High-Flying 'Recordfeet's Pilfering on Grand Scale

By AARON STERNFIELD

NEW YORK—Among the most profitable enterprises in the record industry are a half dozen merchandising firms that most tradesmen have never heard of. Their volume accounts for at least 5 percent of all records produced in this country, and their overhead would be the envy of mostly tightly managed firms. For the most part, they don't pay taxes, and they are able to buy records at costs which would make the most proficient wholesaler-dealer drool.

These enterprises are the firms that deal in stolen records, and they're the most efficiently run organizations in the industry.

Charles P. Rusnicky, who operates the Adept Detective Agency here in partnership with Leslie M. Wolff, is the source of the information. Adept, which at one time or another has represented WAYNE NEWTON'S newest Capitol album, "Summer Wind," is about to be released. It's also the title of his latest hit single. Newton, who established himself as a star with "Danke Schnent" and "Red Roses for a Blue Lady," is set for the first of many fall TV guest shots, beginning with the "Ed Sullivan Show" Sept. 12.

(Advertisement)

Billboard's New Market-by-Market Charts on Page 8-9

WASHINGTON—Almost to a man, the nation's record manufacturers challenged President Johnson's statement that they were not passing on the recent excise tax reductions, but instead increasing prices from 5 to 6 per cent.

The President's Council of Economic Advisors said findings were based on "incomplete reports from major manufacturers only" which indicated that none had passed on the excise tax saving. The percentage of record retailers who did not lower prices as a result of the excise tax cut was listed as "not available."

Record manufacturers were stunned by the President's statement and by the report from the Council of Economic Advisors. A quick check of the nation's key manufacturers, representing the bulk of the dollar volume, disclosed that there is little basis for the charges.

Closer to the truth could be a statement that the consumer isn't always getting the benefit of the excise tax reductions, but this condition is brought about by the complex nature of the industry itself.

First, the price cuts must also be passed on by the distributor, dealer, rack jobber and one-stop. In many cases they're not doing so.

Also, the list price of records is fictitious in many cases. By and large, the industry pattern

(Continued on page 14)

LBJ Partially Right, Says Chicago Trade

By NICK BIRO

CHICAGO—Record dealers, rack jobbers and one-stops here agree at least partially with President Lyndon B. Johnson that record manufacturers have failed to pass on the recent excise tax cut. A spot check by Billboard last week showed that most of the major and surger independent manufacturers have passed on a price reduction. It's only about half of what it should be, the trade complains.

On the even more significant subject of floor rebates, no action has been taken at all. I've had my inventory sheets on my

(Continued on page 14)

Columbia Has 21% Gain in Sales

NEW YORK—Columbia Records for the first half of 1965 has registered a 21 per cent sales increase, according to Goddard Lieberson, president. Lieberson also noted that Columbia recently acquired, reported a sales increase of 49 per cent since last year.

In analyzing the record picture, Lieberson noted that although 1964 was the best in the label's history, '1965 promises to establish a new peak.' A major factor in the sales increase has been the label's success in singles, Lieberson stated, pointing to such hits as "Mr. Tambourine Man," by the Byrds; "Before and After," by Chad and Jeremy; "Hush, Hush, Sweet Charlie," by Patti Page; "Barbra Streisand's "My Man" and many more. The Columbia president also noted the label's strong position in the country field, where it has scored single hits with over 10 artists including Marty Robbins, Ray Price, Johnny Cash, Jimmy Dean, Billy Walker and others.

Lieberson stated that Columbia had established its position in the teen album market with such chart LP's as the Byrds' "Mr. Tambourine Man," Chad and Jeremy's "Before and After" and Paul Revere and the Raiders' "Here They Come." The Columbia president also noted the label's pop album strength as indicated by packages by Miss Streisand, Andy Williams, Patti Page, Robert Goulet, New Christy Minstrels, Tony Bennett, plus such packages as

(Continued on page 12)

JUDY COLLINS' BEST SELLERS ON ELEKTRA RECORDS

(Advertisement)
"The most melodious, tender and altogether beautiful musical in memory."

— Jack Thompson, Journal-American

Original Cast Album of the Music Theater of Lincoln Center Production Richard Rodgers President and Producing Director

RCA Victor

The most trusted name in sound
Capitol, Time in Classical Deal

Hollywood—Capitol Records has entered into a test mail-order program for classical products with the publishers of four leading classical magazines. A mailing piece—created by Time, Life, and the editors of Time—has already been mailed. If this test succeeds, it will increase the program for the entire market next year.

The catalog of four albums each from the publishing companies has been compiled by Phillip H. Wooton Jr., associate director of research for Capitol Records.

L. A. Riot Turned Business in R&B Belt Into Shambles

By Eliot Tiegel

Los Angeles—The “armed insurrection-riot” which paralyzied the central downtown Los Angeles area began in the R&B area.

Watts rioters, looking for a target, have been reported to have driven to the heart of the riot area on Avalon Blvd. The jack jobbers closed each afternoon at 2. Early closings were also practiced by many other store owners, and many of the downtown Los Angeles area stores were hit. The riot has not damaged major stores.

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Light Resigns Billboard Post

Nashville—Don Light, sales executive at Billboards offices here, has resigned and will announce his plans shortly. Light will continue to be associated with Billboard in a consulting capacity in the gospel field.

Light is chairman of the board of the Gospel Music Association. He was one of the key men who organized the GMA.

Philips Offers Discounts on Fall Program

Chicago—Philips’ fall program, “Get an Earful of This,” features a 10 per cent discount on all pop, jazz and country series albums and a 20 per cent discount on classical products. The discounts are applicable for use as well as for new material catalog and run through the life of the program Oct. 15.

The full package consists of six CBS series albums from the Philharmonia Concertante, London Sinfonietta, Orford Ensemble, Protophones, and six classical releases including a box of boxed triple-boxed publications.

Metropolitan Symphony, the Swing Army, and Nina Simone are featured artists. New to the label are Karl Swoboda, Esther Ofarim and Joan Tolle.

A Scandinavian folk album by Alice Babbs and Sven Asmussen and a Belgian jazz album by (Continued on page 40)

Metro Named

New York—Metro Records, headed by Dave Seltman, has been named New York distributor for the audio industry and near record lines.

August 28, 1965, BILLBOARD
MPPA: Rate Hike a ‘Must’

BY MILDERED HALL

WASHINGTON — Music publishers are strongly opposed in principle to compulsory licensing and see statutory royalties as ‘fixed’—but they will go along with a raises in mechanical royalties and retention of compulsory licensing in the proposed Broadcast Music Licensing Bill. This was the testimony of Roy C. Stone, consulting economist for the Music Publishers Protective Association at the House Judiciary Committee’s promptee hearings last week. He stressed record manufacturers’ need for economic data in the Glover report as fantastic and biased. Nathan said the whole idea of copyright-recording companies’ of royalties was absurd in their estimate. They said record companies’ eries of “poverty” were absurd in their estimate. They said record companies’ estimates of “poverty” were absurd in their estimate.

Contradicts Claim

Referring to earlier testimony from the record label representatives and the statistical exhibit of Harv. Rapoport, economist John D. Goods, director of the MPPA, said all of their claims right down the line. Record people, fighting the increase in mechanical fees, and urging record performance royalties, had said music publishers were middlemen with negligible expenses.

