Mann and Cynthia Weil)
b/w This Is The Life (from "Golden Boy")

5483

JODY MILLER
Home of The Brave 5483
# HOT 100

**Record Industry Association of America seal of certification as million selling singles.**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label/Number</th>
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<tbody>
<tr>
<td>1</td>
<td>WHAT THE WORLD NEEDS NOW IS LOVE</td>
<td>11</td>
<td>6</td>
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<td>2</td>
<td>ONE DYN'N AND A BURYN'N</td>
<td>Engel Storer, RCA 3384</td>
<td>6</td>
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<tr>
<td>3</td>
<td>I CAN'T HELP IT</td>
<td>Harry Belafonte, London 5784</td>
<td>5</td>
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<tr>
<td>4</td>
<td>TOO MANY RIVERS</td>
<td>Bill Henson, King 7487</td>
<td>4</td>
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<tr>
<td>5</td>
<td>I'LL ALWAYS LOVE YOU</td>
<td>Ray Charles, Mercury 461</td>
<td>5</td>
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<tr>
<td>6</td>
<td>YOU'RE MY GIRL</td>
<td>Ray Charles, Mercury 461</td>
<td>6</td>
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<td>7</td>
<td>MARIE</td>
<td>Ray Charles, Mercury 461</td>
<td>7</td>
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<td>8</td>
<td>LOOKING THROUGH THE EYES OF LOVE</td>
<td>Bill Henson, King 7487</td>
<td>8</td>
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<td>9</td>
<td>ALL I REALLY WANT TO DO</td>
<td>Bill Henson, King 7487</td>
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<td>10</td>
<td>YOU TURN ME ON</td>
<td>Bill Henson, King 7487</td>
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<td>11</td>
<td>YOU TELL ME</td>
<td>Bill Henson, King 7487</td>
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<td>JU IN JAPAN</td>
<td>Bill Henson, King 7487</td>
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<td>HANG UP YOUR HEART</td>
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<td>HANG UP YOUR HEART</td>
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<td>IT'S GONNA BE A BAD DAY</td>
<td>Bill Henson, King 7487</td>
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<td>16</td>
<td>SONG OF THE INDIAN</td>
<td>Bill Henson, King 7487</td>
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<td>IT'S GONNA BE A BAD DAY</td>
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<td>I DON'T WANT YOU BABY</td>
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<td>IT'S A MAN'S WORLD</td>
<td>Bill Henson, King 7487</td>
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<td>NO PITY (In the Naked City)</td>
<td>Bill Henson, King 7487</td>
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<td>21</td>
<td>A LITTLE LITTLE</td>
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<td>22</td>
<td>NOBODY KNOWS WHAT WOMAN GOIN' ON</td>
<td>Bill Henson, King 7487</td>
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<td>23</td>
<td>IT'S TOO LATE BABY, TOO LATE</td>
<td>Bill Henson, King 7487</td>
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<td>24</td>
<td>AGENT S.O.S.</td>
<td>Bill Henson, King 7487</td>
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<td>MOON OVER NASAPE</td>
<td>Bill Henson, King 7487</td>
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<td>26</td>
<td>YOU'RE MY BABY</td>
<td>Bill Henson, King 7487</td>
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<td>27</td>
<td>HERE I AM</td>
<td>Bill Henson, King 7487</td>
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**HOT 100—A TO Z (Publisher-Licensee)***

- A: AROUND THE WORLD (Billboard, BMG) 6
- B: BILLBOARD (Billboard, BMG) 1
- C: CARNIVAL (Billboard, BMG) 2
- D: DAWN'S EARLY LIGHT (Billboard, BMG) 3
- E: EAGLE (Billboard, BMG) 4
- F: FLY (Billboard, BMG) 5
- G: GREAT (Billboard, BMG) 6
- H: HOLIDAY (Billboard, BMG) 7
- I: ITALIAN JOB (Billboard, BMG) 8
- J: JAPAN'S (Billboard, BMG) 9
- K: KOREAN (Billboard, BMG) 10
- L: LONDON (Billboard, BMG) 11
- M: MINOR (Billboard, BMG) 12
- N: NO (Billboard, BMG) 13
- O: ODEON (Billboard, BMG) 14
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- U: UNIVERSE (Billboard, BMG) 20
- V: VARIOUS (Billboard, BMG) 21
- W: WINTER (Billboard, BMG) 22
- X: X-MEANS (Billboard, BMG) 23
- Y: YOUTH (Billboard, BMG) 24
- Z: ZEPHYR (Billboard, BMG) 25

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- 101. LOUIS LLOYD
- 102. RANDY JONES
- 103. BOBBY HARRIS
- 104. MARVIN GAYE
- 105. JAMES BROWN
- 106. THE TEMPTATIONS
- 107. ERIC CLAPTON
- 108. THE BEACH BOYS

- 201. ROBERTA FLACK
- 202. MARVIN GAYE
- 203. KYM FARRER
- 204. THE TEMPTATIONS
- 205. WILLIE NELSON

- 301. BOBBY BROWN
- 302. MARVIN GAYE
- 303. THE TEMPTATIONS
- 304. THE BEACH BOYS
- 305. KIM WILDE

**Compiled from national retail sales and radio station display by the Music Popularity Dept., of Record Market Research, Billboard.**
DO YOU BELIEVE IN MAGIC?

THE LOVIN' SPOONFUL
Gospel Singer the Rage at Antibes

ANTIBES, France — Gospel singer Marion Williams, backed by Tommy Brown and the Jubilations, took principal honors at the great Antibes-Juan-les-Pins Jazz Festival.

The predominantly French 3,000 audience at the open air theater in the Square Gaulle really got the message that the Boys on the Bandstand, as they are called, have been impressing and entertaining audiences the world over for years.

The concerts started with a bang. Miss Williams, spelled out by a French Manchester, was introduced as "The Best Pianist Since Miss Ethel Waters." Her singing was superb and her band was tight and well-organized.

The remainder of the week's events included a number of other entertainers, both domestic and foreign. Among them were:

**Drug Retailer Fights Disk Ban Proposal**

LONDON — Britain's largest chain of drugstores, Boots, is contesting a ruling that could put an end to its record departments in stores throughout the country.

The Pharmaceutical Society, which represents chemists, has said it will not sell products outside their normal range of medical and toiletry preparations. Boots, however, is contesting the council's ruling to tell district chemists what they should sell outside of pharmaceutical goods.

**Cantastorie to Turi Di Prima**

BOBBIO — Turi Di Prima was named "Italian Troubadour" the meeting of the Cantastorie (Story Singers) with his rendition of "The Tragedy of the Tankers.

**London Fans Mob Beatles At Premiere**

LONDON — About 10,000 screaming fans mobbed London's Piccadilly Circus Thursday (29) when the Beatles arrived for the premiere of "Help," their second motion picture. Some 200 police attempted to restrain the crowd. Ambulances were summoned to take away several casualties, 14 girls fainted.

The quartet received loud cheers throughout the film, which was directed by the chief guest in a star-studded audience.

"Help" is a 90-minute slapstick comedy about the Beatles being chased around the world by various people who want their autographs. The film is directed by Philibert Richard Bester.

**Roses and Records in Mixture**

THE HIT SINGLE, "Red Roses for a Blue Lady," by Bert Kaempfert's "Blue Midnight" album inspired a records-and-cross record display in the display windows of Sam's Record Man (left), one of Canada's largest dealers, and Simmons Flowers (above). The two stores are across the street from each other in downtown Toronto. Sam's offered a free rose with each purchase of the Decca album, while Simmons' resident window prominently promoted the song and album.

**Top Talent to Perform At City Hall Opening**

TORONTO — The new $30 million Toronto City Hall will be officially opened Sept. 13 with a Top Talent concert, a celebration that winds up with a Toronto Symphony Orchestra performance by a dozen of Canada's top recording artists.

The evening of the official opening of the architecturally striking City Hall, a historical moment in the life of the city, will be presented in Na-phin Philip Square in front of the City Hall. The following night the program will offer performances of the Royal Philharmonic Orchestra, the National Ballet, and the Canadian Opera Company. The third night of the festivities there will be square and round dancing to live bands. The next night will be a sports night, on Friday it will be a spectacular show of ethnic songs and dances.

The week-long celebration*

*Continued on page 24*
WE NEED THIS AD LIKE A HOLE IN THE HEAD!
we got the record but if you need the proof
HERE'S THE ACTION

HANG ON SLOOPY
McCoys
BANG 506

LEGIT SALES 125,000 1 WEEK + 3 DAYS

WATCH US CLIMB!

FROM THE GANG AT BANG

1650 BROADWAY, NEW YORK, N. Y. 10019 TEL: (212) 374-1347
**Antibes Jazz Fest Proves Point**

**ANTIBES, France—The unqualified success of the sixth Antibes-Jean Les Pins International Jazz Festival has consolidated the event's position as the most important jazz manifestation in Europe.**

This year's Festival, however, faced fewer complications than ever to commercialism. Certainly it featured top jazz names like John Coltrane, Woody Herman, and others, but it also showcased lesser-known artists, which is more unusual than ever to commercialism. Certainly it featured top jazz names like John Coltrane, Woody Herman, and others, but it also showcased lesser-known artists, which is more unusual than ever. Richard Williams, the Festival's producer, believed that the audience was more appreciative of the event's musical diversity.

The entire Festival was divided into five sections: the ORTF Jazz Week, the ORTF Jazz Night, the ORTF Jazz Afternoon, the ORTF Jazz Evening, and the ORTF Jazz Festival. The Festival ended with a concert by the famous group, the Chick Corea Quartet, which received a standing ovation from the audience.

The Festival's success is attributed to the careful planning and execution of the event. The organizers have always been able to attract top talent to the Festival, and this year was no exception. The lineup included such luminaries as John Coltrane, Woody Herman, and others, but it also showcased lesser-known artists, which is more unusual than ever to commercialism.

**Beautiful Area**

The Festival, which is financed jointly by the ORTF and the municipality of Antibes, has the unique feature of being located in a beautiful area. The Festival is set among the pine trees right on the beach, providing a stunning view of the Mediterranean Sea. The Festival's logo, a single drop of rain, has fallen on the audience.

The budget for this year's event was Around $500,000, which covered the expenses for the Festival. For the last three events of its existence the Antibes Jazz Festival ran a loss. Then, when the Festival was not financially able to pay, the group could not even buy a vital shot of the audience. The downtown trend was continued when the last three events have more covered the loss made on the first three.

The Festival organizers hope to continue the tradition of providing great music in a beautiful setting for years to come. They are already looking forward to planning next year's event.

**JERGEN MYLLIS**

**HAMBURG**

Metrometron have a smash with its disk, "Zula", which sold 60,000 copies in the UK to date. The British record company, Metrometron, were supplied with 35 musicians from the States and hotel accommodations. Said another of the organizers, Renny Quenou- neau, "Jazz has certainly had a crisis, but it is a crisis of older artists, not of young ones. There is a need for a young generation to come into the fold."

The budget for this year's event was Around $500,000, which covered the expenses for the Festival. The Festival's logo, a single drop of rain, has fallen on the audience.

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GO GO GO WITH THE LIVERPOOL SET

"MUST I TELL YOU?"
by
"MISS YOU SO"

EVEN'THING'S GOING FOR COLUMBIA RECORDS

CBC PHOTO

EXCLUSIVE MANAGEMENT:
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TORONTO 1, CANADA
363-1329 (AREA CODE 416)
**International News Reports**

**CAB-CAPAC Program Moves Into 2d Gear**

By KIT MORGAN

TORONTO—Within the last year, four LPs have been put on the market in Canada, with all talent costs subsidised by a quarter-million-dollar federal government grant. The recordings were produced by CBC Broadcaster, and the Composers, Authors and Publishers Association of Canada “to encourage the production and distribution of Canadian music” over a five-year period.

The four albums have been described by the CAB-CAPAC Committee for the Promotion of Canadian Music and by the major record companies as “commercial successes” with a move into the pop singles market. Mid-month, Columbia will release CAB-CAPAC’s first 45, “Vault of Canada,” by Canadian Singers; RCA will issue “I Want You!” by Howard Kaye, which features young singer Debbie Lori Kaye, in a pop number reminiscent of “Down-town.” Both numbers are from the Canadian National Exhibition Grandstand show, though unissued on the CBC/CAPAC records.

Both were written by CAPAC member Stan Deering, who sang with Frank Loesser’s Frank Music in New York.

Huge Promotion

The disk will get promotion like no disk has had before in Canada. Over $200,000 will be spent on the tunes, showcased in spectacular promotion material. In the case of “Vault of Canada,” which draws an average of 17,000-18,000 to each of its 22 Canadian concerts, an extensive advertising campaign will be launched. A large number of promotions for the single will be included in the mailing, and the disk, which carries the slogan “This is the First Canadian Record,” will be distributed to key radio stations across the country.

Pre-release performances have been arranged throughout the country, and radio stations will begin airing the disk and conducting interviews with the artists and band members. A number of Canadian newspapers and magazines will also feature the disk, and television stations will air special promotions.

**Music Capitals of the World**

**Canadian Postal Strike Tied Up Industry; Disk Clubs Hardest Hit**

TORONTO — A week-long strike which virtually halted all records in Canada and British Columbia and crippled postal service in other parts of Canada the end of last month struck hard at record stores, both independent and chain stores, and at disk clubs. Dealers on the higher side, however, struck at the lowebb in acres, and struck at all levels of the record industry, from manufacturing and mastering plants, through distribution, sales promotion and retail sales.

"If it had hit a few weeks later, when the postal strike was at its height, it could have been a disaster for us and one record company after another," said a small-time independent executive. "All companies were cut off from mail from their artists and their masters, and from the public and other countries, and from radio stations across Canada, and turned to long-distance phone and tele- gram companies for mail and recordings.

Promotional activities in disk companies ground to a halt. Newsletters and displays were held up, and orders for records were on hold, according to one industry source. Trade papers and radio stations were informed of the strike, and orders for records were held off on news of the postal strike.

Canadian Postal Strike Tied Up Industry; Disk Clubs Hardest Hit

The strike was said to have had the most serious impact on disk clubs, which have been tied up for five days. The strike has hit the major record companies hard, because they are all tied up with the postal service.

The strike has also hit the smaller record companies hard, because they rely heavily on the postal service to deliver records to their customers. The strike has also hit the independent record companies hard, because they rely heavily on the postal service to deliver records to their customers.

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Spin It! It's a Winner!
Johnny Tillotson
Heartaches by the Number
A Tanridge Production
K-13376

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

JOHNNY TILLOTSON
HEARTACHES BY THE NUMBER
b/w YOUR MEMORY COMES ALONG
K-13376
LONDON — The Warner Bros. label will be officially launched under its new British release deal, with Pye as its first client, at London's Kensington Palace Hotel Aug. 19. Warner Bros. president Martin and Allan Sherman will be among American contingents attending.

In addition to disc jockeys and newspapermen, Pye has invited British artists whose records are released on Warner Bros. labels to a reception at the hotel this afternoon.

The party precedes one of the day Pye's annual sales conferences, which is also angled heavily on Warner Bros. Material will be among those addressing the company's sales staff throughout Britain. Another speaker will be Jim Bailey, Pye's new appointed international head.

In the wake of occasions by managing director Louis Berja- nin are Pye's European licences.

The first new Warner Bros. product to be issued Aug. 20 and will be backed by a unique promotion that includes a nationwide window display contest for record dealers will be divided into two classes—window displays professionally and socially.

Blackpool is just one of the many seaside resorts at which there will be special campaign events. Pye has even arranged for the city's Radio Beach to appear on the beach with advertising matter. A cocktail party to which dealers will be brought by coach from the north of England will conclude operations.