Nathan said the publishers have heavy expenses: They pay high retainers for top composers, and advance royalties; they pay for men and men record costs; they pay for promotion nationwide to designers; they “half to two-thirds” of the Hared Fox office fees of 3.5 per cent, also some of the costs of BMI and ASCAP. They pay office rent, and cost of tracking down fly-by-night companies that avoid paying mechanical fees.

Nathan said an exhibit in the Glover data unfairly compared the copyright record profits to publisher gross—a fact that the MPPA had long ago vously brought out during the Glover presentation (Billboard June 19, 1965). Nathan used the Glover data to show that proportion of “loser” records and “winner” records. The mechanical royalty rate would increase at most only two or three percentage points with a 3.5 cent rate. Glover showed that 74 per cent of all 45s and 76 per cent of all 78s and 76 per cent would be licensed to the record companies, popular LP’s. Glover’s 61 per cent money losers at present rate would only go to 64 per cent at the 3 cent rate. Nathan said.

Attack Claims

Nathan attacked record company claims that a major, but small cost factor would escalate into $50 million at the consumer price. Nathan said the figures did not prove out. The history of the American manufacturing shows that new manufacturing costs are generally absorbed or phased out in other production processes—not passed on to the consumer. The MPPA said the record industry would be a very small percentage of “infringable and risk covering the cost of the free play of the marketplace. Distributing it to the consumer would not be a bad thing, in the publishers’ opinion.

At the opening of his testi mony, Nathan said that when he was asked to make the economic study for MPPA, he was “amazed to learn there was this inequality of compulsory licensing and fixed rate” for record in place of free regula tion. Nathan said ASCAP and BMI’s committee members did not put a $50 million figure on the other than Representative Poell’s summary of the music publisher testimony that the rate increase on any composition would be a reasonable compensation, and that the comptroller general of the Treasury, (now) would have been at the committee’s hearings did not change the MPPA position. Nathan’s testimony was a strong argument in favor of the serious music composer and publisher.

“Our association also consid ers the present juke box exemption immaterial,” Feist said, “and would point to point out that when the music of the musical comedy is popular music, nevertheless performing the rights organization, I believe it is due to the serious composer a larger proportion than he strictly protected share of the royalties they collect. So that some part of whatever moneys are collected from juke boxes will, on the basis of established practices, be distributed in the manner of contract music.”

The formation of concert music, he said, was a “very small part of the over-all musical output of the United States in terms of economic impact, but in terms of its intrinsic impor tance and its classical and serious consideration and should be recognized as a vital factor in the need for copyright revision". It is from this small area of our cultural output that most of America’s permanent contributions to the common heritage of the world will come. It takes serious composers.

Musician George Steelman, the MPPA composer and member of the MPPA, said the total impact of the recording industry has become close to its potential and that with the present statutory royalty, recording, record sales can hit about $1 billion dollars a year in the foreseeable future. Katzlin cites sales of Beards’ records and “The Incredible Shrinking Man” is the story of what happens when the music producer gets the wrong and it’s merchandised skillfully.

Outside of playing with his two children, Susan, 9, and Susan, 9, Katzlin’s hobbies are touch football (he played high school football) and golf (he’s a 6 handicap, N.J.). Reading and listening to records.

BUD KATZEL

The relationship between prom ootion and disk jockey is today, it was much more important then.

The second phase of Katzlin’s record company career came in 1957 when he joined the in centive label as director of publicity. Later he branched into merchandising, sales promotion and sales. In 1968 he was named general sales man.

At Roulette he learned how to move quickly, make on-the-spot decisions, and build an album around a single. He also developed the LP product form hit singles.

Roulette’s album catalog was built from a solid base—with such artists as B. B. King, Sarah Vaughan and Dinah Washington.

**BUD KATZEL**

**NEW YORK —** Mike Beece and Eddie Thomas have been named by ABC-Paramount Records to handle national promotion.

Beece joined Jet Record Distributors, ABC-Paramount’s local distribution bureau, in 1963 as assistant general manager. Later he became charge of New York promotion.

He had been assistant record manager for Ideal Record Distributors, and an independent record promotion man.

Thomas has been an ABC-Paramounts man since 1961, working out of Chicago. He helped to bring the important record label and in building the group to a top record act.

He entered the music business as road manager for Jerry Butler, working closely with local disk jockeys.

Larry Fogel will assist Beece and Thomas in the promotion department.

**MPPA’S FEAST:**

**A Hike in Recording Royalty Is Overdue**

WASHINGTON — The Music Publishers Protective Association considers the proposed increase of the statutory royalty for recording a $50 million at the consumer price. Feist told a Senate hearings session Friday (Feist). chair man of the MPPA, legislative committee and a past president of the association, presented a strong argument in favor of the serious music composer and publisher.

“Our association also considerations the present juke box exemption immaterial,” Feist said, ““and would point to point out that when the music of the musical comedy is popular music, nevertheless performing the rights organization, I believe it is due to the serious composer a larger proportion than he strictly protected share of the royalties they collect. So that some part of whatever moneys are collected from juke boxes will, on the basis of established practices, be distributed in the manner of contract music.”

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EPIC has the sales-producing sounds of our time.

The Dave Clark Five
‘Catch Us If You Can’
5-5833

The Yardbirds
‘Heart Full Of Soul’
5-5823

Their albums are moving fast in sales and on the charts.

The Original Motion Picture Sound Track Recording From The Anglo-American Film A Warner Bros. Release

For Your Love The Yardbirds
LN 24167/BN 26167 Stereo

Having A Wild Weekend The Dave Clark Five
LN 24162/BN 26162 Stereo
High-Flying 'Recordleers' Pilfering on Grand Scale

*Continued from page 1*

sented most of the major record labels and some of the leading independents, has files which back up their claims.

To protect the relationship between the agency and its clients, and as a safeguard against theft, no new or old employees can be signed off the shop's books.

First Chain

Unfortunately, every amateur is the first chain in the link of a professional criminal operation.

Here's what usually happens after the amateur does his dirty work.

A truck rented by the professional ring arrives at the pressing plant at a predetermined time and loads the stolen records. From there they go to a warehouse. Security and inventory control at these warehouses could serve as models for most distributors.

A corps of salesmen then peddle the merchandise to a select list of one-stop, dealers and distributors who are willing to buy with no questions asked.

According to Rudnitsky, at least six of these rings are operating in the United States, each with a turnover of sales force.

Co-Operation

These groups co-operate with each other. They don't have a formal trade association, but few members of any trade association would have the same amount of knowledge about the business.

If one group has a heavy call for a particular record in its area, and an oversupply of records which are moving in another area, an exchange deal is worked out. They also sell to each other, and the lists are passed.

At the manufacturing level alone, Rudnitsky estimates that at least 5 percent of all albums find their way into this illegal market. There isn't too much calls for singles, although one Brooklyn group does a land/sea business as a singles outlet.

Rudnitsky cites one case where 30,000 copies of hot blues LPs of a high-selling season. A top executive of the company approached Rudnitsky and asked him to buy back the records, which were being offered to him at a very low cost. Rudnitsky first demurred, then agreed to make the offer. When the records were delivered, they were operated in the plant. The offer was too low, to the manufacturer boosted his ante. By then it was too late: the bidders had the shipments to a higher bidder.

In another instance, one of the major labels had experienced a major pilferage problem. Rudnitsky traced the records and discovered they were being sold to the leader of the largest retailers in the nation, according to Rudnitsky.

Frigoled Out

When Rudnitsky showed the manufacturer with the evidence—evidence which would stand up in court—the manufacturer then said he would handle the matter himself.

He never did. The retailer was too big a customer.

Overpressing in the plant is one method by which stolen merchandise is brought into the illegal market. In one instance, an illegal pressing plant was set up and masters were "bought" for short periods for illegal production.

Rudnitsky charges that the biggest buyers of stolen merchandise are the discount dealers, distributors and department store are good customers for illegally sold product.

Evidence of wrongdoing is relatively easy to collect; getting convictions is something else. For one thing, employers are loath to press charges, and for another some are involved in the pilferage. Rudnitsky estimates that there are hundreds of workers in the industry who employed him to find the leak. And often the leak led to the employer.

Sometimes a distributor may find out that he is being dis- covered and fired. He'll then get a job with another manufacturer or distributor. When Rudnitsky tells the new employer of the man's background, he's sometimes greeted with a shrug of the shoulder. It's a losing battle.

McGuire Reissue

HOLLYWOOD — Based on the current success of Barry McGuire's single "Eve of Destruction," Era Records is re-releasing a 1967 single, "The Tree." Era head, Herb Newman, said the "Tree" had been recorded for him by McGuire but had never gained any notice. Now, he feels the time is right for McGuire to become known. The single relates how a tree grows on the side of a hill, and how McGuire is becoming known. The single relates how a tree grows on the side of a hill, and how McGuire is becoming known.

The label is only shipping records to distributors in Los Angeles, and has asked for a discount. Newman said there are strong nubbles, the disk will go into national release.

Nash, BBB Issues Warning On Fly-By-Night Operators

NASHVILLE — The Nashville Better Business Bureau warned in a recent report that there are a few "bad apples" in the record rack business and cai ne anyone of the people of the discount dealers to investigate carefully.

Mr. General manager of the BBB, said five fly- by-night dealers had sprung up recently.

He said the study operators collected their merchandise with a merchant with delivery of the rack and first record order. After that they were feeding, Berry said he had 50 complaints on one such operator.

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Anti-Pilferage Drive

Nobody knows just how much stolen record merchandise finds its way into the market, but a reliable source estimates the retail value of $100 million a year.

It's difficult to assess the impact of these thefts on the record industry. Yet, distributors know that wholesalers whose production costs are rising, by the distributor who finds his customers buying from other sources, and by the retailer who finds his sales dropping off.

As serious as the pilferage problem is, it is not insoluble. Distribution methods must be used, and a minimum amount of pilferage cannot be avoided.

However, there is some extent of the current extent of pilferage.

And if the industry is serious about eliminating pilferage and bootlegging as a major industry problem, it can do so by concerted and effective action.

Industry action, possibly through the Record Industry Association of America, or the Better Business Bureau, should be undertaken to see if the professional investigators could root out large-scale pilferage wherever it occurs, with the cost of the program borne by the industry as a whole.

As an example of the security measures are being conducted by some security or vigilance can solve the problem.

Capitol Diversifies: Enters Teen-Fan Magazine Market

HOLLYWOOD—In a diversification move, Capitol Records is going into the publishing business with a teen magazine.

The label has contracted with the publishers of "Teen Set," a Los Angeles trade magazine, and expanded its "Teen Set" publication for teenagers.

"Teen Set" is a monthly magazine that attempted to sell for 25 cents. It is distributed to newsstands by Kabale Press. The "Teen Set" was originally a giveaway promotion that a first issue was given out through record stores with every copy bought of second issue. The second issue was placed on newsstand with a cover price of 15 cents.

As part of the promotion, the distributor, who supervised the first issue, said that sales of the company's quota by the biggest demand. The first issue of the program will receive a special promotional price, with an expanded second case will be given the winner of the second phase.

Wilson said: "Demand for Starzard record buyers for that period had been expected. Jim Wilson, national sales manager, said that the tomato is kicked off Aug. 1, is to end Sept. 1. It has been extended to Oct. 15. The promotion offers a dealer, who carries the special expanded "Teen Set" for 25 cents, to receive the new Starzard suggested dealer prices which went into effect July 6. The discount covers all albums except the economy line, which retails at $1.98.

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McGinley promotes the company's distribution in the industry, which is "Teen Set," with a cover price of 15 cents.

Malahia Back in the Groove

NEW YORK — Malahia Jackson, great gospel artist who became ill about one year ago, is recording again and is acquiring TV dating. Irving Town, co-president of Columbia Records, has been extremely successful in his deal with Columbia Records. However, the label's new deal with Columbia Records has been overwhelmed.

He said that Starzard sales were division renewed. His duties include obtaining rights for music, and distributing the company's automatic tape recorder system. In the last two years Starzard has sold over 300 albums of 24 labels for use in the firm's tape album catalog.

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IF WE DIDN'T HAVE A HIT
WE COULDN'T AFFORD THIS AD

YOU'RE THE ONE
by
THE VOGUES
Co & Ce 229

CHICAGO          Howie Bedno          All State
                "WE'LL SELL OVER 60,000"
DETROIT          Armen Boladian        Record Dist.
                "CAN'T MISS, START ME WITH 1,300"
LOS ANGELES      Russ Reagon and Don Grierson, Record Mds.
                "ACTION SO FAR MEANS MONSTER"
NEW YORK         Johnny Halonka        Beta
                "WE'RE GOING ALL OUT ON THIS SMASH"
PHILADELPHIA     Larry Cohen          Marnel
                "YOU DON'T HAVE TO PROMOTE A HIT"
CLEVELAND        Art Freeman          Concord
                "SHOULD BE AN AUTOMATIC"
PITTSBURGH        Herb Cohen           Fenway
                "OVER 8,000 IN 4 WEEKS, CAN'T MISS SELLING 35,000"

Attention, Distributors: Some Territories Still Available

Co & Ce Records  1603 5th Avenue, Pittsburgh, Pa. (412) EX 1-3954
TOP SELLERS IN TOP MARKETS

Baltimore

Title, Artist, Label & No.
1. "I Got You (Bang-Bang)" - Sonny & Cher, Atco 6359
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "Dancing in the Street" - The Rolling Stones & Martha & the Vandellas, Motown 1080
4. "You Can't Hurry Love" - The Supremes, Motown 1090
5. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339

Boston

Title, Artist, Label & No.
1. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
4. "You Can't Hurry Love" - The Supremes, Motown 1090
5. "You Can't Hurry Love" - The Supremes, Motown 1090

Chicago

Title, Artist, Label & No.
1. "I Got You (Bang-Bang)" - Sonny & Cher, Atco 6359
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
4. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
5. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339

New Orleans

Title, Artist, Label & No.
1. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
4. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
5. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339

New York

Title, Artist, Label & No.
1. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
4. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
5. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339

Philadelphia

Title, Artist, Label & No.
1. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
2. "You Can't Hurry Love" - The Supremes, Motown 1090
3. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
4. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
5. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339

Pittsburgh

Title, Artist, Label & No.
1. "(You Make Me Feel Like) A Natural Woman" - Aretha Franklin, Atlantic 4339
2. "You Can't Hurry Love" - The Supremes, Motown 1090
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This chart is based upon record sales reports of the Top 40 singles as reported by retail chains in 15 Top markets.