Pye has handled Reprise product for the past several years. Mr. Findlay has sold his London office to Warner Bros. and all Reprise sales will be handled in Chicago (Billboard July 31). An additional step is being arranged for the past two sales agreements. T.M. Music is active with a record by Ray Brown, "Food," featuring strong plumage is "Laura Lee" from the album "Major Dundee." T.M. Music arranged with both RCA and Capitol to have singles on the title respectively.

The court's decision is contrary to the sales of the Federal Cartel Office, which also has its headquarters in West Berlin.

West Germany's antitrust law requires manufacturers to seek approval for the cartel's price-fixing policies for all retail price fixing. The cartel office has licensed book publishers, but has ruled that phonograph records are consumer goods within the scope of its jurisdiction.

Disk firms have been seeking a court decision reversing the cartel office's decision on record price-fixing policies for the Berlin court decision — the result of suit filed by a West Berlin retailer against Deutsche Grammophon.

Grammophon had refused the retailer's request to raise retail prices for its phonograph records (RPM pact). The retailer asked the court to void the cartel office's approval of the RPM pact that had not been approved by the Federal Cartel Office.

The court ruled, however, that phonograph records are in the same category as records — cultural material rather than a necessity of life or a consumer goods staple item.

The retailer is appealing the court's decision to the Federal Supreme Court at Karlsruhe. The court has already held, meanwhile, in its position that phonograph records are in the same category as books — cultural material rather than a necessity of life or a consumer goods staple item.

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They're all new....
The strongest album release in EPIC history.

- Randy Sparks Presents
  The Back of the Majority
  Riverboat Days!
- The Hidden Island
  The Tradewinds Orchestra and Chorus
- BRAVO STUART!
  The Thrilling Voice of
  Enzo Stuart, Singing Great
  Italian Heritage
- Charlie Walker
  Born To Lose
- Trumpets' Greatest Hits
  Bobby Hackett
- Is that what's bothering you, Bunkie?
- Eddie Lawrence, the Old Philosopher
  In a Handsome Look at Our Life and Times
- The Village Stompers
  Some Folk, A Bit of Country, and a Whole Lot of Dixie
- Damita Jo
  One More Time With Feeling
- Wedding Italian Style
  A Joyous Festival of German and Austrian Waltzes, Polkas, Ländler, Platzler, Marches

**Stereo**
HAS THE WINNING KNACK!!

The biggest, most exciting and most enthusiastically received program in our history!

and on the dynamic Ascol label
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<th>#</th>
<th>Title, Artist, Label</th>
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<td>BEATLES VI</td>
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<td>HERMAN'S HERD</td>
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<td>SUMMER DAYS (And Summer Nights)</td>
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<td>THE OUTDOOR HEADS</td>
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<td>THE BEATLES</td>
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<td>MY NAME IS BARBRA</td>
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<td>MARY POPPINS</td>
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<td>JUST ONCE IN MY LIFE</td>
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<td>THE BEACH BOYS TODAY!</td>
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<td>THE ROLLING STONES, NOW!</td>
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<td>THE KRETS</td>
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<td>THE GENIUS OF JANNETTE</td>
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<td>THE 3RD TIME AROUND</td>
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<td>WHEELED CREAM &amp; OTHER DELIGHTS</td>
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<td>A SONG WILL RISE</td>
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<td>CHIN CHIN CHEESE</td>
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<td>WHERE DID OUR LOVE GO</td>
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<td>MEANWHILE BACK AT THE WHISKEY A GO GO</td>
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<td>THE BEACH BOYS: CONCERT</td>
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<td>L-TO-TREAT</td>
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<td>CAST YOUR FATE TO THE WIND</td>
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<td>THE KING FAMILY SHOW</td>
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<td>BEATLES '65</td>
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<td>MUSIC FROM MARY POPPINS</td>
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<td>THE SOUND OF MUSIC, MY FAIR LADY, ETC</td>
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<td>WOOLY BULLY</td>
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<td>ZOOM FROM THE CREEK</td>
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<td>THE EARNESTNESS</td>
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<td>GETZ AU GO</td>
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<td>THE BEST OF AL HIRT</td>
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<td>THE LOVE ALBUM</td>
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<td>SOMEBODY ELSE IS TAKING ME</td>
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<td>HUSH</td>
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<td>BENEFIT</td>
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<td>THIS IS NEW!</td>
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<td>INTRODUCING THE BEAU RUMMELS</td>
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<td>WHAT'S NEW PUSCIFAC</td>
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<td>MY KIND OF TOWN</td>
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<td>46</td>
<td>SONGS FOR THE JET SET</td>
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Billboard Top P's for Week Ending August 14, 1965
There are two recordings of this song. One of them is Rusty Draper's. The other one isn't.
You must hear

CONNIE FRANCIS

sing ROUNDABOUT

K-13389

Arranged & Conducted by Tony Hatch
WARNERS!

- A LUSH PRE-AUTUMN ALBUM SPECTACULAR
- FROM THE NATION'S NUMBER 1 INDEPENDENT!
NINE CHART-PRONE SURESHOTS
IN A PRE-AUTUMN PROFIT
PRECURSOR FROM THE NATION'S
NUMBER 1 INDEPENDENT!

...to play and play again
ALBUM REVIEWS

POP SPOTLIGHT

BEAT & SOUL
Everyly Brothers. Warner Bros. W 1805 (M@). WS 1605 ($)
With the big-born, the Everyly Brothers top wheel through a sure winner. The song shows their fine understanding of pop sound basics. "L. E. Rider" and "What Am I Livin' For?" are among the stand-out performances.

POP SPOTLIGHT

JOSIE DAVIS'S SENTIMENTAL JOURNEY
Columbia CL 2560 (M). CS 9190 ($)
The distinctively-dressed style generates a beautiful kind of originality. Her vocals sound fresh and lively through some of the sweetest hits she performed with her famous dad. She is backed by hauntingly stirring arrangements by Marty Ingels. Perfect with Aire London, the LP should win readily.

POP SPOTLIGHT

THE BEST OF LIBERACE (2-LP)
Coral TKS 89 (S)
With the established built-in skill of liberace, this 40 disc package, featuring his work at its best, is a hit chart contender. His great, often special interpretations of such greats as "September Song," "Jubilee," and "Ahmon Ever" and the result is sheer entertainment. Liberace strikes again.

POP SPOTLIGHT

TRUMPET'S GREATEST HITS
Bobbe, Jackie, and Stan (M). BM 26155 ($)
The giant of the trumpet is backed by "wall to wall" trumpet by a quartet of stalwarts in jazz. From polished white to the phosphorous sound of "We'll Never Say Goodbye," this is an unexcelled collection. Full of the trumpet sound itself, it's a must-have for any collection.

COUNTRY SPOTLIGHT

MERLE HAGGARD & THE STRINETS
Columbia CL 2737 (M). CS 9778 ($)
In his Columbia album debut, Haggard reveals the collection of this material with a fresh, powerful attack. His voice becomes a new force with his new album and he is a hit with the fans again in this selection. The album features her classic "The Stairway to Heaven," one of the best of the year.

COUNTRY SPOTLIGHT

THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCCANEERS
Capitol T 3257 (M@). ST 3257 ($)
Buck Owens' album of instrumentals prove how great the music is great even without the Owens vocal touch. Buck Owens has been generally in the top of the line, but this album gives him a chance to shine in his own right. "I've Got My Rings On" and "Don't Worry, Be Happy" will be a favorite. As for the Hank Williams Jr., "I Want My Hands in Muddy Water."
THE HOLLIES

IMPERIAL... really on the go!

#66119
ALBUM REVIEWS (continued)

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success with the right marketing and promotion. Many are responsive to the changes in the marketplace.

BROADWAY SOUQOUT

Perry Faith, Columbia CL 2350 (M); CS 9159 (S)

The straight melodic treatment given by Perry Faith to selections taken from recent Broadway hits is directed at a large audience. There is an obvious appeal to the Fiddler, Hello, Dolly! and other shows. The voice has a smooth, easy quality and is very much a presence in the music.

MY KIND OF BROADWAY

Woody Herman, Columbia CL 2357 (M); CS 9157 (S)

The jazz excerpts in Woody Herman's big band are effective in this Broadway album, starting with "Don't Rain on My Parade" and "My Heart Belongs to Daddy." The album is a big and unacquaintanced sound.

LA DAMA

Mongo Santamaria, Columbia CL 2359 (M); CS 9173 (S)

Mongo Santamaria's explosive brand of Latin music brings a powerful, vital sound. The album is a powerful statement of the Latin idiom of the times.

COUNTRY SPECIAL MERIT

THE FABULOUS COUNTRY MUSIC SOUND OF BRAD ROBBINS

Starday SLP 334 (M)

Billy Gross, Capitol, has a powerful country style which he uses as the basis of Starday's products. They are in the pop formula style, which includes "Honey, There Goes My Baby." The album is an excellent example of this style.

CLASSICAL SPECIAL MERIT

BRUCKNER: SYMPHONY NO. 6 IN A MAJOR

The New Philharmonic Orch. (Klemperer), Angel 56271 (M); 56270 (S)

Otto Klemperer and the New Philharmonic Orchestra are an outstanding job with one of the most important symphonies of the century. The Klemperer interpretation offers a fresh look at the music and the time and space provided enhances the album's potential.

THE HALLELUJAH TRIAL

Emerson,stdClass, United Artists UAL 4127 (M); UAS 5127 (S)

This album is a complete collection of live religious music, and is a very potent album in this style.

USA SPECIAL MERIT

SKY SONGS, VOL. 1

Bobba White, Arista 1019 (M)

This album is a live collection of country music, and is a very potent album in this style.

BROWNSVILLE BLUES

Sleepy John Estes, Delmore DL 413 (M); BS 1913 (S)

This album is a live collection of country music, and is a very potent album in this style.

COUNTRY BLUES CLASSICS, VOLUME 2

Various Artists, Blue Classics 6

This is for fans of blue music aficionados, and is a collection of country music classics.

COUNTRY SPECIAL MERIT

YOU CAN'T STOP LOVING ME

Roger Miller, Starday SLP 318 (M)

The writer of "Five Minutes, The Song" is known for his country music hits. This album is a collection of the best of the 1960s.

COUNTRY SPECIAL MERIT

THE TURNAROUND

Art Blakey & Jazz Messengers

Free for All, BLP 416

The writer of "Five Minutes, The Song" is known for his country music hits. This album is a collection of the best of the 1960s.

COUNTRY SPECIAL MERIT

THE ROLLING SILVER QUINTET SONGS FOR MY FATHER

Billy Mitchell

The M.I.A. Sings, BLP 4188

This album is a collection of country music classics.

HIS TOWN

The Four Cats

MLP 4179

This album is a collection of country music classics.

BROADWAY SCANDAL

The Four Cats

MLP 4142

This album is a collection of country music classics.

UP THROUGH THE YEARS...

Jim Reeves, RCA Victor UPA 3427 (M); LSP 3427 (S)

The decline and fall of the entire world as seen through the eyes of Cooper, Cem. Kaye Ballad, Columbia CL 4410 (M); CS 2810 (S)

MOONLIGHT BECOMES YOU

Jerry Vale, Columbia CL 3271 (M); CS 9171 (S)

LOOK AT US...

Sonny & Cher, Arista 177 (M); SD 177 (S)

ENGLAND'S GREATEST HITCHMAKERS...

Various Artists, London LL 3420 (M); PS 420 (S)

FOLK

SANDY BULL/INVENTIONS

Vanguard VRS 9191 (M); VSD 7919 (S)

JACKIE WASHINGTON AT CLUB 47

Vanguard VRS 9172 (M); VSD 7912 (S)

POLKA

OLD TIME/HIT TIME

"Wassap" John Orchestra, BCP DL 1668 (M); DL 1668 (S)

RELIGIOUS

FROM SCANDINAVIA

Tom Tenner, Word W 3384 (M); WST 804 (M)

PACEM IN TERRIS

Erik Symphony Orchestra (Erik), Vanguard Vanguard VRS 1143 (M); VSD 7113 (S)

INTERNATIONAL

VIVA WATSON

Roy Barretto, United Artists UAL 3480 (M); UAS 6445 (S)

THE LA PLAYA ORCHESTRA IN PUERTO RICO

United Artists UAL 3428 (M); UAS 6445 (S)

SIBERT EN PANAMA

Lolita Acosta & Piano de Concierto, Art Records (M); DL 1964 (S)

DANCE THE TANGO

The Castillas, Decca DL 4646 (M); DL 1964 (S)

ALPENFRIEDEN

Lieder aus den Bergen mit Lotti, Polydor 327 106 (S)

(Continued on page 48)
EVITEZ LES CONFUSION!

Avoid confusion—this ad is being taken out in behalf of the original recording, "HOME OF THE BRAVE" by BONNIE AND THE TREASURES on PHI-DAN RECORDS #5005, a master which I purchased.

To avoid any confusion, there is no doubt that this is the original recording, and original creativity is still the backbone of our industry—isn't it?

Thanks,

Phil Spector
**DGG Plans Spec’l Offering Of De Luxe Classical LP’s**

**HAMBURG—** Deutsche Grammophon plans a special offering of classical music at the beginning of the winter season “Masterworks in Deluxe Edition.”

The company is issuing select albums at a reduced price from Sept. 1 to Jan. 15. The repertory of two of the three de luxe albums, each having eight 12-inch LP’s, is as follows:

- *Frederick Chopin’s Selected Works for Piano,* interpreted by Tamas Vassy, and Franz Schubert’s “chamber music,” with leading chamber music ensembles.

These two albums will precede the long-awaited Grammophon premiere of Mozart’s “Magic Flute,” under direction of Karl Bohm. Third “Masterworks in Deluxe Edition” will be issued simultaneously.

In the fifth year of the contract, manufacturers will be guaranteed 45 weeks of employment, compared with the present 31. Annual earnings for orchestra members will nearly double during the five-year period.

More concerts are in the works for the cities and broadcast and a select of concerts are planned. The Minneapolis contract is in keeping with the trend set by major orchestras in Boston, New York, Philadelphia, Cleveland, Detroit, Pittsburgh and Chicago. That trend is toward year-round employment of musicians.

**AF Returns to Classical Fold**

**NEW YORK—** Audio Fidelity Records, after a five-year absence from the classical field, returns to the fold with its fall program. Five of the label’s 12 album releases will be in the already established First Component Series.

The classical release, all with the Vienna State Opera Orchestra, features work by Beethoven, Brahms, Schumann, Von Suppe and Stravinsky.

Other new program releases are the Folks Four, a folk group; Sonny Simmons, Clifford Jordan, Prince Lasha and the Bossa Boys on a Latin-jazz album; a five-set “Library of Sound Effects”; nickelodeon instruments; Chico Holiday, with a single on the Karrus label; and the Folks Four, also on a Karrus single.

During August, the entire Audio Fidelity catalog, with the exception of the First Component Series, will be offered to distributors on a buy-10-get-2-free basis.

**Kodaly at College**

**HANOVER, N. H. —** Zoltan Kodaly, 82-year-old Hungarian composer, arrived at Dartmouth College here to become the second composer-in-residence at the college’s third “Congregation of the Arts.”

Kodaly, who was invited to the U. S. by Mario di Bonaventura, director of the Hopkins Center at Dartmouth, is well known for inclusion of Hungarian folk material in his compositions.

The composer also visited this country in 1946 through Bonaventura’s efforts.