TW THIS WEEK

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Freshman' Rack Jobber Makes College Store 'Seat of Earning'

By HANK FOX

NEW YORK — The college market has long been a good producer for the John W. Schuman Catalog, a national rack jobber serving college students exclusively, and the past 15 months of existence, Collegiate has expanded this market from coast to coast and throughout the nation, and according to Paul Goldin, the company's president, it has had racks in 400 college stores by June 1966. According to Goldin, the college market has proven to be a very wide variety of items to the student of all walks of life, and there no longer its prime commodity. And in many towns, the store is the only place on the block that can chanel all the students. At the beginning of the fall term, we visualized the campus as being a great market for records.

Goldin, a 33-year-old economist and mathematics professor at the Drxdal Institute of Technology, New York, is working with Louis Weinstein, now vice-president and one of the principals, was manager of the Philadelphia branch of the handling management, the king of the rack jobbers. Mr. Miller, a vice-president and store manager, was a salesman for the Prudential Insurance Co., for which he had a $5,000-a-year commission. The operation was the first to be handled by Collegiate.

Telling

The Collegiate began to college store managers, recorded companies and distributors throughout the country. By May 1964, they had racks in the bookstores and college stores in the New York City College of New York and several other Eastern schools.

Now, Collegiate services 200 colleges from the University of Miami and Florida State to the University of Maine to the University of Colorado. The Big Ten schools, smaller schools (Bryn Mawr, Haverford), and Dartmouth, Fordham, Georgia Institute of Technology, George Washington, Georgetown, Syracuse, and Yale. For the colleges, there are a few of the colleges.

Goldin says that last week alone, they picked up Seventy-five per cent of all the college services had racks before.

Try to Be Competitive

"No, there is," he added. "be it a metropolis in this country, you try to be competitive with the discount houses of the college campus in store and price. Collegiate uses its own price code for the bookstores, its own code is to see if the department stores and discount houses have a better extra category for budget records.

One reason for the rapid success of Collegiate is that college buyers have but one opportunity for finding that selling records in a school must be treated as a business and not as a means of educating or "cleaving" the cultural level of the campuses. Each store manager who uses his own tastes in attempting to determine what his customers should hear is only causing them more confusion.

When asked about his record purchases, a Harper College (Elk Grove, Ill.) buyer replied: 'Our bookstore carries only spoken word records, so I'm a little bit of a crook. But I do like folk Husky Teenie, Weenie Yellow Polka Dot Bikini,' 'Catch a Falling Star' and 'Colortune.'

Bourne Purchase

NEW YORK — The Bourne Co. has bought the Walter Schuman catalog. The catalog consists mostly of folk, spiritual and religious songs written by Jesuit Father Peter M. Schuman, Handling the new contract that is the Walter Schuman Music Corp., to operate as a subsidiary of Bourne. In addition, Schuman are "Amen," from the film "Lilies of the Field," "I'm Not Bossy, I'm Just the High Chap," and "Eliah Rock."

Hambled Named

HOLLYWOOD — Bud Hamilton has been named managing services manager for the Capitol Record Club. He will schedule album releases, with special emphasis of products from outside labels. He has been with GRD nine years before leaving last year to enter the retail business.

H-B Costume Push Pays Off

HOLLYWOOD — Place two young in Yogi Bear and Muppet Hound costumes, invite children to have albums autographed by the two cartoon characters and when the results? "Record sales were up 150 per cent over any previous, day in the week," reports Bob Canfield, Lansing, Mich., rack jobber for the Ramin Barbers Records first costume promotion.

Based on this initial success, H-B Records general manager Don Bohanan has scheduled ad additional costume promotions around the country and hopes to have 50 such events within the year. Costumes are on a loan basis.

Canfield's promotion was held at the Thrifty Acres Department Store in Kalama, Wash. Bohanan re- vealed that similar promotions will have been arranged with the Hammes Company, the mutuals, and Columbia, Ohio, in Milwaukee, Philadelphia and New York City.

Handelman's first venture with Yogi and Huckleberry took place two weeks ago at the Giant Tiger Department Store in Cleveland.

H-B's distributor in Milwaukee, has been operating a month-long coloring contest promotion by a key department store. The average average bookend and other children and their parents will go to the city's chief amusement park and be presented with two of the cartoon characters. Top 40 station WCNR have been running spots for the contest.

H-B's Philadelphia outlet, Irv Peas, has been putting into a costume promotion for September with the Wana- makers Department Store chain.

A helicopter will fly the two characters to six stores to autograph LPs.

Korviste's Fifth Avenue store in Manhattan will be the scene of a costume promotion this October. Costume Distributors is handling arrangements.

Bohanan also revealed that such products as Ideal Toy (dolls and games) Puff 'n' Stuff (soap bars, soap) and Whitman Publishing (coloring books) are tying in with their lines by sending their products as display items. These licenses will also set up H-B promotions in their own departments.

So far the label has costumes for two characters, but hopes to add more as additional characters are introduced. Each costume costs $1,500.

Ezelter's Single Rights to MGM

NEW YORK — Mercury Rec- ords has acquired the single rights for exclusive distribution of Roy Ezelt's single, 'The St- ine,' giving MGM Records a clear field to sell and promote the song.

This summer, MGM and Busk Musik, Munich firm which purchased Ezelt's signed an agreement giving MGM North American rights for its product.

The legal jockeying between the two labels had been in promotion of the disc. Now MGM has launched a major promotion campaign of the German trumpeter's.
OUR 10th ANNIVERSARY CAKE HAS 10 HIT CANDLES

Feeling Good - Julie London with Gerald Wilson's Big Band - LST-7416

All My Loving - Matt Monro - LST-7423, LRP-3423

Moonlight And Roses - Vic Dana - BST-4035/BRP-2335

The Ventures & Go-Go - BST-8037/BRP-2037

Jon & Dean's Pop Symphony No. 1 (In 12 Hit Movements) - The Bel-Aire Pops Orchestra - LST-7412, LRP-3412

A Session with Gary Lewis and The Playboys - LST-7419/LRP-3419

A Decade Of Entertainment

See your Liberty representative and join our big celebration, "A DECADE OF ENTERTAINMENT." We're celebrating with special motion displays, co-op advertising, special promotions - and 10 hit LP's!
Columbia Has 21% Gain in Sales

WASHINGTON — The Senate Copyrights Subcommittee heard last week that the raise in mechanical royalty rates on records, and the end of the juke box performance royalty exemption imposed in the 1965 copyright law revision, are among the many user-composer conflicts that will take some reenacting. At the same time (10), on the House side, broadcasters and righter Register among the stumbling blocks to revision record were cut back on the idea of taking on the chores of bookkeeping. Kaminstein realizes that copyright manufacturers' systems have changed. It will not be possible to manage without involving the manufacturers in payment procedures.

Another alternative would be for Roland to offer special "stamps," and affix them to records. The buyer from performance licensees "at a fixed rate... under statutory terms can be found.

Simple and Complex

Kaminstein said the conflict over the proposed rate in mechanical royalties under compulsory licensing "is a refreshing simple one in some ways and an extremely complicated one in others." The new statute would require compulsory licensing right of manufacturers to record copyrighted music already on record, by notice to the owner and payment of mechanical royalty. The new rate is raised from 2 cents to 3 cents.

The Copyright Office sees it as a straightforward issue on which the Senate subcommittee "will readily see the quantities of statistical evidence.

In its Supplementary Report, the Copyright Office says: "The statutory rate should be at the high end of a range within which the copyright owner and the record owner... will be happy, and in the future for actual payment of a rate that reflects market values at that time. It should not be too high, however, as too much economic interest for record producers to involve the copyright license if negotiations fail.

On the embossed juke box exemption issue, Register Kam- minstein told Senators of suggestions made during House copyright hearings. One would add a mechanical royalty fee for juke box records, to act in lieu of record companies' clearance payments. The rate suggested was the RIAA's standard, now one with a 1,500,000.

THE JAZZ BEAT

If San Francisco is indeed an "incubator of talent" as night-club owner-entrepreneur Frank Werber believes, then jazz is in for good times as the city becomes a major talent center.

A full-blown center for the arts is how Werber envisions the hilly city. His own club, the Trident, across the bay in picturesque Sausalito, is among the most popular jazz spots in the northern California metropolis. Werber's recent purchase of the Little Fox Theater on Pacific Street in San Francisco will shortly be the home for class jazz attractions. This new posh room will also cater to domestic and international stars of stature, Werber explained.

In addition to the Trident, which features Sunday matinees, a cool breeze off the bay and yachties tying up at the club's mooring dock, the jazz nightthirty attraction includes the Workshop, Map- dor, Basin Street West and Tim Pan Alley.

The Trident specializes in new young acts; the Workshop the more established high-paying acts from Sonny Rollins to Hampton Hawes to Miles Davis. With the emphasis in the North Beach area—where old-time jazz bands were local favorites—on cutting-edge, up-coming groups and "soulful" piano players, the Trident tapers are now featuring the "cool" jazz styles of the West Coast and European horizons.

The Trident by the sea's top talent price is $1,000 a week, with Werber providing artists "little extras" such as their own boat, housing and meals. This boy scout generosity keeps the artists happy, suntanned, well fed and in a good creative mood. Among the acts playing the Trident have been the Dave Brubeck, pianist Jean Hoffmann, Vince Giraldi, Benny Golson, Bill Evans, trumpeter Jack Sheldon and vocalists Mari Marzoni and Jon Hendricks.

Jazz Ensemble Backs

Backing Hendricks on a recent stint as a single were the Jazz Ensemble. This tandem was cut live at the club by Mercury and is a new LP release. Leader Jerry Grinell, whose drum work could have replaced Werber's car, is a new artist to watch, Werber says. Managing the club is gentleman Lon Gangopad, who is, for 11 years in Manhattan at the Village Vanguard and was recruited by Werber to come West, now come.

Jazz in San Francisco is kept alive by college students and those adults already indoctrinated. "Marin County has a high intel- ligent level and is possibly the most "straight faced" area. and has beautiful girls dancing the jerk and frug on Broadway with partners blazing away magnificently. It's a short-lived fad," Werber answers. "They're dead in a year or we're all dead." Some are not even from San Francisco.

The Trident's Sunday matinees (a little house, sunshine and sounds) are held as (annual) affairs with the musicians dressed prop- erly but the atmosphere relaxed. There is no admission for people swimming in the water or trotting through the front door. A $1 admission in charged Friday-Saturday evenings.

Jazz talent associated with San Francisco features such world-traveling celebrities as Cal Tjader, Dave Brubeck, Mario Santa-Maria, Vince Giraldi and Jelly Roll Morton.

Koffman's SM sans JAZZ-FM, started six years ago by owner Pat Henry in the San Francisco Bay Area, is a music industry classic for jazz broadcasters—Al Collins beams from KSFO's basement studios in the famous Fairmont and Jimmy Lyons airs his show from KFRC's Bath Street offices. Their combined exposure helps keep jazzophiles informed on important happenings.

SOLOs: Al (Jazzbo) Collins, KSFO's chernic morning DJ, with "Jazz in the Morning" on KSOM/FM, airs his show from 6 a.m. to 9 a.m. in September for Verve. Collins' hip-fair tales for kids years ago were treasures on Coral. ... Pete Rugolo's jazz-cirung show will be featured in the new NBC-TV series "Run for Your Life." Producer Joe Dowling and arranger Jack Sheldon are the musical stars on this show.

The emphasis on a strong score. Scenes will depict nightclubs and such jazzmen as Benny Carter, Gerry Mulligan and the Brasil '65 group will be seen on camera. Other musicians will be set for future installments. Shadles of "Peter Gunn!"

Revision Stumbling Blocks Cited

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Kittleson Joins RCA Division

NEW YORK — Barry Kittleson, producer of the popular press and information, by Herb Helman, manager, published the RCA Victor Record Division.

Kittleson's primary activities will be to coordinate the company's roster of pop, jazz, country and folk artists, and their products, as well as original east Broadway show albums and soundtrack albums.

Kittleson formerly was asso- ciated with Music Business magazine; prior to that he was assistant to the editor and a reporter at Billboard. He cov- ered features ranging from classical folk to jazz, and returned to music at the University of California, where he graduated.
THIS FALL IMPERIAL IS REALLY ON THE GO

For Go-Go merchandising, dealer co-op advertising and sales, Go-Go call your Imperial representative.
TAPE CARTRIDGE TIPS

by Larry Finley

The big question in everyone's mind is "Where is the market for tape cartridges to-day?"
Upon analyzing our first orders, we find many shipments are being made to distributors presenting the cartridge to the stereo field who find that our catalog of tape cartridges gives them a superior quality as well as being lower priced than any they've been purchasing.

We are also shipping thousands of cartridges to record distributors who are realizing that the automobile stereo field has caught on, and that there is tremendous cartridge business available in present retail record departments.
We have also received orders from record stores and distributors for cartridges ranging from Beatrice, Nebraska, to practically every major metropolitan city.

The majority of our orders so far have been for the Peacock four-track cartridge, however, there is an increasing daily demand for the Lear Stereo eight track cartridge. Distributors all over the nation are purchasing the big new market which we will be shipping to them by the last of September. At this time approximately 3,600 Foot dealers will offer the stereo tape cartridge and the sound equipment in the 95 lines.

Some are under the impression that only one record company is using the tape cartridge system. This is a gross misconception on the part of some of these firms, and we are happy to be one of them.

ITCC is in active production with its second press, and our lines consist of 699 different tape cartridges—91 different catalogued cartridges at prices starting from $2.98.

We feel the scope of the large number of labels which are now on our variety of labels will hold our dealers as a sort of entire concept of automobile stereo.

To clarify the confusion which exists in some areas, where some dealers are not carrying this product, we are on record as being one of the firms, and we are happy to be one of them.

LBJ Partially Right, Says Chicago Trade

Sipiora said he had dropped his prices by 10 cents overnight, general average. His price to dealers on the 3.18 single cartridge dropped from about $2.25 to about $2.16.

L.B.J. Partially Right, Says Chicago Trade

Most of the record manufacturers followed through with President Johnson's excise tax cut program, record dealers reported. Fewer than usual, however, did not.

John Higgins, manager and recording engineer for Sun Music, said that when the major labels announced the tax cut, they virtually all changed their minds within a few days when all the major announce price cuts.

Some of the smaller independent and specialty labels may be holding the price line and not taking advantage of the tax cut, but if there are any they account for a negligible percentage of the record business.

About the only way a uniform price cut could be predicted was that every dealer should have a uniform price policy, said the author.

Sid Turk, a partner in Colony record store, said that he's received about half of the price cut, and all the dealers who have been affected are those who sell smartly priced items.