**BEST SELLING BUDGET-LINE CLASSICAL LP’S**

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

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Concerto for Orchestra; Chicago Sym. Orch.</td>
<td>BARTOK</td>
</tr>
<tr>
<td>2</td>
<td>RCA Victor Y1311 010</td>
<td>VAUGHN-WILLIAMS</td>
</tr>
<tr>
<td>3</td>
<td>Mozart: Symphony No. 2; (London) Halle Orch.</td>
<td>HUMMEL</td>
</tr>
<tr>
<td>4</td>
<td>Tchaikovsky: Symphony No. 4</td>
<td>RAFF</td>
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<tr>
<td>5</td>
<td>Beethoven: Symphony No. 7</td>
<td>SCHUMANN</td>
</tr>
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</table>

**BILBOARDS’ NEWEST INDUSTRY-SERVICE ANNUAL**

**When Answering Ads . . .**

Say You Saw It in Billboard
NOT JUST A COMPANY THAT MAKES RECORDS
...BUT A RECORD COMPANY

THE EVE OF DESTRUCTION
JUST THE BEGINNING
FOR A GREAT ARTIST
BARRY McGUIRE
D-4009
AND A GREAT WRITER
P. F. SLOAN

EXCLUSIVELY DISTRIBUTED BY ABC PARAMOUNT
NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasting in programing.

ART
BILLY BANKER (712x1806) ALP 30

CAPITOL
THE BEATLES-Hello!; UAS 2385, 59548 EPS 78.
AL MARTINO-My Charlie; T 3026, ST 3026.

COLUMBIA
BACK ORGAN Favorites; Vol. 2-E; Power Trios; NL 6154, HS 6174.
KATE BALDARD-The Deluxe and Full of the Earth World as seen through the Eyes of Colin Porter; CL 6405, US 2810.
THE BROTHERS-Check to Remember; (L 5997, CS 7199.
JACK DUNES & AVERY SCHREIBER-In the Head and Out the Other; CL 6970, CS 6970.
DON DYLAR-Highway 61 Revisited; CL 6509, CS 5919.
CARLOS JOAN-Brazilian Band; CL 2337, CS 5927.
ANDRÉ VENEZIA-The Thunderer-The Spectacular Sound of John Philip Sousa; CL 2379, CS 5929.
HERBIE MAN-Brasil AFRO to Bossa A Dealing; CL 2508, CS 5938.
COAG MERICAN-Great Favorites of Mexico; EX 5140, CS 5948.
THE MODERN TABERNACLE CHOIR-This Land Is Your Land; ML 4174, WS 4174.
DOSCHI-STAR TREK-Madison New York Philharmonic; (Steffens); ML 6142, WS 6146.
SHM A-SPANISH-Organ Classic, Park Series of Mexico; EX 5144.
SCHAFERSKY- VIOLIN CONCERTO-INHIBITION; VIOLIN CONCERTO-Francesco-Turtle Island; ML 6148, WS 4788.
RICHARD TUCKER-The Soul of Italy; ML 6146, WS 6144.
HEIL WOLFE-Out of This World; CL 5378, CS 9176.
WOODSTOCK BEAT SINGERS-Sing To The Lord, Vol. 1; L 3981, CS 6181.

CONCERT DISC
BERNSTEIN-QUARTET-RAVEL- QUARTET-Five Arts, Quarterly; N 1251, CS 293.

SYSTE KNOWN
KARL RICHTER-Johann Sebastian Bach; 13497, SLPM 1.
HEYMAN-RIVARDENSHORN NR. 16- Wilhelm Kooriff; 120 942, SLPM 1.
MOZART-DIE ZAUFEMUTZE (Magic Flute)- Various Artists; 128 981, KS.
Ravel-L'HEURE EPHémide-Orchestra National Paris; 128 970, SLPM 1.
ADOLP SCHERRAHM-Beethoven Music for Trumpet; 129 462, SLPM 1.
SIBELIUS-BEETHOVEN NO. 8-Bariton Philharmoniker (Fan Fazet); 128 972, SLPM 1.

KEYSER
GREG SMITH SINGERS-An American Trip; N 10719, 6128.

FOLKWAYS
ROGER DHONDE-Progressive Bluegrass; FA 2476.

HECKEY
RAG LAMPS-'Little Lonesome'; 1766 124.

ICER\J\E
VARIOUS ARTISTS-Two Tune For The Union; 120491.

LONDON
ROBERT MERRICK-American PM 55005, SP A463.
FRANK CHICASFIELD & HIS ORCH.-The New Lightening; AL 6431, EP 6431.
WERNER MUeller & HIS ORCHESTRA-Commentary; EP 6408.
ERIC BORGERS-The King of Sound; SP 6409.

OSLO" MACCARONI-Mylne MacLachlan; SW 01175, EP 6405.
OSLO MACCARONI-Perusso Latin Trip; TW 21742, EP 6402.
THE LITTLE SINGERS OF SYDNEY AT LINCOLN CENTER; TW 21742, WS 69027.
A Musical Journey Through America's Nearest Mountains; TW 21284, WS 60064.
DOSCHI-BENHUR: THE KING OF THE SUN; Various Artists; A 4201, OA 1381.

SINGERS IN STEFANO-HISPAVO SONGS; SP 0109, CS 0193.
CROPP; FOUR BALLADS-Vladimir Au- thentic; CA 6420, CS 6421.

TEICHERT SYMPHONY NO. 1 IN D HAMBURG-Philharmonie, Dch.; Energetic (MA) GW 3901, CS 6423.

NOW:

All "Scotch" brand boxes shrink-packed, packed to insure "factory-to-you" clean tapes (eliminates tape switching, too).
this hot item makes fine fidelity at 3 3/4 ips come true

"Dynarange" Recording Tape

So sensitive, your customers can cut recording speed by half, yet retain full fidelity. They'll save, you'll profit with these new boxes.

YOU'RE NOW READY TO CASH IN! On the tape that records twice the music per foot. New SCOTCH® Brand "Dynarange" Series Recording Tape. It delivers a truly significant advantage your customers have been waiting for. Lets them record at 3 3/4 ips all the fidelity they could previously enjoy at only 3/4. (Or they can use it at 7/16—discover fidelity they didn't know they needed.) And beginning next month, your customers will hear all about it.

HEAVY ADVERTISING BREAKS IN SEPTEMBER! And will continue through the rest of the year. Not only in magazines, but on network television and FM radio. Advertisements will appear in Sports Illustrated. The New Yorker, as well as in all leading audiophile fan magazines. "Dynarange" Tape will be featured on the 3M-sponsored documentary series on ABC television. And a special sponsored weekly program on FM radio will announce this new tape in major markets across the country.

The word will soon be out, so stock up now. Take advantage of the merchant's offers shown below that promote "Dynarange" Tape and the complete line of "SCOTCH" Recording Tapes.

Free display and demonstration tape when you stock the new "Dynarange" Series. This recorded tape lets your customers hear for themselves the excellence of new "Dynarange" Series at the slow 3 3/4 speed. You also get gold-plated roll shown, back-up card, plus window banner. All free with coupons attached in your initial purchase of 36 rolls of "Dynarange" Tape.

Accessories pack free to customers with a purchase of a 7" reel of double or triple length tape. A sale-builder for you. A bonus for your customers. A roll of selective tape pitch (10 end-of-tape clips are included free in special, shrink-wrapped 7" roll of "SCOTCH" double and triple length tapes. Offer available to you and your customers for a limited time only.

Magnetic Products Division 3M

Proven permanent displays that have boosted tape sales as much as 300%. Ask your supplier for details. The floor cabinet display FCC-3 shown has increased tape sales from 42% to as high as 150% in stores and 250% in displays and 35% in display stands. Visible sales service of tape and accessories. Small WO-1 wall or counter displays also available.

New C&W Unit

PHILADELPHIA—Two lead men in Bill Haley's Comets left to form their own unit which will emphasize country and western music. Leaders for the new Country Showmen are drummer Dave Holly and guitarist Nick Master. New unit's first playing date is a six-week run at Lake View at nearby Almonte, N. J. Haley's Comets originally staked as a country and western band before switching to rock 'n' roll.

Cash Meets Distribrs

NEW YORK—You Cash, national promotion chief of Monument Records, is touring the northeast to meet the label's distributors. Cash is also making the salesmen circuit. He arrived in New York last week with Chuck Chellman, Monument sales chief.
Gospel TV Show Sold

ATLANTA — A 15-minute syndicated daily gospel music TV show featuring John Henn and the Imperials was sold last week by Programming, Inc., of Atlanta to Peoide Productions, Inc. of Greeneville, S. C. Price was not disclosed.

Programming, Inc., is owned by the DeFeveres. The Hess show will continue to be taped at TV station WSIX, Nashville. The sale involved the tapes of all previously filmed shows. The Hess show is seen in 20 markets.

The Imperials moved their base of operations from Atlanta to Nashville July 1.

Bill Denny Seeks Recordings for Cedwood Lists

NASHVILLE — Bill Denny, president of Cedarwood Music Publishing Co., has begun a drive to get the religious music in its catalog recorded by various gospel groups.

Cedarwood has a catalog of religious songs previously recorded by such country stars as Webb Pierce, Carl Smith and Kathy Wells.

Denny appointed Jan Crutchfield to head the expanded drive into gospel music. Cedarwood recently published a book with some of its top religious songs and mailed it in gospel groups.

Ron-Dells, Uniques Sign With Brown

MEMPHIS — Ray Brown of National Artists Attractions signed last week an exclusive booking agent for two new combos, the Ron-Dells and the Uniques.

Both groups appeared on the Beach Boys show in Tulsa July 21 and Austin, Tex., July 22, which were soldout. First single for the Uniques is "From Heaven to Heart Break."
A HIT OVER HERE!

DONOVAN

ENGLAND'S NEWEST SENSATION

Sings

COLOURS

Watch For Donovan On These TV Shows*

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

* DID YOU SEE HIM AT Newport?

HICKORY 1324

CATCH THE WIND

BARBARA MILLS

QUEEN OF FOOLS

(CATCH THE WIND) TAKE YOUR TIME

HICKORY 1323

HOME OF THE NASHVILLE SOUND

HICKORY

2510 Franklin Road
Nashville, Tennessee 37204

RECORDS, INC.

HOME OF THE NASHVILLE SOUND

HICKORY

2510 Franklin Road
Nashville, Tennessee 37204
Four Eligible to CMA's 'Fame' Under New Voting

NASHVILLE—Voting deadline for the 120-member Country Music Hall of Fame selection committee has been extended from Aug. 15 to Aug. 21, said Jo Walker, CMA executive director, said last week. Ballots must be postmarked by Aug. 21, she said.

Ballots and biographical sketches of the 70 candidates were mailed to the election committee July 23 by the Nashville accounting firm of Ernst & Ernst, which will tabulate results.

Under the new voting system this year, nominations in four categories: Living artists, deceased artists, living non-performers, deceased non-performers. It will take at least 65 votes to elect.

Criterion on which votes are to be cast is based on what the candidate "contributed to country music which has exercised a continuing effect on it."

Mrs. Walker said it is possible for four persons to be elected to the Hall of Fame this year, one in each category. After the votes are tallied, handsome plaques will be made to be presented to the winner or member of his family. A plaque on each winner will also be mounted in the Country Music Hall of Fame.

The award presentations will be made at the CMA banquet Friday night, Oct. 22. A program of entertainment and dance will follow. A site is not firm, but may be the penthouse of the National Guard Armory. The CMA convention dates, which coincide with WSM's Country Music Festival, are Oct. 21-23.

The Hall of Fame has five members now: Jimmie Rodgers, Fred Rose and Hank Williams, who were deceased, and Naza, Hazzard and Andy Williams, who were among artists who had roles.

"Second to Steel Guitar" features more than two dozen country music stars and acts Hunte Hall, Leo Cerezo and Arnold Stang's version filmed in Nashville last spring.
Wil-Helm Adds Four Artists

NASHVILLE—The Wil-Helm Agency announced exclusive national booking contracts last week with country artists Barbara Allen, Harold Morrison, Johnny Russell and Buddy Johnson. 

Morrison is a regular on the Wilburn Brothers syndicated TV show and Miss Allen will be a regular on country music programs syndicated TV show now in production.

Glazers on Tour

NASHVILLE—Tonapall and the Glaser Brothers are on a nationwide tour, plugging their latest Decena single, "Teardrops Till Dawn," The itinerary for August is: 15, Loretta, Tenn.; 19, Victoria, Ohio; 20, Lafayette, Ind.; 21, Van Wert, Ohio; 28, Bridgeville, Md.; 29, W. Jefferson, Ohio, and Sept. 4, Dallas.

"Mehegan has built a unique musical monument."

—Tom Glazer

CMA Adds 24 New Members

NASHVILLE—Mr. Joe Walker, executive secretary of the Country Music Association, last week announced the addition of 24 tradepeople to the CMA roster. Approved for CMA membership by the association's officers and directors were:


'40-Acre Feud' Bows Aug. 18

KNOXVILLE—"The 40-Acre Feud," full-length movie filmed near Nashville, which features a number of country stars, will be world premiere presented Aug. 18.

The film, produced by Bill Packham, of Atlanta Productions, Inc., was made at Braden Studios. It was done before the Tennessee Film Board.

Featured in the movie are Minnie Pearl, Ferlin Husky, Del Reeves, Ray Price, Eddie Hill.

"YESTERDAY'S COUNTRY HITS"

Change-of-pace programming from your librarian's shelves, featuring the disks that were hitparade hits in the Country for years ago. Here's how they rank in Billboard's chart at that time.

COUNTRY SINGLES 5 Years Ago August 15, 1960
1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. Ruby's Dream, Junior Samples, RCA Victor
3. One More Time, Ray Price, Columbia
4. Safety and Tenderness (I'll Hold You in My Arms), Barbara Dickie, RCA Victor
5. That's My Kind of Love, Marion North, Ray Price, Columbia
6. I'm Getting Better, Jim Reeves, RCA Victor
7. Each Moment (Every Time You), Ernest Ashworth, Decca
8. The Picture, Roy Godfrey, Swing Records
9. A Lonely Week of Art, Jimmy Reaves, MCA
10. Love Has Made You Beautiful, Marie Eide, Starday

COUNTRY SINGLES 5 Years Ago August 13, 1955
1. I Don't Care, Webb Pierce, Decca
2. Cattle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
3. Satisfied Mind, Porter Wagner, RCA Victor
4. In the Jailhouse, Webb Pierce, Decca
5. Satisfied Mind, Red & Betty Foley, RCA Victor
6. Making Believe, Kitty Wells, Decca
7. Tennessee Waltz, Hank Snow, RCA Victor
8. There She Goes, Carl Smith, Columbia
9. Satisfied Mind, Jean Shepard, United

DON'T ORDER. THIS SINGLE NOW...

WILL TELL IT'S O.K. WITH A RED BULLET

"SKIN THE CAT"

By Jimmy Merchant

BO-BAR RECORDS

250 Center St., Pittsburgh, Pa.

NEW RELEASES

OOF POOH PAH DOO

BILLY JOHN

N-JOY 1012

A "3-B" PRODUCTION

AT THE GO GO

JODY DANIEL

N-JOY RECORDS, INC., P. O. BOX 1029
WEST MONROE, LA.

By ELTON WHISENHUNT

SHORT STORY—Johnny Cash was due in Nashville from California for a week of recording sessions. First session was to be 9:30 a.m. to 5:30 p.m. on Jan. 23. Helen and Maybelle Carter were on hand at Columbia studios for background back-up (Anita was in the hospital with slipped disk injuries sustained in a crash last month). Also present were Columbus ad director Don Law, assistant Frank Jones, musicians, studio staff. On Jan. 23, Charlie Jones: "What happens if Cash doesn't show?" "Well, just call it off. He's paying for it." "But he's a good fellow and he's got plenty built up for it." At 5:30 p.m. a call came from NASHVILLE Cash was delayed would be in Nashville the next night. Cash did show up next night.

CONGRATS! This is the 25th year of performing for Mrs. Henry R. Cannon of Nashville; better known to fans as Minnie Pearl. Had a visit with her last week. She's a gracious, charming lady. (Didn't talk like Minnie Pearl at all.) And did you know there's a single-shape shoes Minnie wears that she wore at 1947? They've beenmonds the same times, of course.