Goody Records Zero San Goody, head of San Goody record stores, said: "We have received nothing. Zero. We have a $2.98 product and no price change by some record companies. Their excise tax cut gave us no cut at all. But the firm generally cut prices in the lower price range, and we had $3.20 albums cut to $2.98. We went down even further than what was already cut for discounts being offered." He said that all the large labels and those of small labels—had not come down on their prices.

Letters to the Editor

Dear Sir:

Of course there have been an alarming number of selections in all areas that are according to record dealers, firms which use the word "dollar" in their catalog. I personally don't object to these words. However, they are appearing with such frequency that our announcements are lost in a sea of phonograph of a newer album.

Since the albums we receive are over a million dollars well spent. Team "Purpose Only," it is not possible for a record company or the buyer to have ideas that have questionable words like these.

We fully realize that the responsibilities fall on the shoulders of the individual stations. However, if we do not, this sale of records would be in sad shape.

Hoping that this is printed in a proper light,

Cordially yours, RICHARD R. BOWMAN Program Director BONTM, Stanton, Va.

Dear Sir:

I wanted to take this opportunity to congratulate you on the recent Billboard A.M. Awards night which you have set up with the Jimmy Dean show. It's a terrific idea and one that will promote country music to the entire nation. All those present at the awards were there to appreciate the fine efforts your publication is making to promote country music.

WERNER MILLER
Capitol Records

Dear Sir:

Your constant appeal for keeping Billboard survey corrects our errors. This is an issue interesting—and factuated.

In Dallas and Austin, Texas, the Billboard Resonance Ratings are for informative categories. They do not agree with all of the report, but we believe you can see the analysis of the market's and is helpful to the ratings below.

John F. Box Jr.
Managing Editor
Balaban Stations
St. Louis

Dear Sir:

Just a line to let you know how much I appreciate your feature—the Easy Listening Top 10. We had many reorders from a copy of your issue and could use them in the mix.

Thank you for your help. We hope you will continue to do so for the future. We use them all.

Sincerely,

CHUCK NORMAN

BILLY WARD & THE DOMINOS

Dear Sir:

I have an excellent plan for your magazine because there should be many such stations like ours that want to keep with the best selling records but must want to avoid the hard rock.

Many thanks again.

Sincerely,

MRS. MARIA LANZA

BILLOMBR, August 28, 1965

NEW YORK — Most of the record manufacturers followed through with President LBJ's excise tax cut program, he said. The major labels all reduced our prices. After about a week, we realized we were being left behind by several labels which we sell a great deal of. So we went back and lowered our prices to competitive normal prices on these items.

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This fall more than ever, variety, excellence and sales are yours on

**WORLD-PACIFIC & PACIFIC JAZZ**

- **It's Tough To Be White** - John Barbour - ST-1834/WP-1834
- **McCann/Wilson** - Les McCann & The Gerald Wilson Orchestra - ST-91, PJ-91
- **Gil Fuller & The Monterey Jazz Festival Orchestra** Featuring Dizzy Gillespie - ST-93, PJ-93
- **Portrait Of Genius** - Ravi Shankar - ST-1432, WP-1432
- **Sambau Sambou** - Joao Donato - ST-90, PJ-90
- **The Oelegales** - ST87, WP-87
- **The 12-String Guitar** - The Folk Swingers - ST-1812, WP-1812
- **The Delegates**
- **The Thing** - The Jazz Crusaders - 33 1/3, 78

Products of Liberty Records
Beatlemonium at Stadium—Youngsters Get Carried Away

NEW YORK — The Beatles experienced an impact of their own at Shea Stadium Sunday night (15). They faced a screaming crowd of 57,000, the performance grossed $300,000, according to promoter Sid Bernstein; of this, the Beatles received $160,000.

The excitement started early, the stadium was flooded with screams, shouts, banners much before the Beatles' appearance. At 9:14, Sid Bernstein introduced Ed Sullivan who introduced the Beatles. After that, it was impossible to hear and flashesbabelled everywhere. The Beatles kicked off with a tune that sounded, as much as one could hear it, like "Twist and Shout.

Girls climbed over walls, fainted and cried throughout their 35 minutes. The only way you could guess when a song ended and another began is that the Beatles started moving for a moment on stage.

The Beatles, incidentally, were having a ball. They enjoyed the excitement, laughing and occasionally dancing about the stage.

Gillespie and Mingus: Stylist Progressives

NEW YORK — The Village Gate was filled with progressive jazz sounds Tuesday (17), as Charlie Mingus and Dizzy Gillespie held away before a packed audience. Mingus opened with his Jazz Workshop quintet. The trumpets, french horn, flugelhorn, sax and tuba. This unorthodox combo was led by bassist-composer Mingus, whose statement "jazz has always been to me as an influence in modern jazz has grown inordinately in the last two years." They ended with a 16-minute piece, "Prayer," highlighted by a flugelhorn solo by Max Roach. His talent as a composer-arranger is in no way overshadowed by the dynamic, delighting crowd with his rhythm backing of Donald's own.

For a return two-show engagement next July or August to play amplified music against the background of the stadium full of youngsters.

Claude Hall

Joe Williams Serves Up Delights; Meader Likewise

NEW YORK — The sophisticated songstems of Joe Williams provided a pleasant evening for Phone Booth patrons on opening night here Tuesday (17).

The RCA Victor recording artist, who has been featured vocalist with the Count Basie orchestra, served up a mixed bag of pop, blues, R&B, and gospel, all delivered with taste and style.

Williams can switch from a show tune like "People" to an upbeat "It's Alright," then to a gospelly "The Bible Tells Me So."

He's always in complete command, and his ease of delivery, which comes across in his album, is all the more effective in a sophisticated supper club. Williams is the master of his material and also of his audience.

Vaughn Meader and his crew of three had some winning moments with their improvisations and their man-on-the-street interviews. Meader, who records on Verve, has an engaging type humor which borders on the zany. He showed enough opening night to provide the basis for a comedy album.

Also on the bill was Laura Lake, a pretty girl with a pleasant voice.

AARON STEERNICK

Show for Cole Fund

NEW YORK — The Conference of Personal Managers-East has slated a first annual "Festival of Stars" show at Carnegie Hall Oct. 3 for the benefit of the Nat King Cole Cancer Foundation. Artists will be announced later.

The event, which last year attracted some 20,000 persons, will be sponsored by the nonprofit Philadelphia Folksong Society, and will benefit the Department of Folklore at the University of Pennsylvania.

Claude Hall
DARI! KENTON! COLE!

Darin Swings a New Tune!

Gyp the Cat b/w That Funny Feeling — Bobby Darin
An original novelty by Bobby Darin — patterned after 'Mack the Knife' — that has to move to top position fast! Flip side is title tune of Darin's new Universal film release.

EXCLUSIVE INSTRUMENTAL — Kenton's 'Peyton Place'!
Theme from 'Peyton Place' b/w 007 — Stan Kenton
This is today's only instrumental of the 'Peyton Place' theme. Flip is an original in the Kenton manner, and both sides rate a lot of air play — with Top-40 appeal!

AND SOMETHING SPECIAL FROM AN OLD FRIEND.
WANDERLUST b/w You'll See — Nat 'King' Cole
From our collection of unreleased masters by the late Nat 'King' Cole. Both numbers are strong, with superb vocals, and are handsomely backed by Ralph Carmichael.