TOWN COUNTY—Johnny Sea recorded an "In Person" album last week at Columbia studios. An apom last week at the Better Days, New York City's Grand Ole Opry village, RCA ad chief, Chet Atkins, guitar extraordinarly, was among the guests, and equipment to Penoncello, La., to record Porter Wagoner during an on-the-road live performance.

Country radio has had some rare friends in Sandy Owre and Bob Wynn. Owre is chief of field officers in the Bill Phillips Fan Club. Wynn is associated with trade and promotion. He and his wife flew to Nashville to sit with Mrs. Phillips for a few days. THIS WEEK "The Tennessee Waltz," composed some 20 years ago by Joe Webb, has hit again. Redd Stewart. Publishing rights are owned by Joe Webb and Stewart Music, Inc. First big record hit was in 1951 when Parti Page recorded it.

Bill Anderson, Ray Drusky, Skeeter Davis, Hugo X. Lewis and George Jones.

"THE SPIRITUAL SOUL OF A CHILD" of STEVE HAWKINS

Cherub LPJ/LPS 1016

A Truly Inspiring Performance

August 14, 1965, BILLBOARD
RADIO-TV PROGRAMMING

WMCA, WABC Gain as Record Sales Increase

Two WMCA personalities, Joe Stevens and Gary Stevens, tied for second place with 20 per cent of the votes. Stevens, incidentally, is the only DJ brought in from WKNR, Detroit, last April, creating a tremendous impact for such a brief span of time. Joe O'Brien is in the No. 1 DJ for the morning period, while Gary Stevens has to compensate for the departure of WABC both in the early evening and late evening and comes in at No. 2.

All Ages Listen

Stevens said his audience seemed to consist of a good distribution of all ages, but primarily of teen-agers - because average of two such events or charity benefits out of every six weeks. He is slated to do the Sammy Davis-Joey Bishop show at Shea Stadium Sept. 19. He remembers flying with Sammy Davis Jr. Out of the Ritz Hotel and going into a motorcycle accident. Sammy told him, "You're going to make the headlines out of this."

Radio personality Neil Sedaka visited WMCA to promote his single, "The World Through a Tear." He chats with a "Good Guy" Gary Stevens and program director Ruth A. Meyer on WMCA's terrace.

is William B. Stevens,imitated but hard to equal.

WNEW again took first among New York and area radio stations is being able to fill albums on a continuous and regular basis, creating a steady stream of sales, earning 45 per cent of the total votes, only a slight less than on the last New York survey in August 1964.

William of WNEW was again one DJ with 35 per cent of the votes.

It's fantastic to watch Wiliams at work. When the DJ is WNEW's real star, a DJ day like this, when Charlie Greer of WABC did a musing job. Joe Anthony of WABC did a job for his money in the all night period.

Joe Bogart of WMCA was listed as the most co-operative

WMCA 'in Touch,' Says Mendelsohn

NEW YORK - Herb Mendelsohn, general manager of WMCA, rock 'n' roll station here, is man who radiates strength. Questioned about the success secret of his radio station, he replied frankly, "I'm not going to go into this with the hammer and the anvil." He's anything but humble. We constantly appraise the situation - the good and the bad of everything - then keep the good and try to improve the bad.

While not the first station to use the "Good Guys" tag for its air personalites, WMCA is now considered the "Good Guy" station. Mendelsohn said that at first he was prejudiced against the tag, but found out that "the way we're doing it gives the audience an empathy with the station. Empathy is the word that describes this station and sets it apart from all other stations in this country. The music we play involves the listener.

The big enemy of any radio station, Mendelsohn felt, is smugness. "Here, we question how to make the radio station better - how to be more important to the people we serve." This whole business is not scientific," Mendelsohn said. "It's judgment all the way through. But we're pretty sharp on the records we play."

Joe Allison Retained by WJBRZ As Country Program Adviser

By CLAude HALl

NEW YORK - Joe Allison, an authority in the field of country music, and rack jobbers to plug "You Don't Have to Be Jewish," a comedy album produced by the producers of "The First Family."

The kit contains all the essential elements for listening to the record - a kosher salami; a glass, saucer, tea bag and two lumps of sugar to wash down the salami; a bagel; a 1-cent stamp (bought wholesale with matzah ball soup flavored gummed backing); kosher stickers and, of course, the album.

Complete delivery of the kit was delayed temporarily when members of the Kapp staff ate the salami, and an extra supply had to be rushed over.

WNEW

When it comes to influencing the sale of regular Radio and record station and one of its disk jockeys reigns supreme. The station is WNEW, considered a model for good music stations across the nation, and the DJ

Teamwork Cited Key To WNEW Success

NEW YORK - Broadcasting is a tough business - a very emotional business," said vice-president and general manager Harvey Glasscock of WNEW, a Metropolitan Broadcasting Radio station. "Any measure of success we've had is tied up in the people who work for us. Teamwork has been the key.

Here, we have a stable of seven air personalities one about as strong as the other. Most of them have been at this station a good many years. They've had a chance to build an image and get to know the market,"

Glasscock, who came to WNEW last January when Jack Sullivan was hired to present the station, said WNEW's music was a matter of taste. "I'd hate to label what we program as 'good' music. We know we're never going to get 100 per cent of the audience. We try to get the people in the 18-50 age group. Our music is well diversified and programmed toward the station's audienc:

Music director Jerry Segal, who, in his opinion, the No. 1 record librarian in the field. Records we play are reviewed first by her; then by Var

Teamwork Cited Key To WNEW Success
WDBF to Put Music In the Driver's Seat

NEW YORK—Summer's ex-
ception of record hops and the burn-out period provides give-
aways, with a flurry of live record hop shows being spon-
sored across the nation by radio stations has created a serious problem for those stations short on single records. Con-
ected with this is the fact that many stations do not have enough records, period, for air play. These stations are in the pop field as well as others in-
cluding country. Kenneth Richard Boorton

WARNER BROS. RECORDS' KING FAMILY, in Denver for a convention appearance, took time for a lunch with the "16th and Broadway Boys" of KHOW-News. Dan Parker of KHOW, is at left in this photo. Vice Paul, right, KHOW asked listeners for old 78 recordings of the King Sisters. In turn, listeners were given "The King Family Show" album of the TV stars.

At New York's Summer session, WLIR's Neil Chase will be at the KFWB, Los Angeles station to conduct a "Telephone Poll" of the national disk jockey panel. Chase, former WNEW, incidentally, is one of the best known disk jockeys in Hollywood. He has been with WLIR for about five years and has been a solo artist at various points around the country.

KWFU-AM, Midland, Mich., and KSOV-AM, Corpus Christi, Texas, have heard the names of two young disk jockeys from the midwest who are causing quite a stir with their varied musical stylings. The two young faces are Mike ott and Jerry Lynn, both of whom had been with the Stations before they signed on with KWFU and KSOV, respectively.

The two young disk jockeys have been playing a variety of music on their respective stations, ranging from country and western to rock and roll. They have been receiving a lot of feedback from their listeners, with many praising their ability to keep the audience interested with their music selections.

The station management is pleased with the performances of the two disk jockeys, and they plan to continue supporting their efforts to attract a wider audience.

One of the most significant events in the radio industry is the annual American Radio Convention, which has always been a great opportunity for disk jockeys to showcase their talents and network with other professionals in the field. It's exciting to see young talent like Mike Ott and Jerry Lynn taking advantage of this platform to establish themselves in the industry.

In conclusion, the radio industry is constantly evolving, and it's essential for disk jockeys to stay up-to-date with the latest trends and developments. Mike Ott and Jerry Lynn are certainly doing just that, and it's clear that they are on their way to becoming some of the most influential figures in the industry.

August 14, 1965, BILLBOARD
COLUMBIA RECORDS' JOHN GARY holds the bow while the label's promotion man, Mike Bonchetta, holds the arrows. They convinced the Orioles to display Gary's latest album, "The Nearness of You." Gary visited the station to promote his album when he recently appeared at the Coconut Grove, Hollywood.

The Radio Response Rating
NEW YORK...Third Cycle
AUGUST 14, 1965

The Radio Response Ratings of stations and individual air persons have been determined by a survey of local and national record promoters, personal distributors, and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air persons to influence their listeners to purchase the singles and albums played on the air. The ratings reflect the promotional efforts of major record labels in their advertising campaigns, and also the efforts of individual countries to influence the listeners to purchase the products and services advertised on radio stations.

TOP STATIONS

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<tr>
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THE RADIO DISK JOCKEYS

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AM FM RADIO FREQUENCIES

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THE PROGRAM DIRECTOR, MUSIC DIRECTOR, or Lib. for POP SINGLES (Most Co-Operations in Exposing New Records)

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**STATIONS BY FORMAT**

| AM Radio Frequencies | 
|---|---|
| WMCA | 
| WINS | 
| WHN | 
| WOR | 
| WNY | 
| WLO | 
| WEF | 

**FM Radio Frequencies**

| FM Radio Frequencies | 
|---|---|
| WMCA | 
| WINS | 
| WHN | 
| WOR | 
| WNY | 
| WLO | 
| WEF | 

More than $20,000,000 has been invested in FM stations since its inception, with CPFB and CIAD contributing about 75 percent while also underwriting all administrative expenses. 25 percent has come from subscribing stations. CIIL is nonprofit, with all subscriptions applied to further FM engineering.

At the 65-station mark, the series offers a total of 900 songs, which are Canadian compositions, the first such projects to be produced for the first time. The catalog spans jazz, Dixieland, ragtime, and the like, all composed, produced, and layered with the emphasis in the roster of performers on folk singer Gordon Lightfoot, whose first Warner Bros. LP will be released this fall; jazzman Moe Koffman, who has a new pop single; and Atlantic upcomers, folk singers Malika and Joseph, whose albums for Capitol here have been picked up by Capitol in the United States.

Available on Mono

CIIL albums are available in mono for AM stations, stereo for FM. Stations report great listener interest in the recordings and artists appearing across the nation are benefiting from a big boost in their popularity. Fans from across Canada and from New York, where WMNY programs some of the CIIL material, track down CIIL shows from J. Lyman Potts, a veteran broadcaster, who is assistant to the president of CPFB and CIAD, hoping to obtain their favorite albums. But such recordings are not available to the public.

An article about the Canadian International Library in "Canadian Composer," a new publication of the Company of Canadian Composers and Publishers of Canada, calls the library "the primary and perhaps the most significant achievement in the field of the performing arts."

NASHVILLE — King Rec.

Nashville's King Records, the recording company that has released the music of country music stars like Loretta Lynn and Conway Twitty, has announced that it will be releasing a new album featuring the music of popular Nashville country singer, Charley Pride. This album, which is scheduled for release in October, is expected to feature some of Pride's most successful singles, including "Kiss an Angel Good Morning." The album is being produced by King Records' head of A&R, Jerry Bradley, and is set to be released under the label's new "Country Classics" series. This announcement comes as the country music industry continues to grow in popularity, with many fans flocking to Nashville to support their favorite artists.
when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD

Teammwork Key to WNEW Success

Continued from page 52

ner Paulsen, the program director, and myself and Castle select the final records to be played.

Music business is so emotional, you can't have 10 people making the decisions about what you can and can't do. That's why it has to be a management-level decision where there was change. We don't care how a promotion man feels about a record. It has to fit first our own ears.

"In the end, of course, it's the president of the judge. If the public doesn't like something we play, we discard it."

One of WNEW's most important - and successful - promotions was "The 6 TV Program," which was sponsored by RCA Records, and included a radio audience for the first time. The show was a hit, and it led to the creation of the Billboard Top 10 radio chart.

WMCA 'in Touch'

Continued from page 52

"We're here to tell you what the station is doing," he said. "And I'd like to put down a formula for this chemistry, but how do you do like what we do. But the station has an obligation to serve the people. There's no reason to knock under to a country club."

About station personnel, including its disc jockeys, he said he felt attitude was the most important factor. "People hate to like what they're doing. You just don't expect to win all the time, but we go out with our heads up and we win every time."

"We're a very competitive radio station. We try to be first in everything we do. We don't expect to win all the time, but we go out with our heads up and we win every time."

Arnold—Visiting DJ

RCA Victor Records' EDY ARNOLD found his deejay duties multiply and varied as he spent a week behind the mike at WIND Radio, Chicago, recently for vacating Bob Basil. Above, he had to determine which boy had the dirtiest face at a pie-eating contest held in Evergreen Park Plaza Shopping Center (January, holding a microphone, decided both boys were winners). WIND deejay Kassidy looks on. Below, Arnold autographs a copy of his latest album for Tom Mannion, vice-president of Arlighnt Advertising in New York, while WIND sales manager Don Fox looks on. The occasion was a champagne brunch for WIND clients held for Eddy's, who was the radio station's first guest deejay in its third "In Touch" program.

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Bandsband TV Luring Teens

NEW YORK—Area TV bandstand shows are being recognized as more and more as effective in which teen-age audiences can be reached. WLT-W TV, Cincinnati, is launching a new teen-age, in-city, dance show, "A Go-Go." 4:30-5 p.m. daily.

Another bandstand variety show that premiered over KMS-P-TV, Minneapolis, Aug. 1 was "Upbeat!" The hour show is aired Sundays at 2 p.m. Top Twin City recording groups, plus national artists, are featured. Dino Day is host. Some other popular local variety shows include "Don Melvin Show" over WLT-W TV, Indianapolis, that will be seen 4:5 p.m. beginning Aug. 30, and "30th Street Show." Sid Friedland hosts the WNEP-TV Saturday 6:30-7:30 p.m. show, on the air since 1959.

when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD

Joe Allison Retained by WJRZ

Continued from page 52

changing a station such as WJRZ to country music is the immediate lack of records. "It's mandatory we get both a catalog and a buckling," Allison said. So far, the station is getting excellent co-operation from the major labels. He mentioned Columbia, Decca and Capitol. He said he was considering a letter to be sent to all of the country music labels asking for their record support.

Columbia Helps

Frank Campagna, A&R relations and promotion manager at Columbia Records, said he expected the station to increase country music record sales. We were doing well without a radio station, but WJRZ will be one of the biggest boosts for country music the market has ever seen," he said. He said he was already shipping station records, about 50 at a time.

One of the reasons why a country music station is likely to do well in the market is that people believe, is that an "awful lot of people, among them Johnney who have migrated to Manhattan from elsewhere. Any number of these people would welcome a little bit of home, so to speak."

Decca Records has already received two shipments of country music records to the station and more will be forthcoming from Nashville, Lenny Salistor, head of promotion, said the label will supply WJRZ not only with current country music records, but with older ones, too.

when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD

RCA VICTOR'S CONNIE SMITH discusses the country music field with Charlie Doll, general manager of WLW Radio. WLW's new Country Station W6ZM-AM-FM. Glen Burnie, Md., to the left, is named "The Country Life" with "The Country Life," one of the special guest performers. His mother, Mrs. Norman Smith, was born at Shiloh Dutch Ranch near Dickerson, Md. Doll is one of the judges. Other judges included Bob Neal, of the "The Country Life," and Joe Allison, of the "The Country Life." Dozens of country music fans attended the day event, which drew 150 contestants.

when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD

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Say You Saw It in Billboard

August 14, 1965, BILLBOARD

when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD
**WMCA, WABC Gain as Record Sales Influence**

*Continued from page 52*

Fair July 30 twice per show. A TV set high on the wall is driving.

At 10:14 a.m., the engineer interrupts to ask who where the time between breaks. "The time..." says Duke, and Williams tells him. Williams has been with WABC for 17 years; four years in his first stint and 13 years since he returned. He has been in New York radio 21 years.

Gertie Katman at 10:18 a.m. said, "No, you'll be long before Williams.

"Take your time," he replied. "I have no place to go for three hours." He works three hours each day except Saturday, when he works four; a total of 19 hours a week.

What makes his program so strong as an influence in selling albums? "Maybe the fact I'm the contemporary of most people who like good music in the popular field... maybe I'm fairly sensitive to what they do," said Williams. Tony Bennett, because I personally like this type of music myself. It's easy to be sentimental about the music that you like.

Miss Katman, during a commercial, tipped out at 10:23 a.m. Williams went into an ad about a band that was playing. "Most about the commercial as he would have a feature record. Ben Chinnock came in at 10:27 a.m.

**Faith in Good Music**

Good music, Williams said, would be around for some while to come, certainly in an area like New York "because there are enough adults here and enough kids who like popular good music."

At 10:30 a.m. Chandler launched into the news and I learn.

To illustrate Williams' popularity in New York, music director Gertie Katman once said that all she has to do anywhere in town at any restaurant or night club is to mention his name and suddenly "I'm beautiful."

But last week in the middle of a dream come true recording promotion motion picture, the Tappan, N.Y. Times ran a story about the making of the film, as well as the news of the record. The film, "Two Little Beds in the Saddle," was produced by Roy Spielberg, head of the United Artists Pictures, who directed the film and also supervised the making of the film. The film was shot in Florida and released by United Artists Pictures.

**VOX JOX**

**Sitting Tall in the Saddle**

When answering ads... Say You Saw It in Billboard

**Sooon**

The Tagiello Sound

**WINNERS OF FORD MUSTANGS in Columbia Records' sweeps—A successful sweep contest based on Billboard's Hot 100 and Top LP chart, and sales of albums, singles and cassettes by Columbia artists, promotion manager at CRD, Boston, was awarded a Lincoln Continental as the result of "Mr. Tongue Man!" by the super hit of the week. The Columbia sales convention held in Miami Beach, as reported in Billboard July 24. The awards were presented to 14 Latin American countries. In each of four districts whose distributor had achieved above national Columbia averages in sales. In some districts, the salesmen were from different distributors. Among the 14 Latin American winners were: Bob Harris, sales manager, Sun Records, San Francisco; Hal Bokem, promotion manager, Columbia Record Distributor, Dallas; Bob Haines, salesman, CRD, Philadelphia; Bob Ewold, salesman, CRD, Chicago; Dick Yarbrough, sales manager, CRD, Chicago; Gary Hunter, salesman, CRD, Atlanta; William Shaler, sales manager, CRD, New Orleans. Sitting, from left, are: Jack Graves, salesman, Craig Corp., Seattle; Jim Bolen, salesman, Comstock Distributing Co., Atlanta; Del Costa, district manager, west region; Jim Gleich, salesman, CRD, Cleveland, and Roy Mollomo. Also winning Mustang cars but not in the picture: the World's Fair, salesman manager, H. R. Basford Co., San Francisco; Tom Croft, salesman, CRD, New Orleans; Skip Byrd, salesman, CRD, New Orleans.

**FULLER TUNE Bows at Fest**

MONTEREY, Calif. — Gil Fuller's original composition, "On the Road to Monterey," will be performed at the Monterey Jazz Festival this weekend. Trumpeter Dizzy Gillespie will be featured along with the festival orchestra.

Fuller and Gillespie were first teamed in the '40s with Fuller arranging much of Gillespie's "bebop" classics.

The growing popularity of this annual event, now in its eighth year, was indicated by a 25 percent anticipated attendance of 100 Minneapolis jazz fans flying here for the third straight year and 150 the first year. Festival theme is tribute to the trumpeter.
Word, Sacred, Sword and Cannon. With increased emphasis on the use of technological equipment, particularly those who get TV exposure, such as Burl Ives, Ethel Waters, Harry Belafonte and Richard Nixon, the New York Yankee left-hander, began finding greater acceptance in the general market.

Sometimes categories are only a limited sideline with the CBA merchants. With the general heavy promotion out of keeping with the tranquility and character of the product, and the mass marketing of religious products (particularly books and greeting cards) there has been a significant picture in religious records sales for the general merchandiser.

First With $1.98 Line
To complement its $3.98 line of greeting cards, for example, the dollar store (a dollar higher) the company was the first in the field with its $1.98 line under the Sword label. designed especially to meet the needs of the store's own market. And more recently, Word introduced the Common label, also sold as single records. This category covers the gospel quartets and gospel singing of the old sound. Most of the labels carrying the sacred material. The increasing popularity of the specialty category in contrast to the sacred singers, has also brought growth in the sales picture in the religious field.

A special interest, said Jelley, is the fact that a compilation of the songs released under the Jesus brand showed that stereo records are a runaway in sales in comparison to the old sound. In contrast to the general acceptance of stereo percentages in the CBA category, Jelley said the company survey showed that two-thirds of the buyers preferred the stereo version per cent better than mono. Word company production this coming year and beyond are a result, finding that buyers of religious records will listen to any kind of music if you keep with the same interest as the classical record buyers. As a result, the sales appeal is to a more favor among the buyers, Jelley said.

Stuffed the Word exhibit, in addition to Jelley, were Jarrell Morgan, record buyer for Jewel Record Shops; George Baskin, Bill Mann, Kurt Kainer, Cy Jackson, W. L. Dooms, Gallen Lowman, R. E. Swanson, Jay Piper, Hugh Brown, Fred Back and Flo Price.

One of Biggest Exhibits
One of the biggest exhibits at the RCA Victor line of religious records, Tim Spencer, regional director of retail sales, decided upon the upbeat. More and more people are finding that CBA merchants are realizing that there is a growing demand for such records, and the dollars and more, they are taking advantage of that demand.

In addition to the RCA exhibit, the RCA Victor exhibit was staffed by Bob Markham, national sales manager of the RCA Victor line of religious records, Tim Spencer, regional director of retail sales, and decided upon the upbeat. More and more people are finding that CBA merchants are realizing that there is a growing demand for such records, and the dollars and more, they are taking advantage of that demand.

Catholic Faith Music

Combining excellent vocals, produced in Northridge, Calif., by the monks of the Benedictine Most Rev. Gerald L. O'Leary, the large line of instrumental and vocal albums of Christian faith material, the RCA stores on the market are Spanish language albums, which the company handles as well as some stereo tapes.

Risky Artwork, the label's top art director, said that he had to use a number of artists on the album set, as well as other stereo tapes.

Record of the Absurd

Getting Serious Air Play

Continued from page 3

Park Owners Score BMI Fees in Copyright Appeal

Continued from page 1

Parks, told the mournful tale of a one-night stand by the Beatles,新形势下, a BMI fee of almost one-tenth the gross ($575) instead of the usual concert hall fee of $10 to $25. Hamid said Broadcast Music, Inc., was the first to tip off the courts for the concert halls to a gross problem, as it was the first to point out that copyright law gives licenses a terrific weapon. The law permits the BMI to choose statutory damages and profits or an infringer to have his record or tape, namely, a court order to sell all "small" store owner who can not afford leased background music operators.

The tape and photocopying equipment firm fear that unless the tapes can record under the compulsory licensing proviso, like phonograph records, copyright parts (‘'mechanical

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Nationwide Ring of Disk Thieves Costs Stores Thousands Yearly

By NICK BIRCH

CLEVELAND—A nationwide ring of record thieves is costing the industry many thousands of dollars and will require federal action before it is halted, according to the head of a large disc chain.

David K. Kahn, president of the three-store Valu-Price chain here, estimates that the ring has cost his outlet some $10,000 in phonograph record losses during the past year.

Kahn said the record departments in his stores have all been moved nearer to the checkout counters to cashiers can keep an eye out for shoplifters.

Well Organized

The Cleveland store executive said that the thieves are well organized and go systematically from store to store, city to city.

"The pattern of operation virtually duplicates that of a nationwide ring of clothing thieves apprehended in the mid-50's by the Federal Bureau of Investigation," Kahn said.

Kahn's remarks came following arrest of a shoplifter caught with $52 in phonograph records at a Giant Tiger Store here recently.

The modus operandi of the thieves follows a unique pattern. Large over-size pants are worn by a team of thieves to four men.

After carefully studying a store, the thieves enter, stuffing records into the pants.

"The shoplifter enters as a small boy and leaves as a fat one," Kahn said.

The man arrested at the Giant Tiger outlet recently had some $35 worth of LP's stuffed into his trousers.

Kahn said he had a New Jersey driver's license and had cartoons with a New Jersey address in his auto when he was apprehended.

Kahn theorized the plan was to send the records back to the New Jersey headquarters where they would be sold through some form of warehousing outlet.

Kahn noted that the clothing thieves apprehended by the Federal Bureau of Investigation back in the '50's had a warehouse with over $1,000,000 in stolen merchandise that was being sold through regular marketing channels.

LYON-HEALY FORMULA

Full Line Music Merchandising Key to Chicago Chain Operation

A recent Lyon-Healy advertisement commemorating the firm's 100th year in business captured the caption, "Music For All." It couldn't have been more to the point. Lyon-Healy not only provides music for all, it provides just about everything imaginable in the field of music.

Its five-story, quarter-square-block store on the South Side of the city's Loop carries records, musical instruments, accessories; such home entertainment equipment as radios, TV's and phonographs, to even such off-beat items as piano rolls.

If there is one theme to the Lyon-Healy operation, it is variety. Perhaps prestige and variety would be more descriptive.

The firm operates 13 stores in the Chicago area, six of these carry records. The downtown store, with an inventory of approximately 30,000 LP's, about 60 per cent of which are classical.

Lyon-Healy prides itself on its classical inventory and its clerks are the most knowledgeable classical specialists in the Midwest. The store subscribes to a

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

August 14, 1965, BILLBOARD


STEREOPHONIC tape recorder. Four track record and playback. Three speeds, four pole mechanical motor. Two detachable speakers, two microphones. Two level meters, bass and tone controls, pause lever, tape footage counter. Price $273.00.

Columbia Introduces '66 Line

SOLID STATE Masterwork phonograph by Columbia. Four speakers, Garrard changer, ceramic cartridge, diamond needle, luggage-style case. Price $95.00.
EMPLOYMENT SECTION

SITUATIONS WANTED

ATTENTION, SINGING/BASKETBALL RASPBERRY will sing on your shows from now on. Bars, Battu in back or out. Many parts, call us today to book. (This is the one who runs the fastest.)

ATTENTION, SINGING/BASKETBALL RASPBERRY will sing on your shows from now on. Bars, Battu in back or out. Many parts, call us today to book. (This is the one who runs the fastest.)

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Published, No 100 no. 113

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MISCELLANEOUS

HOT HOT

ATTENTION, RECORD COMPANIES AND RECORDING ARTISTS!

Be the first to hitville by recording a sure-fire hit called "SELFISH HEART"

Published by

Clover Music, BMI

Written by a great new BMI writer

Robert N. Bowden

For the ones who want a hit, only lead sheets will be sent out.

Write or wire for free copies to:

Robert N. Bowden

454 Garfield Court

Long Branch, N. J.

HOT HOT

RECORD SHOP 550 - BRAND NEW - Brandy new steel body, $100.00 per instrument. 1954-1955. Send check with order for percentage. Made by Acme, St. Louis, Mo. These are the only steel bodyed guitars in the world.

ALBUQUERQUE RECORD STORE FOR SALE

In large, established shopping center. Four years in business. Average gross sales per year $150,000. Move to the land of sunshine or to case. Full particulars available.

Wale: JIM CAYWOOD

57 Waco Court

Albuquerque, N. Mex.

MUST SELL SOON!

Say You Saw It in Billboard

ATTENTION, RECORD LABELS

PUBLISHERS + ARTISTS

All types of new, unpublished songs available for recording. Unique production plan for India labels and Producers.

Out-of-town inquiries Welcome. For info...

CALL PL 7-1644 OR WRITE TO

SONGWRITERS ASSOCIATES, INC.

Fred Dept., 276 W. 55 St., N.Y.C. 19

ALBUQUERQUE RECORD STORE FOR SALE

In large, established shopping center. Four years in business. Average gross sales per year $150,000. Move to the land of sunshine or to case. Full particulars available.

Wale: JIM CAYWOOD

57 Waco Court

Albuquerque, N. Mex.

MUST SELL SOON!

Say You Saw It in Billboard

CLASSIFIED RATES

Per insertion

$9 $15 $25 $5

Manufacturers

$9 $15 $25 $5

Distributors (Endpoint)

$9 $15 $25 $5

Distributors (National)

$9 $15 $25 $5

Display insertion

$2 $5 $8 $15

* Minimum size word is 11/4", approximately 55 words. 1st 20 words.

* All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE.

* If Box Number is used, box must be inserted in each insertion.

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Three Suppliers Name Dallas Bulk Vendors in Debt Action

DALLAS — A receivership petition filed here in Dallas County Judicial District Court by Oak Manufacturing Co., Operators Vending Machine Supply Co. and the Tradewins Corp. last week charged bulk vendor Larry Tarletz of Four State Vending Co. with operating by means of fraudulent notes and seeks near-

ly $100,000 in alleged indebtedness on merchandise.

Named in the lengthy, six-count complaint with Tarletz were Dallas Beaver Distributing Co., Inc., three banks and a leasing company.

The court scheduled a receivership hearing for August 13. Meanwhile, plaintiffs and defendants have agreed on a temporary injunction freezing all assets and income of Four State Vending Co. and Dallas Vending Co. pending the hearing.

Route Records

The Los Angeles-based Operators Vending Machine Supply Co. charged that Tarletz, "...to continue to obtain additional goods, wares and merchandise," presented to the firm a $16,740 note in December of 1963 which was to be a "forgery." The petition asks for $12,000 damages resulting from the alleged fraud.

Operators Vending Machine Supply Co. also alleged that in obtaining $35,000 in notes in April of 1964, Tarletz offered security in the form of a "conditional sale contract" for 3,500 Azem venders as well as title, operation and location rights to 1,300 additional Azem venders. However, the petition alleges Tarletz "still has in his possession the route records (for the 1,300 machines) and refuses to turn over or deliver the same." In addition, Operators Vending Machine Supply Co. charged Tarletz with "attempting to defraud" this company and "stands and related items;"

Receiver

Operators Vending Machine Supply petitioned that a receiver take charge of and operate all the machines in question.

Another section of the Operators Vending Machine Supply complaint alleged that title to the machines to which it (Operators Vending) had rights was transferred to a Dallas bank, an action which eventually involved other banks and various other firms—all named in the petition.

Oak Manufacturing Co., also located in Los Angeles, charged that in order to obtain merchandise, Tarletz and principals in the Dallas, Los Angeles businesses "defrauded" and "illegitimately and intentionally set upon a plan or scheme whereby a fraud was perpetrated upon Oak." This, Oak charged, involved approximately $35,000, payable to Tarletz and executed by Dallas Vending Co. Fla., company purportedly secured by a chattel mortgage on a number of bulk venders.

Notes

Oak alleged that "the various vender machines described in some paragraphs were not in fact sold," and petitioned for a sum of $12,000 less than $37,000 which Oak claimed is due on the three notes.

Named in the petition as Dallas Vending Co. principals were Roger Ashe, president and Gilbert Bruner, secretary-treasurer.

Oak also filed claim for $4,700 which it described in connection with a potential infringement suit involving Beaver Distributing Co., a company with which, Oak alleged, Tarletz was connected.

Oak petitioned the court for a receivership appointment.

Tradewins Corp. petitioned for $5,920 from John Tarletz and asked for payment of $750 in legal fees.

Coming Soon:

Sept. 28—Western Bulk Vending Association, quarter-

ly meeting.

Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.

Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.

Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

Oct. 23-24—Southeastern Bulk Vendors Association, quarterly meeting, Maggie Valley, N. C.

PHILADELPHIA — John P. Studnicki, who pleaded guilty to defrauding bulk vending people across the country of some $80,000 through a vending machine racket, was sentenced to 15 months in federal prison on Tuesday, July 27, by Chief U.S. District Court Judge Thomas J. Clarke.

Studnicki, who was based in Edgemont, Del., and operated between December, 1961 and May 1963 out of Miami, Fla., and Darby, Pa., also was sentenced to five years probation at the conclusion of his prison term.