5481
5480
5486
TOP 60

JAY & THE AMERICANS—SOME ENCHANTED EVENING (Williamson, ASCAP)—Hot on the heels of their smash "Cara Mia," the group puts this "South Pacific" standard in the same vein and it coeurs out with a smash hit sound. Flip: "Girl" (Mirtua, BMI).

United Artists 919

LESLEY GORE—MY TOWN, MY GUY AND ME (Starcon-Cardinal, BMI)—With this exciting rhythm number with clever lyric, she tops her "Sunshine, Lollipops and Rainbows" hit! Intriguing backing and powerful vocal make it a fast chart contender. Flip: "A Girl in Love" (Buffee, BMI).

Mercury 72475

FRANK SINATRA—WHEN SOMEBODY LOVES YOU (Seren Screen-Columbia, BMI)—Back in the commercial vein, this one can't miss! A sales, programming and joke box-blockbuster. Fine ballad with driving rhythm backing. Flip: "When I'm Not Near the Girl I Love" (De Sylva, Brown & Henderson, ASCAP).

Reprise 8396

PAUL REVERE & THE RAIDERS—STEPPIN' OUT (Daywin, BMI)—With their currently riding the hit charts, this pulsating rocker is a definite winner for the Hot 100 chart. Exciting, raucous vocal. Flip: "Blue Fox" (Blackwood, BMI).

Columbia 43375

SPOKESMEN—THE DAWN OF REDEEMPTION (Champion & Double Diamond, BMI)—An intense, dramatic and clever answer to the "Eve of Destruction" hit. This lyric and vocal performance will put that hit with the same impact. A stimulating message of hope and faith, powerfully delivered. Flip: "For You Babe" (Champion-Double Diamond, BMI).

Decca 21084

LES AND LARRY ELMGART—KING OF THE ROAD (Tree, BMI)—This big-band treatment of the Roger Miller hit should prove a dancing and listening smash for programmers and operators. Swing band rumps from start to finish in today's pop vein. Flip: "La Rostella" (Rayven, BMI).

Columbia 43370

SAMANTHA JONES—DON'T COME ANY CLOSER (Unart, BMI)—Dynamic debut for the unique, individual sound of the performer. Dramatic, emotional delivery of a well-written ballad. Exciting arrangement and intimate vocal sound has smash potential. Flip: "I Woke Up Crying" (Unart, BMI).

United Artists 909

CHART

SPOTTED—Predicted to reach the Hot 100 Chart

KICK NELSON—Say You Love Me (Killer & Champion, BMI). DECCA 23085

RAY PETERSON—I'm Only Human (Luxey, BMI). MGM 13209

TOTT & LEE'S Concerto (Sytone, BMI). SYTONE 209

JERRY GARLAND & JESSE MUNROE—Ride, Easy Mule, Mule! (Mule, BMI). (Mule, BMI, ASCAP). CAPITOL 2497

WONDERSTUFF—I Feel Shapely (Dover, BMI). RAY 5968

MILLIE KULP—Lettie—Sundowner Night (Cardell, ASCAP). COLUMBIA 43507

SAM BANG DIONNE'S SMILES—Needy For Love (Moe, BMI). RKO-101

SCOTT BORDON—You Turn Your Back on Me (Harry Love, BMI). COLUMBIA 43501

NOLLY MALONE—Only When You're Lonely (T. M. BMI). CONCEPTION 182

BILLY BACKETT—Rudies Pink and Apple Blossom White (Chappell, ASCAP). EPIC 9285

ISMAIL CHANT—Just Like the Weather (Enstrom, BMI). CONCEPTION 182

LEWIS HOLLIS CRONIE AND BUD—Kooly—Steely Street (Bud, BMI). UNITED ARTISTS 914

LOUISIANA ELLISON—I Dig You Baby (Nutritia, BMI). MERCURY 72472

CARRIE OLIVER—Can't Walk Away (Southdown, BMI). DECCA 21084

POP SPOTLIGHTS

NAT KING COLE—WANDERLUST (Mappo-Well, BMI)—With much of the happy rhythm feel of the late singer's successful "L.O.V.E.," this one has equal potential. A programming and sales delight! Flip: "You'll Soon" (Lee, BMI).

Capitol 5486

DICK AND DEEDEE—VINI VINI (Criterion, ASCAP)—Pulsating Bo Diddley rhythm with catchy lyric sounds should prove a dance sensation! Fine vocal and arrangement performance. Flip: "The World Is Waiting" (Odin, ASCAP).

Warner Bros. 5662

LEN & GLEN—A CARD FOR MY BABY (Tree, BMI)—Hard-driving walker that will put the exciting duo rapidly up the chart. Aimed right at the teen market. Flip: "Midnight Frowler" (Red River, BMI).

Columbia 43350

PEGGY LEE—I GO TO SLEEP (Kamer, ASCAP)—Clever rhythm ballad composed by Ray Davies of pop music scene. Should prove a hot chart contender. Well performed and produced. Flip: "Stop Living in the Past" (Whitaker, BMI).

Capitol 5488

DARLETTES—LOST (Blackwood, BMI)—Fascinating debut of artist and label should both put the map. Van McCoy's intriquing rhythm ballad is dramatically put up the chart. Much in the Dean Martin vein. This one has the same potential. Flip: "Sweet Kind of Loneliness" (Dadasl, BMI). Mira 203

BERNIE SCHWARTZ—SOMETHING'S WRONG (Ansell Ross, BMI)—Exciting debut of the blues singer on a hard-driving rhythm ballad written and produced by Phil Evers of the Everly Brothers. A left-fielder to watch closely. Flip: "Baby Bye-Bye" (Metro, BMI).

Warner Bros. 5651

TONY MARTIN—THE BIGGER YOUR HEART IS (THE HARDER YOU'LL FALL) (Stein-Van Stock, ASCAP)—Big chorale string ballad should spiral Martin up the charts. Much in the Dean Martin vein. This one has the same potential. Flip: "The Two of Us" (Jotte-Amerika, BMI).

Motown 1082

CHICO HOLIDAY—BIG BOAT UP THE RIVER (Reimarble, BMI)—Fast-paced rocker is a safe bet for the discotheque and serves as a dynamic debut for the exciting performer. Flip: "Five Hundred Miles" (Friendship, BMI). Kurat 512

COUNTRY SPOTLIGHTS

ROY DRUSKY—WHITE LIGHTNING EXPRESS (Moss Ross, BMI)—Currently No. 1 on the country chart with his "Yes, Mr. Peters," this pulsating rhythm number should meet with the same success. Drusky gives his all. Flip: "Lonely Thing Called Me" (Nondun-Quinn, BMI).

Mercury 72471

GEORGE JONES—WHAT'S MONEY (Glad, BMI)—With Jones hits his U.S. entry should prove no exception. Tremendous performance on an original and outstanding country theme. Easily a "Holy in a Hurry" (Glad, BMI).

United Artists 901

HANK SNOW—THE QUEEN OF DRAW POKER (Taggart, BMI)—This well-written Don Robertson song is treated to the distinctive Snow style which should push it right up the country chart. Well-done production. Flip: "Love Me in the Trade" (Silver Star, BMI).

LEFTY FRIZZELLE—A LITTLE UNFAIR (Pamper, BMI)—Powerful country ballad with a rich dramatic reading by Frizelle can't miss rising up the charts. Flip: "Love Looks Good On You" (Sure-Fire, BMI).