He was convicted earlier on charges of using the mail to defraud. Postal inspectors called him the brains behind an operation that sold vending machines, mostly to retired persons, representing them as exclusive franchisers with guaranteed profits. Approximately $50,000 was lost by purchasers, it was testified.

"I fail to find the slightest sign of remorse," said Judge Clarke to Studnicki, "for wrecking the lives of scores of people."

Two accomplices were placed on five years probation each after they were found guilty of similar charges in a trial in April of this year. He sentenced Raymond Brod, of Pompano Beach, Fla., and Bernard Perley, of Lin-

den, N. J. Witnesses from all parts of the country testified in the trial.
"... redworms, night crawlers..."

Looking for a New Line? Try Worms!

By BOB LATIMER

DENVER—The fact that the million-night crawlers who fish the swift streams of the Colorado Rockies annually have difficulty finding plenty of fresh worms has put bulk operator George Corkle Jr. into a new vending line. This spring Corkle began installing refrigerated vending machines containing redworms, night crawlers, and "chuck mallow" at 50 cents per package. Maintaining temperatures at about 38 degrees, the venders keep the wiggly merchandise in a state of semi-animation for up to two months.

10 Locations Corkle obtains the worms pre-packed in snap-pack cans with air perforations. "The cans provide an excellent crush-proof carrier," Corkle said, "and experience indicates that the metal surfaces do not harm the worms in the least."

"Worm venders are a tremendous asset to the fisherman who is convinced that hitting the river banks at sun-up will provide a better catch," Corkle pointed out, "because he can buy worms in the middle of the night if necessary." Corkle intends to expand his vending enterprise "Worm Venders," which preserves refrigeration, is shown with Denver vending machines in the next issue of this magazine, as a new line.

ACORN

The World's Most Profitable Vendors!

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

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

RAKE

COIN MACHINE EXCHANGE

One Gift Works Many Wonders

GIVE THE UNITED WAY

SCHOENBACH CO.

Manufacures Representives Acorn-Arrow Distributors

MACHINES

GREAT TIME SAVERS!

COIN WEIGHING SCALE

$22.00

FRENCH W. S. CO.

SWISS RESIN MACHINES

CENTURY, WINCHESTER, MILWAUKEE, PIONEER

CENTURY, JR.

COTTON & WINCHESTER

WINCHESTER & NUTS

ROMAN PINS, WRAPPERS, HINGED, RIBBED, ETC.

LEAF BRAND RAIN-Proof Gum

15c, 19c, 7c, 10c, 15c, 20c, 25c, 30c.

PAK-DAY Wrappers, Stamps & Stickers

Everything for the operator.

SCHOENBACH CO.

718 Lincoln Pl., Brooklyn 1, N. Y.

(212) President 5-1390

Please rush complete information and prices on Northwestern Super Sixty Bulk Gum Vendor (as illustrated) as well as other Northwestern machines.

NAME

COMPANY

ADDRESS

CITY

FILL IN COUPON, CLIP AND MAIL TO:

KING & COMPANY

2700 W. Lake St., Chicago 2, III.

Phone: KE 3-3562

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, Sc Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Packed in 1 lb., 100 lb., 300 count and 500 count Candy Coated Baby Chicks, Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Churns, Capsules, Get Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendor, Write to King & Co, for prices and our new 12-page catalog.

IOWA

A Survey of State Business Regulations

Thirty-six in a series of reports on State legislation affecting the bulk vending industry. No matter how exhaustive, each article carries the name and address of the State official from whom full information may be obtained. Clip and save.

DES MOINES—Under terms of the State Retail Sales Tax Law, a 2 per cent tax on the gross receipts derived from all coin-operated machines was imposed.

"Receipts from the sale of merchandise through vending machines is also subject to a tax of 2 per cent," the law read.

"The operator of machines which are put on location is a retailer for the purpose of the Retail Sales Tax Law, in the words of the state, "is required to hold a Retail Sales Tax Permit and report the entire gross receipts received from the operation of such machines and remit 2 per cent tax thereon."

The operator need apply for only one permit, however; for his principal place of business. He must file a quarterly return reporting gross receipts on form "ST 10" supplied by the State. The form also shows the number and type of machines operated.

The Retail Sales Tax Department furnishes to each operator a sticker, "ST 10," for each machine. Each sticker carries the number of the Retail Sales Tax Permit number.

Operators are cautioned to consult county and local authorities for specific municipal legislation before expanding into new areas.

For complete State information, write to W. F. Plummer, Assistant Director; State Tax Commission; State Office Building; Des Moines, Ia., 50319.

Canteen Sustains Big Colorado Flood Loss

DENVER—Automatic Canteen Co. of Colorado, which operates hundreds of bulk machines in addition to full-line vending equipment, reported the loss of 100 machines with merchandise in 60 locations along the banks of the Platte River during its rampage earlier this summer.

In addition, Canteen was forced to junk 200 other vending machines which sustained excessive water damage in storage at the firm's headquarters here. Water an seven feet deep in the building.

According to company General Manager Bill Chappelle, Canteen lost approximately 50 truckloads of stored merchandise, which was turned into a glutinous mass by the muddy water.

In attempting to restore vending service quickly, Chappelle installed a mobile telephone in his auto, which he used for a steady stream of calls to suppliers, Canteen's central office, headquarters, etc., in co-ordinating the restoration of devastated routes.

"In the few days immediately following the flood I made more than $750 long-distance calls," Chappelle said. Colorado Canteen's loss was estimated at well into the hundreds of thousands of dollars.

BUILT FOR BUSINESS! MARK-BEAVER Bulk Vending Machines Full of built-in advantages for longer life and greater profits.

VENDOR MFGS., INC.

C. V. (Red) Hitchcock, President

3319 LEWIS STREET

NASHVILLE, TENNESSEE

PHONE: 615 256-1446

(Distributor areas available throughout the world)

MIV VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

If you plan to start the most successful vending line, use MIV VICTOR 77 Gum & Capsule Vendories. You'll have a million as your starting point! MIV VICTOR 77 GUM & CAPSULE VENDOR SELL FASTER & EASIER THAN ANY OTHER CANDY VENDING MACHINE. MIV VICTOR 77 VENDORS will attract more attention than any other machine. MIV VICTOR 77 GUM & CAPSULE VENDORS are available in Standard size, BB-77 and BB-77A with a variety of price tags and coin types to suit any location to which they are placed.

Only MIV VICTOR 77 VENDORS are designed to give you the most sales. Other machines are inferior in design. The MIV VICTOR 77 GUM & CAPSULE VENDORS are designed to attract a large number of customers.

Please rush complete information and prices on MIV VICTOR 77 VENDORS, and other MIV VICTOR 77 machines.

NAME

COMPANY

ADDRESS

CITY

FILL IN COUPON, CLIP AND MAIL TO:

MIV VICTOR 77

314 W. 42nd St., New York 36, N. Y.

We handle complete line of vending machines, parts & supplies.

zip code helps keep postal costs

Phone: 615 256-1446

Grafe Vending Supply Co., Inc.

3319 Lewis Street

Dallas 7, Texas

New ready for immediate delivery.

Hold 1,000 individually wrapped FLEER'S DIME DOLLAR SIZE BUBBLE gum, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemptions. Bulk leading.

Other products soon available.

PARKWAY MACHINE CORP.

715 Brown St.

Baltimore 2, Md.

BILLBOARD, August 14, 1965

62
**AN EXCLUSIVE BILLBOARD REPORT**

**Discotheque: How is the ‘Go-Go’ Going?**

**By NICK BIRRO**

CHICAGO—Discotheque is the most heavily promoted French import since the bikini and the juke box industry has embraced it with enthusiasm that does international relations proud.

It started as a new form of entertainment in France and Europe but has since been mechanized by the coin machine industry and spread to the far corners of the world.

Discotheques are operated by live entertainers. The juke box changed all this, but only briefly. Today coin-operated discotheque and live entertainment has formed an entente, and even the most successful discotheques are those that offer some combination of the two.

Joe Started It All

Seeburg was the first to sample the French product, importing the Gallic discotheque discipline Joseph Pananirho to bully the cause around the U.S. Joe has returned to the green fields of France, but Seeburg’s discotheque is rolling on.

Rowe AC adopted as its champion Killer Joe Piro, dancer darling of the New York "Jett Set." Joe is featured dancing everywhere from the Moscow Muse to the Sinnoff people to the Rowe-Rowe-Rows for his choreography employers.

Wurlitzer enlisted the Arthur Murray dancers to sell its cause and Rock-Ola, after some resigned soul-searching introduced a package with the promotional gimmick that was new standard.

As most new ideas, discotheque has its adherents and enemies. Some operators praise its cause to the sky, others curse to the ground below.

Some in Every Block

Some areas have discotheques in every block (well practically every block), others less than a half dozen per city or town.

Some operators install discotheque with all the showmanship of a P.T. Barnum or Billy Rose—other has wisely prepared sign, put a few dance records on their juke box and hope for the best.

As might be expected, the success of discotheque is in direct proportion to the effort and inventiveness used in its installation.

"It doesn’t just happen," as one distributor put it. Like most things worthwhile, it has to be pushed.

**National Publicity**

One undeniable accomplishment of discotheque is the national attention it has given the juke box industry. Virtually every major metropolitan daily newspaper in the U.S. has mentioned national magazines as the New Yorker, Life, Time, Newsweek and National Publicity (the New York State SWC). The SWC has also added a host of others who have written the new coin-operated Go-Go's.

In past years the juke box industry received much attention only in less savory connotations.

Discotheque has also made many people conscious of sound. What started as a dance-oriented promotion has become a dance-oriented name to the "Big Brand" idea.

Seeburg produces its own discotheque records, Wurlitzer has records specially made for it by several manufacturers, while Rowe and Rock-Ola choose to stick with the product now available on the market.

Reactions Run Garnet

Some operators have made (Continued on page 71)

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**REPRINTS FOR DISCOTHEQUE**

CHICAGO—The exclusive Billboard report on discotheque in this issue is prepared as a special service to operators. Reprints of this report may be obtained by writing Coin Machine Editor, Billboard, 188 W. Randolph Street, Chicago, Ill. 60601.
Coin Discotheque Equipment Offered

Rock-Ola

Grand Prix II 160-selection and Princess Royal 100-selection phonographs, and Starlet 100-selection phonograph, the latter with no dual pricing.

Utah discotheque speakers and "A," "B," and "C" decoration kits. "A" kit has 60 by 36-inch window banner, 12 wall posters, nine mobile danglers and 50 table tents. "B" kits have same size window banner, eight posters, six mobiles and 20 tents. "C" kits have the banner plus four posters, three mobiles and 15 tents.

Rowe AC

Diplomat 200-selection phonograph and Discophonics stereo speakers with additional amplification and reverberation. Killer Joe Pilo idea book with instructions on how to set up and operate a discotheque; Killer Joe pamphlets, streamers, banners, posters, membership card for teenagers, and a pair of dance records. Portable dance floor is optional. Advertising mats, radio scripts and news releases are free.

Seeburg

LPC 480 (150 selection) console and two Altec Lansing speakers priced at $1,095. Mustang 100-selection phonograph playing singles only, with two Altec Lansing speakers priced at $1,095.

Starter package includes: 10 silk screen-hangers, electric window sign, paper wall banners, table tents, coasters, napkins, ceiling mobiles—all at approximately $500.

Rec-O-Dance Little LP's in Discotheque (pop), Discotheque (teen-age) and Rhythm (rock) series. Leased at $60 per year, quarterly replacement included. Ten records per package.

Diskotheque singles in Diskotheque (pop), Discotheque (teen-age), Rhythm (rock) and Country series. Ten records per series. Leased $40 per year with quarterly replacement.

Newspaper ad mats, radio spots and press releases free.

Wurlitzer

Discotheque "3900-8" 200-selection phonograph with cut-off switch. Another model 100-selection machine is not promoted for discotheque. Utah-Heritage III speakers about $150.

Decoration kit includes: Nine fluorescent 3 by 8-foot wall banners, 1,000 napkins, 500 table tents, two 11 by 33-inch window banners and speaker grill panels.

One set of 10 Columbia discotheque records for $20. One set of RCA Victor at same price.

'Tek' Makes People Conscious of Sound, Says Detroit Trade

By HAL REVES

DETROIT — "It's reawakened interest in the entire juke box field—people are actually talking about juke boxes again."

That's the reaction to discotheque from Dan Evans, Miller-Newmark Company, Rowe AC distributor here, and it's typical. Evans feels that "discotheque has made people more conscious of sound. Even locations that don't have room for dancing are using discotheque to make more money."

The major reaction to discotheque has been caution. The success of the French-originated dance idea has followed closely the promotional activity at the manufacturer level. Accordingly, Seeburg installations lead the field with others following at varying intervals.

Collections Up

Operators like Carl Granz report a substantial increase from locations where discotheque has been installed. Operator Al Turner of Detroit is typical of those who have used "go-go" decorations to advantage.

Turner made his installation in a West Vernor location—with no dancing—but business is up anyway.

State law encourages operators to concentrate on the "listening" aspect of discotheque. Locations can't allow dancing unless the floor measures a minimum of 200 square feet. Small locations are reluctant to have that much "non-earning" space since tables usually have to be removed to make room for the floor.

At Empire Coin Machine Co. (Rock-Ola), Robert L. Wilson, manager, says discotheque is growing slowly but it needs "selling to both the location and operator."

Harold Christiansen, Angot Distributing Company (Wurlitzer), offers discotheque records to operators through a one-stop he also runs and notes that "some operators have achieved very successful results with the discotheque idea."

Statistics are nebulous, but Rowe AC is said to have sold 30 of its machines in discotheque installations with Seeburg having an even higher number.

Showmanship Important

Showmanship is suggested by Dan Evans: "The best locations have some form of entertainment. Go-Go girls to demonstrate the dances is a good idea. An emcee to keep things going also helps."

Frank Allouf, Jr. of Frank's Music, has taken a cautious though increasingly enthusiastic approach. Frank has about 40 juke boxes on location—only one discotheque.

However he makes it clear, "we are ready to put in discotheque if the people want it."

Allouf said he has been cautious because he didn't want to get caught up in the idea if it was "just a fad."

Art Heins, Miller-Newmark manager, feels that cooler weather will spur discotheque even more. "People don't like to dance in the heat," he says simply.
Your fortune for a penny

Number Two of a series

Never poke fun at the lowly penny... it's a pretty serious matter. At least that's the way things added up in the early 1930's. A lot of people took pennies seriously in those days... especially David C. Rockola, the president of Rock-Ola Manufacturing Corporation, whose products provided homes for a lot of wayward pennies.

Rock-Ola's line of fine Featuristic and Lo Boy weighing scales were steadily gaining in popularity... due primarily to a fantastically simple mechanism with a foolproof, no-tamper coin chute assembly.

If there was one thing David C. Rockola knew about, it was about scales, and the thing he knew most about scales was that they had to be simple, dependable and most of all profitable for the operator. After all, a penny was just a penny even in 1932.

It was a good business. In fact, according to the expert opinions of people who keep track of such things, every person in the country was the proud owner of three tax-free pennies at any given moment. That's about seven billion of them, or so they said. These were the very pennies that interested Mr. Rockola.

There's a funny thing about pennies, though... or rather about the people that have them—nobody wants them, and they get rid of them at the first opportunity.

From his experience as an operator, David knew that no operator could afford a mechanism to keep his scales in service... so he designed a scale that needed no repair... ever.

When soda straws became a popular way of cheating the scales, he designed a coin chute that curved so the straw wouldn't work, and when sharpies were picking locks he came up with a pick-proof, free revolving collar, cylinder vault lock.

By 1933, scale operators were forced to take the pinball and counter games seriously. Most locations didn't want to deal with more than one operator, and a lot of scale men were losing valuable locations.

By this time, Rock-Ola was busy developing a line of games to make it possible for the operators to gain more locations and increase their profits.

The same simplicity and precision of manufacture that had made his scales so popular were carried over into the games with immediate success. Juggle Ball, Wings, Sweepstakes, Jigsaw, World Series, Radio Wizard, Army Navy and Black Magic proved to be some of the most successful and profitable ever produced.

In November, 1934, David C. Rockola staggered this industry with the unprecedented purchase of the vast Gulbransen properties at Chicago Avenue and Kedzie for an estimated $5,000,000.00. The property covered an area of four and 1/4 city blocks and included 23 buildings with more than 750,000 square feet.

Within a few months, Rock-Ola had 3,500 employees and the capacity to produce 3,000 pin games per day.

Perfection of simplicity in complicated mechanisms caused them to work in flawless and trouble-free fashion. Thus, the switch to the complicated world of coin operated phonographs was a natural move... and now, after 30 years experience, has resulted in Grand Prix II, Starlet and Princess Royal... the ultimate in phonograph design and performance.

Rock-Ola Manufacturing Corporation
800 N. Kedzie Avenue-Chicago, Illinois 60651

ROCK-OLA
music products for profit for 30 years
Stanley Jarocki:
'Theque Needs a Swinging Host'

By NICK BIRD

Chicago—Stanley Jarocki feels that discotheques need a "twangy" touch if go-go girls should be "modestly attired."

"You don't want to embarrass women in the place," Jarocki says. "Next thing, all you have is a bunch of guys, and you need a happy mixture of both guys and dolls to make a discotheque click."

Jarocki, as most people know, is Seeburg's national promotion director, and for the past several months has been touring the boondocks making discotheque installations in every town big enough to support an electric outlet. He has ideas.

The result? Business has more than tripled, and is still growing. The Monday-through-Friday trade was increased, which Salcido wanted most of all, and the weekend business has held strong and increased enough to convince Salcido that discotheque is the answer.

The problem was off.

Discotheque Solves California Problem

By SAM ABBOTT

Los Angeles—Regino Salcido had a problem at his Lavroc Inn. He solved it with discotheque. Salcido discussed the matter of attracting new customers and keeping old ones longer at his beer tavern in Los Angeles County, an area between Gardena and Hawthorne. M. O. Barrett, who has the Barrett Company, installed a LP 379. He and Salcido flushed out one end of the tavern with discotheque figures and installed black light to highlight the posters.

Next came the problem of making money. The Monday-through-Friday trade was increased, which Salcido wanted most of all, and the weekend business has held strong and increased enough to convince Salcido that discotheque is the answer.

The problem was off.
DANCE DEMONSTRATION—key to go-go location success. Go-go girl shows 'em how in El Rancho, Chickasha, Okla.

A NEW PROFESSION — "Go-Go Girl." This one works at Babe's A-Go-Go in Des Moines.

GO-GO GIRL doing the "Dog" at Denver's Club A Go-go.

CAGED Go-Go Girl at the Peppermint Cave in Denver.

DANISH go-go girl demonstrates Scandinavian version of the "Dog."

BEGINNERS are as much fun to watch as the pros. These teenagers concentrate on the Jerk at Thomas Mall in Phoenix.

August 14, 1965, BILLBOARD
Girls a Go Go in Denver

By BOB LATIMER

DENVER—Some two dozen discotheque installations have been set up here in the Mile-High City, with about 20 per cent of these using girls in cages or on platforms to demonstrate the new dances.

Mike Savio, the owner of the Miami Discoteka (Wurlitzer), reports that locations which feature the coin-operated discotheque variety to that using a live "dancer." Very few locations even use deejays or entertainers to enliven their discotheques. Savio says that the majority prefer to concentrate on offering a lot of discotheque music and letting it go at that.

Savio, however, is a big believer in promotion and has pushed hard with his Wurlitzer Prom-O-Pak, installing black light posters, bright signs and table cards. Savio has also been successful making discotheque installations in teen-age beer halls which serve 3.2 beer.

The entire discotheque concept got a boost here recently with the staging of the Entron Discotheque Au Go Go by the National Community Television Association at the Entron Murray dancers served as instructors and Drake Sales supplied the phonographs, speakers and music library. The event received considerable newspaper publicity.

Operators report that a little adult interest in discotheque, despite the installation of the concept in such small locations as the Denver Petroleum Club. Mr. Berson, head of Struve Distributing Company (Seeburg), reports "terrific collections" of records and young people gather.

You don't have to have captive girls in cages or even dancing, for that matter, according to Mr. Berson. The Denver distributing head feels that discotheque is just as appealing to the listener as it is to the active dancer.

Among Struve's most successful locations has been the Fox on the Hill, an elaborate lounge in suburban Littleton operated by John Plessinger, who was spending up to $19,000 annually for talent in an effort to pack his place. After installing Seeburg's discotheque package, Plessinger found he was still getting "wall-to-wall people every night," but his costs were cut to $2,000 yearly ($50 per week guarantee).

St. Louis 'Tek' Gains Momentum

By EARL PAIGE

ST. LOUIS—A sampling of opinions here among distributors, operators, and location owners reveals that discotheque has yet to reach its peak in the greater St. Louis market but it is gaining great momentum.

At Brandi Distributing Co., Pete Brandt is actively following through on the Wurlitzer tie-in with the Arthur Murray Studios. Charlie Kaehle, at Advanced Distributing, after earlier introducing Rowe AC discotheques with a free-open house, is reporting growing 'theque activity. Over at Musical Sales Joe McCormick is seeing a lot of action with the Rock-Ola. And at L&R Distributing Seeburg discotheque has really taken hold according to phonograph sales manager Pete Entringer.

"It would be hard to say how many discotheques and discotheque adaptations there are in the over-all market here," Entringer reported, "but I know there are around 150 Seeburg discotheques in the eastern half of Missouri and the southwestern part of Illinois."

"Our operators," Entringer explained, "are finding that discotheque is working out best in the good neighborhood taverns and night clubs, where it is used in place of live entertainment and as a part-time replacement for combos and bands. Where locations have it rough paying for live entertainment discotheque can be a real shot in the arm."

Disco No Miracle Drug

However, discotheque is not for every location Entringer stated and veteran Pennis, Missouri, operator Bill "Dutch" Meese agrees. But at the same time Dutch says, "This is the first time I've ever really made money on music. Where discotheque goes, it really goes. And, of course, we're getting a minimum guarantee so the locations are promoting music and getting in with the "hustle" and "bustle.""

Meese said, "While word-of-mouth is still the best promotion here, a number of locations are using outside signs, newspaper ads, and in some instances, radio spots. Walter and Sydney Morris of J. S. Morris & Sons Novelty are doing a discotheque installation at Gino's where "Go Go Girls" are featured. "You have to have good music." Gino's owner Gino Barsotti stated when Billboard visited the Morris Novelty location in St. Louis' west end. "The customers expect something different and exciting. This is what's making discotheque stand out."

MIAMI TWIST
Live Acts & Discotheque Coexist

By RAY BRACK

MIAMI—Here where live entertainment has long been a way of night life, coin-operated discotheque is altered slightly in concept to complement the town's tastes.

The Miami method is the idea.

William Randolph Dies in St. Louis

ST. LOUIS—William E. (Ed) Randolph, a 20-year veteran of the coin machine business here and now throughout the country, died at his home here Friday (23) following a long illness. He was 69 years old.

Ed Randolph, started in the business with Ideal Novelty years ago. Later he was with Jack Rosenfield and for a time of Perry London and his London Distributing Co. staff here, with the method exemplified best by a five-phonograph discotheque installation recently completed in the Castaways Motel at 1634 and Collins Avenue.

Said Mr. Berson, "we're getting a lot of action with the Rock-Ola. And at L&R Distributing Seeburg discotheque has really taken hold according to phonograph sales manager Pete Entringer."

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"The bar is extensively broken up by posters and advertising," a London spokesman said, explaining the two extra sets of speakers.

At the same time, London installed 480's and large speakers in Casaway bars called Shinto Tempo, The Tahitian (also known as "rather rowdy") and features among its five major lounges the Wreck Bar, known to the local young set as "the place to go." The Wreck alone reportedly grosses $3 million a year.

In the Wreck, London Distributing technician--last month installed an LPC-480 and three sets of discotheque speakers operated his own distributing company here known as Rightway Distributing.

Randolph, who has been with Central Distributors here for the past year and a half he was employed by Musical Sales. He is survived by his widow, Rachel.

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London Distributing has made 100 discotheque-type installations in the Greater Miami area in the past few months.
San Francisco Discotheque: Many Different Answers

By GODFREY LEHMANN

SAN FRANCISCO — What makes a discotheque location? The answer to this question is often as varied as the number of definitions for the French-originated word.

To one operator it is not truly discotheque unless the location uses specially designed discotheque equipment; to another a pair of stereo loudspeakers is enough. To a third it is less the equipment, more the records placed that count.

The term itself doesn’t mean exactly what it’s supposed to mean, according to the president of the largest operating company in California, the “discotheque,” like its French derived “bibliotheque” means “library.” Originally, “bibliotheque” referred to library books, and “disco” meaning records, says Henry Leyser of Associated Amusement Co., Oakland.

Thus strictly speaking any juke box could be a “discotheque” since it is in one sense a selective record library which is changed from time to time to meet changing tastes. What makes the difference are such factors as dancing, equipment used (especially the speakers’ decors) and the method of programming.

In the case of Leyser’s firm, the important thing is programming. The goal is to program each location according to the tastes of its customers.

For the most part Leyser shuns the special equipment which has been produced for discotheque use, largely on the ground that he feels it is over priced. In addition, the problem of obtaining dance permits in San Francisco and to a lesser extent Oakland is so great that locations are reluctant to invest too much money to get uncertain results.

ACA does, however, use a few promotional gimmicks of its own. In one discotheque the special records are promoted by some hand-drawn art displayed. Another location features the first recording of a new group called “We Five,” together with glossy photos of the newcomers on location. The success was done with a recent promotion on a Kingston Trio single, and a Jerry Garcia show.

To Joe Silla of Silla Music Co. in Oakland, discotheque by whatever definition, has not gone over. “I had three locations and thought it would be good, but all are dead,” he reported recently. One of the owners went out of business for other reasons, a second had live music, and the coin equipment could not compete, the third alternates with disk jockeys.

The number of requests for discotheque is practically nil, he said. To the extent that the tax is 7% on all sales, the business is discouraging.

However, Robert Van Houen, president of the Peninsula Music Co. in Monterey, has a very successful location in the Capit Inn. Promotion is handled by the Inn itself. This includes occasional “parties” with “Go-Go” girls on the spot to teach dancing.

Sterling Music Co. of Redwood City reports having five locations — four with Seeburg and one with Wurlitzer equipment. Sales manager Val Herdrids is happy enough with his flat guarantee of $30 a week (or $40 a week for special speakers) to make his business is up 35 to 40 per cent, and finds that business is generally up ten per cent.

Harrison Terry of Richmond reports several “library” bars and “country and western” locations. Terry receives a weekly guarantee, and as a result his business is up about 20 per cent. The point of purchase material doesn’t take too well at the bars, he reports, so he has given up distributing it.

The number of discotheque records in a 160-record box runs from ten to 30, depending upon the speck. At the A and B Music Co. in Vallejo a co-operative experimental promotional program is being planned between the operator and location with a discotheque Wurlitzer. Partners Charles Gelatin and Jim Coffey ask a minimum guarantee of $40 a week, and 30 per cent after a gross of $80. Business is up somewhat at the location, but they expect an even greater improvement when the program is started.
French Business Off, Says Top Official

PARIS—The coin trade in France has suffered a slump of 40 percent over the last year according to M. Jean Faraut, president of the Federation Francaise des exploitants et Commercants de l'Automatique.

The Federation estimates 14 regional Syndicates representing about 1,600 coinmen from all areas of France.

M. Faraut: "Unfortunately in terms of general economic recession it is the non-essentials—like coin games and juke boxes—which are the first to suffer."

The coin game market had reached saturation point in France and the trade was virtually existing on replacement deals, he said. Further hardship had been suffered as a result of the banning of coin games in Algeria—formerly a good source of revenue.

There has been an increasing tendency in the juke box field for distributors to sell machines to coin proprietors rather than to lease them. Faraut estimated that 20 percent of the juke boxes now in use are owned by cafe men. He regarded this as a bad tendency which would continue, he said, and in such a case were coinmen, are likely to hang on to it for 10 years.

M. Faraut said there is concern in the trade over a proposal to come before the French parliament in the fall that the entertainment tax on coin machines should be increased. "We do not buy to fight such an increase," he said. "The trade simply could not support it."

Disturbing developments have resulted from the slump in trade—such as the stepping up to absurd proportions of commissaries offered to cafe proprietors and the attempts by certain importers to sell coin games directly to cafe men, thus by-passing distributors.

Certificates

As a move against this the Federation has introduced a scheme whereby special certificates are issued to all distributors who undertake to stand by agreed Federation principles of fair trading. French importers and manufacturers of coin equipment are being asked to safeguard the future of the coin trade by dealing only with certificated distributors.

In a recent case of a concessionaire offering to sell coin equipment direct to cafe men at trade prices, the Federation got an undertaking from the Big French firm of Busson not to supply any further equipment to the concessionaire until he abandoned his price-cutting project, Faraut said.

The Federation's certificate program has been welcomed by coin men who are anxious to safeguard their interests and to safeguard the future of the trade, especially at a time when business is poor.

Ditchburn Sales Reported Up 21%
PHILADELPHIA—Distributor David Rosen announced last week plans to install a $10 million-dollar financing plan for his recently introduced "Filmotheque-Discotech" machine.

"Banking accommodations have committed themselves to a $10 million loan to aid the handling of Filmotheque-Discotech, Rosen declared.

Rosen is offering the standard Cinebox music machine and film-on-motion innovation, the musicfilm-jukebox unit, to operators on a basic $25-per-week lease basis; he is also selling the units outright.

Credit for Buyers

It is for the buyers of the equipment, Rosen said, that the financial interests have agreed to extend to $10 million in credit.

As recently reported, assembly of the Filmotheque-Discotech machine is going on at a plant recently acquired by Rosen here. The Cinebox machine is imported from Italy. "Our leasing program is available only to those experienced in the coin machine business," Rosen said. "We are not concerned with deposits or side drafts. We are leasing machines now with operators with options to buy. And a similar leasing program will soon be made available to distributors."

Distribr Appointments

Rosen also announced that distributor appointments will be made soon. He is, meanwhile, discussing the purchase of component pieces with the manufacturers of the equipment.

Rosen was in Chicago last week, reportedly for talks with Rowé AMI concerning the extent of the Filmotheque-Discotech manufacturing.

Rosen is a major distributor of Rowé AMI coin-operated equipment.

Seeburg Dominates Minneapolis

few resorts are reported doing very well with discotheque.

City or country, the locations doing a job are almost always promoting with colorful window signs, interior banners, and pointed conversation with patrons. Little or no newspaper advertising is found.

One location which tried discotheque and then gave it up after a few dismal months, was described by the distributor as having failed entirely to promote the fact of discotheque. "You simply can't set up the equipment and let it go at that," he warned.

A downtown Minneapolis bar,

'Tek' Takes In Scranton

SCRANTON, Pa.—The Jolly Roger Inn and Joe's Teen-age Center are among the most successful discotheque installations in this large industrial city.

John Roche, proprietor of the Jolly Roger, said his Rowé AMI discotheque installation was producing "fabulous returns." Roche said he had lost 65 percent of his business and was barely making the $12.50 weekly minimum guarantee on his juke box before discotheque was installed.

"We're not only getting back many of our old customers, but our jazz fans are now coming in seven times what they used to be," Roche said.

Joel's Teen-age Center opened with discotheque in mid-June. Teen-agers are a given "Killer Joe" (Killer Joe Piro, Rowé's discotheque sales and distribution representative) card which owner Joel Niko says has already become a status symbol among the youngsters.

David Rosen, head of the Rowé distributorship in Philadelphia, said he envisions a chain of teen-age discotheque centers throughout the East. Both John Roche and Joel's use multiple speaker installations—18 in the Jolly Roger, 25 in Joel's. The teen-age center augments its discotheque income with pool and pool table earnings.

First Theque In Nashville

NASHVILLE — Nashville's first discotheque, the Reading Room, opened last week at 5th and Lea near downtown and met with immediate success.

Location owners Bob Bryan and Russell Hart found the club a big hit with young adults. "We are averaging 350-400 customers a night," said Bryan.

Seeburg equipment was installed by Simmons-Penfahm Company's Nashville branch for Operators Inc. & Associates, Inc. Home office of Simmons-Penfahm is Memphis.

The club, attractively decorated, features a dance floor, a bar and a dance floor.
Texas Game Orders Up Following Free Play OK

HOUSTON—Free-play flipper game orders from principal Lone Star distributors are in
able in the wake of legalization of the equipment, according to reports from Chicago
ufacturers.

“There’s a rush of business from Texas,” reported one manu-
facturer.

“We expect an increase in orders as the effective date of the
new law approaches,” de-
clared another.

Due to take effect Aug. 30, the amendment of the State’s
penal law, passed by both houses of the Legislature in June and
signed by Gov. John Connolly
early this month, will permit the
legal operation of free-play flip
pinball games throughout the
State.

Municipal Hurdles

Various municipal hurdles have still to be cleared, how-
ever.

Here in Houston, for ex-
ample, the city legal department
has been asked to review the coin-operated amusement ma-
cine licensing ordinance. In so
requesting, Councilman Robert
S. Webb said the action was
necessary “to assure control
over the machines and to pre-
vent their use as gambling de-
vices.”

Added the councilman: "I under-
stand that more than 5,000 of the new pinball ma-
chines are on their way to
Houston."

Webb did not disclose the
source of that figure. He said; “I think that if our police or
 treasury department has the
right of inspection it will be
a deterrent to their misuse.”

Under a State law which per-
mits collection of a fee half
that levied by the State, Houston
currently charges an annual $5
license fee for all coin-operated
games and juke boxes.

Drawn up through the de-
termined offices of Dallas dis-
tributor, Abe Szyma, of State
Music Distributors, Inc., the
penal law amendment measure
was introduced by Sen. George
Parkhouse and was sponsored in
the House by Rep. Ben Al-
well. Both legislators are from
Dallas.

Parkhouse and Atwell fought unflaggingly for the key clause
in the code amendment, which
reads: “An immediate and unre-
corded right of replay, mechan-
ically conferred on players of
pinball machines and similar
devices, is not intended to be
included in the phrase money,
property, or other valuable
thing.”

When the present penal code went into effect in Texas it
struck a severe blow to the
amusement game industry.
Texas was known as “a good
flapper State.” Operators were
permitted to place only add-a-
ball-type flipper games on loca-
tion under the law — now
amended.

Canteen Sales, Earnings Up

CHICAGO—Automatic Can-
teen Co. of America set new rec-
ords for sales and earnings dur-
ing its first three quarters of
1965. Third quarter sales were $66,270,000, com-
pared to $61,720,000 for the
same period last year. Net earn-
ings after taxes were up 7% per-
cent to $1,980,000 or 30 cents per
share, compared to $1,182-
00 or 18 cents per share last
year.

Cumulative sales for the first
deck of the first quarter soared to $193,-
026,000, compared to $182,-
233,000 a year ago. Net earn-
ings from operations reached new highs of $3,948,000, com-
pared to $2,818,000 per share, compared to 1964 figures of $3,422,000
and 51 cents per share.

The Ambassador is a new pool table introduced by the Irving Kaye
Co. The non-coin operated model has an all glass cabinet, with
chrome-plated steel corner sections, two die-cast recessed scoring
markers and five inch reinforced legs. It also features a jam-
proof trackless ball return system. The table is available in seven,
seven-and-a-half, eight and nine-foot sizes.

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Seeburg Picks
Trade Press
Vet for V-P

CHICAGO—Martin (Marty)
T. Toohey, former Billboard
coin machine advertising sales-
man and for the past six years
general man
ager of the Cash
Box coin ma-
icine depart-
ment, has been
named Seeburg
Corp.
regional
vice-
president for the
Eastern

TOOHEY U.S.

Toohey’s appointment
was announced last week by William
Adair, Seeberg executive vice-
president (sales).

A marketing major at New York
University, Toohey was previously the
head of Seeburg Advertising
Agency in New York. He joined
Billboard in 1955.

Toohey, his wife and five
children reside in Englewood, N. J.

Cigarette Taxes
Up in 20 States

CHICAGO—Legislatures in 20 States increased cigarette taxes
during 1965 session, National
Automatic Merchandising Asso-
ciation legislative counsel, Rich-
ard W. Funk, announced last
week.

Tax hikes have gone into ef-
fact in Arizona, Arkansas, Col-
orado, Connecticut, Hawaii, Illi-
inois, Indiana, Iowa, Kansas,
Maine, Massachusetts, Nebraska,
New Hampshire, New York, North Dakota, Oklahoma, South
Dakota, Texas, Washington and
Wisconsin.

A 4-cent tax increase will be
voted on by Oregon citizens in
a referendum next year.
Morris Gisser Dead

CLEVELAND — Morris S. Gisser, 72, of 306 W. 16th St., who was president of Cleveland Coin Machine Exchange here and involved in the business for 30 years, died suddenly Wednesday, June 20. Gisser's body was taken to a local mortuary.

President of Cleveland Coin Machine Exchange here and involved in the business for 30 years, Gisser died at the home of his daughter, Mrs. Josephine Reinhard, 306 W. 16th St., who was notified of his death at 1:00 a.m. Wednesday. Gisser, who had been in the coin machine industry for more than 20 years, was expected to return home at any time from a business trip to New York.

Gisser was born in 1896 and had been a resident of the city since 1920. He was married to the former Miss Betty Johnson, who passed away in 1942. Gisser was survived by his wife, Mrs. Margaret Gisser, who had been married to him for 42 years. Gisser was also survived by two sons, Walter and Paul, and two daughters, Lois and June.

Gisser, who was a member of the American Legion and the VFW, was also a member of the Masonic Lodge.

His funeral will be held at 10 a.m. Thursday at the Jewish Community Center, with interment in the Jewish Cemetery. The family will receive friends at the home Tuesday from 3 p.m. to 7 p.m.

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**COLORAMA®**

A coin operated multiple select theatre

For the first time a complete program of machine and film suited for the coin entertainment industry.

- 40 selections
- Full Hi-Fidelity color and sound
- Library of famous American artists performing in American films
- Continuous film production guarantee
- Extensive film library
- Automatic cartridge
- Free movie operation with no rewind time
- Remote wall box operation possible *$1980* (plus film)
- A money maker for any sales operator.

**Exclusive territories available to select operators.**

**Contact:**

**COLORAMA DIVISION**

INTERSTATE DEVELOPMENT CORPORATION

6 Jones Ave.  * Telfords, L. L. K.  * Phone: (316) 481-0410

**Delivery scheduled for January 1964.**

*Price subject to change without notice.*

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**So. Dakota Program Set**

PIERRE, S. D.—The program for the next quarterly meeting of the Music & Vendor Association of South Dakota in Deadwood Aug. 15-16 has been announced by association president, Darlow Maxwell.

Hosted by past association president, John Trucano, the meeting will feature banquets on Sunday and Monday nights, a background music forum at 3 p.m. Sunday, a games and music seminar at 10 a.m. Monday and a general business meeting at 1:30 p.m. Monday.

Trucano, who is the director of the Music Operators of America and chairman of that organization's 1965 convention program committee, has invited MVASD members that the Deadwood meeting will offer ample opportunity to play golf.

Because of the avid golfing interest of such association members as Maxwell, secretarial Earl Porter, director Ronald Mündis and others, Trucano recently suggested that the name of the association be changed to the "Music and Vendors Golfing Association of South Dakota."

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**Wurlitzer Sales Down in June**

NORTH TONAWANDA, N. Y.—Wurlitzer co-president R. C. Reiling announced last week a sharp decline in expected June sales, both wholesale and retail, attributing the record to the anticipated repeal of the 10 per cent manufacturers' excise tax.

"A great many potential customers simply delayed buying our products in June expecting that the law would be repealed which was done effective June 22, too late, however, to make June a profitable month," Reiling explained.

He said the repeal would definitely stimulate sales in the future.

Wurlitzer's consolidated sales for the quarter April, May, June totaled $8,794,599, compared with $7,176,026 for the same period last year.

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**California Problem**

- Continued from page 66

**CHICAGO**

Historical Note: A year ago this month a cinema juke box (Scopetone, by make) was brought in for a party at the Chicago society crowd at the Saddle and Cycle Club here. Mark Cronin, chairman of the benefit, thanked the Madonna Club, noting that the machine was a "great curiosity."

The party received big play in the Chicago papers and apparently aroused the curiosity of location promoters in out-town, today there are over 50 music fan units of various makes in hotels, clubs, and small restaurants in the Chicago area. Precision Novelty Co., you'll please note, has moved to a new location at 11532 S. Mayfield Avenue in Alsip, Illinois, announces company executives. Seeburg Corporation president J. Cameron Gordon has announced the appointment of Louis J. Nicastro as vice-president (finance). Previously he was Inland Credit Corp. Nicastro is currently in Euclid on a business trip.

Bob Silder, executive director of the National Coin Machine Distributors Association headquartered here, has borrowed back from a four-day bout with the flu and is taking a short vacation in Indiana with relatives. . . . Vacation—two weeks of it—is also being indulged in by Illinois Coin Machine Operators Association president Bill Posse, who recently underwent the back-to-back rigors of opening sparkling new quarters for his Valley Music Co. in Aurora and presiding over the quarterly meeting of the association in Springfield. . . .

For the third year, Automatic Coinman Co. founder and chairman Nathaniel Leverone treated blind boys and girls to a baseball game at White Sox Park. On July 30 some 40 youngsters, all avid and knowledgeable fans, were Leverone's guests. And, thanks to Jerry McCann of the Sony Co., each blind child had his own transistor radio with which to follow the play-play broadcast of the Sox Tigers game by sportscasters Bob Elen and Milo Hamilton.

RAY BRACK

PHILADELPHIA

Ralph Globus has been appointed senior vice-president of Automatic Retailers of America. . . . Myer Burt, a route sales supervisor for Macke Variety Vending Co. the past year, has been named service superintendent. He has been with the Macke firm for nine years and succeeds Benjamin Rubenstein, who was recently promoted to service manager. . . . Joe Moran, WPEN disk jockey will be signing a contract for new disc jockey installation at the center-city Old Glory Ale House.

Jack Bercus, president of ABC Consolidated Corp. (formerly ABC Vending Corp.), and David Rosen, president of the Rowe AMI distributing firm of David Rosen, Inc., were named to help promote the benefit game between the Philadelphia Eagles and the Detroit Lions on August 15 at Franklin Field. The game benefits the Philadelphia Association for Retarded Children. Mayor James H. J. Tate is honorary chairman of the benefit football game. MAURIE ORODENKER

**MISSOURI WALTZ?**

WRIGHT, it's a round robin handshake involving (from left) Ed Blank, coinman; Seeburg national sales manager, photograph division; Dave Guthrie, Sutherland and Bill Getteready Distributing Co., Joplin, Mo., and Bud Larsen's sales manager for Williams Electronic Manufacturing Corp. The occasion was Sutherland's grand opening in Joplin recently.

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**GOOD CROWD was on hand at recent Sutherland Distributing Co. grand opening in Joplin, Mo. Many of the guests got up interested in Williams games in the distributor showroom that they had no time for refreshments.**

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**Irv Webb Dies, Was Rock-Ola Vice-President**

CHICAGO.—Irv Webb, 59, former Rock-Ola vice-president and most recently a jobber and operator of coin-operated equipment in Altadena, Calif., died there recently of a heart attack. He was survived by his widow, Corlette.

The veteran coinman was with Rock-Ola from 1934 through World War II years. He left behind a distributor for the company in Chicago.

BILLBOARD, August 14, 1965
This winning combination from Seeburg has whetted America's appetite for Discothèque music like nothing else in history!

Here's the key that opens the door to a whole new future for the coin-music industry.

In helping set up thousands of Seeburg Discothèques from coast to coast with the Seeburg LP Console/480, the famous Rhythm Twins floor-level speakers, and the unique Rec-O-Dance** record libraries, we noted an unusual fact about this combination:

As many people come to Discothèques to just sit and listen as come to dance!

What brings them there? They experience the unbelievable, exciting quality of Seeburg Big Sound, and they come back again and again for more!

We believe this experience points the way to a new Golden Age of coin-music, in which the coin-phonograph will come into its own as another major form of public entertainment comparable to radio, television or the movies.

The public has never heard sound like Seeburg Big Sound before. In order to hear and enjoy it, people will throng locations as never before. Your locations!

That is, if you have the foresight to install Seeburg's winning combination now. You know how much money there is in hindsight! Call your Seeburg distributor today.
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LPs charts. Spotlights in other categories are selected on the basis of their potential to become sellers in their respective areas.

**SPOTLIGHT PICK**

**SEPTEMBER OF MY YEARS**
Frank Sinatra, Reprise R 1014 (M); FS 1014 (S)

By far one of the most important and least covered albums in the Sinatra catalog, the second of Sinatra and producer Reprise's first efforts together. A work that combines the sensitive and thoughtful songs of this different era, each as unique as a painting might be. A sales giant.

**LOOKING BACK**
Nat King Cole, Capitol T 2361

Outstanding package of hits as only the late "King" can pull it off. There are several hits such as "Sand for Sale" and "Looking Back," all of them enjoyed not only by the sensitive and tasteful strings of Nat "King" Cole, but also by even a sensitive taste of sophisticated music lovers.

**ELVIS FOR EVERYONE!**
Elvis Presley, RCA Victor LPM 2450 (M); ESP 3450 (S)

What can be said for this LP destined for the top of the charts? It's Elvis and it's "For Everyone!" A sales monster!

**THE MOODY BLUES F1**
London LL 3428 (M); PS 428 (S)

Engaged in the British chart with this hit single, "From the Beginning," the theme song for this LP. The group of New English combos joins a solid blues band with a British piano voice to produce a milestone in the British Invasion. It's a unit of young, fresh, and hip. "A rapid chart climber.

**BEFORE YOU GO/NO ONE BUT YOU**
Buck Owens, Capitol T 2353 (M); ST 2283 (S)

This powerful LP is destined for the top of the country charts. The well-promoted pre- release for this LP is the hit single "My Very Special Love" which already has the group on the air. With Buck Owens's versatility being clearly demonstrated. This hit single is already a "Hit for Listening!"

**THE BALLADS OF THE TRUE WEST (5-12)**
Johnny Cash, Columbia CS 276 (M); CS 2792 (S)

For Johnny Cash's sixth single itself is a highlight in its scope and its performance. Cash's is a series of long songs. Together with narrative,aspects of the "West" Media includes "When the Gold Dust Woman." The "West" is a theme,too.

**THE FIVE FRENCH SYMPHONIES (2-11)**
New York Philharmonic Ork (Rahmke), Columbia 355, 356 (M); O55, 056 (S)

Barenboim and the Philharmonic group joins with Dezsö Krenek's original version of this unique work. The title is "The Five French Symphonies." It would certainly not be in tension, and have no similarity. But all in all a highly rewarding and unique listening experience. A 3LP package.

**THE JAZZ RHYTHMS 572 (M)**

**THE ROLLING STONES 2 (M)**

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