Columbia 43364

TEX WILLIAMS—BIG TENNESSEE (Richwill, BMI)—A definite top-of-the-country chart contender is this hot rhythm follower to his recent hit, "Too Many Tigers." Rich, plaintive Williams vocal can't miss. Flip: "My Last Two Tears" (Acme, Boone 1023)

BIL WILBOURNE AND KATHRYN MORRISON—JOHN AND MARGIE (BMI)—In the same clever lyric vein of the "Yes, Mr. Peters," this debut for the duo should spiral them up the country chart. Listen carefully to this well-written lyric. Flip: "Happiness Was His And Hers" (Tree, BMI).

United Artists 8792

WAHOO JACKSON—MY FIRST TRUE LOVE (You, Central, BMI)—Clever and catchy rhythm ballad with all the earmarks of a top-of-the-charts chart winner for the popular performer. Flip: "Send Me No Roses" (Moss, BMI). Capitol 5491

JIMMY NEWMARK—MY TRUE ROSE (BMI)—Strong lyric content in this patriotic country ballad with an exceptional vocal performance by Newmark. Flip: "My Love for You" (Gosport, BMI). Decca 31841

R&B SPOTLIGHTS

ROBERT MARTIN—MY BABY'S ALL RIGHT (BMI)—Written by Joe Ely & Johnny Moore. "Your Heart's All Right," with Joe Ely's hit "I Don't Want No Money," was a hit. This one should win big! A safe bet for the singer that can go from finish to start, with an another standout Million reading as well.

Checkers 1118

JIMMY WITHERSPOON—LOVE ME RIGHT (Mezzy, BMI)—A new girl group with a powerhouse Whisperwood vocalist on well-written R&B ballad that should be a hit. Perfect for the R&B vocal potential. Flip: "Make This Heart Of Mine Smile Again" (Mezzy, BMI).

Prestige 378

CLARKLAND & THE RINGER—GOD'S ALEXANDER (BMI)—A great R&B ballad of the gospel type. The Tony Newley hit with an exciting pulsating backing that will make this one a must. Right for the vocal. Flip: "God Bless the Child" (BMI).

Tuba 2002

R&B SPOTLIGHTS

CHART

SPOTTED—Predicted to reach the TOP SELING RHYTHM & BLUES SINGLES CHARTS

BEN E. KING—CRY NO MORE (Wei IV, BMI)—An emotional vocalist, soulfully performed by King, should prove a chart getter in both pop and r&b markets. Flip: "There's No Place to Hide" (Seren Screen-Columbia, BMI).

Acme 2671

KUFUS AND CARLA THOMAS—WHEN YOU MOVE ME失去了 (East, BMI)—The funky blues backings and Carla's vocal could get this one to win over all the way! Flips: "We're Tight" (East, BMI).

Stax 156

LITTLE MILTON—WITHOUT MY SWEET BABY (Chevis, BMI)—HELP ME HELP YOU (Chevis, BMI)—Slow and dramatic blues ballad with a very beautiful Milton vocal appeal. Flip is a rocker that swinger from finish to start, with another standout Million reading as well.

Checkers 1118

JIMMY WITHERSPOON—LOVE ME RIGHT (Mezzy, BMI)—Written by Joe Ely & Johnny Moore. "Your Heart's All Right," with Joe Ely's hit "I Don't Want No Money," was a hit. This one should win big! A safe bet for the singer that can go from finish to start, with an another standout Million reading as well.

Checkers 1118

BILLY EDWARDS—SO LONELY (BMI)—Someone's Gone To Hell (On Your Feet, BMI). BOULET 4507

MARTIE MARSTEN—Swingin' (BMI). BOULET 4508

WILLIE NELSON—Takin' It Easy (BMI). BOULET 4509

JET CRENNO—You're Living Me To Death (New Eyes & Feet, BMI). BOULET 4510

BILLBOARD, August 28, 1965
IT'S A SMASH IN PHILADELPHIA
HEADING FOR #1 ACROSS THE COUNTRY!

1-2-3

by

LEN BARRY

31827

DECCA RECORDS

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Words for our time...for all time. President Johnson's message delivered to a joint session of Congress on March 15th is now available from MGM

The Sound of History is on MGM Records

MGM Records is a division of Metro Goldwyn-Mayer, Inc.
Oldham Gets Exclusive U.K. Release Rights to Bang Label

LONDON — Independent producer Andrew Oldham has secured exclusive British release rights to Bert Burns’ American label, Bang. Among the first three releases on Oldham’s label Immediate Records is the McCoy’s current U.S. hit on Bang, “Hang on Sloopy.” The product is being pressed and released by Philips.

Other records in the first release include one produced by Oldham himself, “I’m Not Saying,” by new girl Nica, and a disc by New York group Fifth Avenue, “The Bells of Rhymney,” produced by Larry Puge. The latter will make records for the label on a regular basis.

Partnering Oldham in the venture is 24-year-old Tony Calder, ex-manager of Marianne Faithful, who quit the previous partnership because of a disagreement. From EMI, Philip Wainwright has joined Immediate as a press officer and from Decca Tony King joins the company as promotion manager.

Oldham was in New York last week to negotiate British release by Immediate for more

(Continued on page 29)

Principals at Philips Sales Conference in London

ATTENDING THE PHILIPS RECORDS sales conference recently in London were, from left, T. Rosengarten, sales manager, Trinidad (Ply.), South Africa; C. Fach, sales manager, Smash Records; D. Wiltington, European representative, Mercury Records; A. Beyer, export manager, Philips Ton Germany; A. Kauwe, publicity manager, Philips Records; O. Wisslhom, manager, Nordisk Polyphon A/S, Denmark; C. Voute, export manager, Philips Records; J. Franz, recording manager, Philips Records; H. Duchable, manager, Philips A.G., Switzerland; H. Tweten, general manager, Norsk Phonogram, Norway; L. Gould, managing director; B. Loefberg, general manager, A. B. Philips-Sonora, Sweden; M. Hawker, Mercury a/s; B. Spits, country manager; V. T. R. J. Mans, D. J. E. Groen, sales manager, Philips Records de Nubiit, sales manager, S.P.P. France; P. Dulat, assistant export manager, S.P.P. France; N. Belette, marketing manager, Philips Ton Germany; H. Cate, manager, Fontana Heritage, sales manager, P.P.P. Baar; Augustin, sales manager, Philips Ton Germany; R. Garretson, pop affl manager, P.P.P. Baar; L. Boudewyns, marketing manager, Phonogram, Amsterdam.

LESLIE GOULD OF PHILIPS RECORDS announced a deal of Philips to produce and distribute records for a new company, Immediate Records. Ltd. From left, are Tony Calder, Nico, Andrew Oldham and Gould. Calder and Oldham are partners in Immediate Records; Nico is one of the artists on the label.

A PHILIPS BUSINESS SESSION on export at the conference drew these overseas visitors, clockwise: H. Tweten, general manager of Norsk Phonogram, Norway (in white shirt); B. Loefberg, general manager, A. B. Philips-Sonora, Sweden; O. Wisslhom, manager, Nordisk Polyphon A/S, Denmark; R. Augustin, sales manager, Philips Germany; A. Kauwe, export manager, Philips Germany; H. Duchable, manager, Philips A.G., Switzerland; L. Boudewyns, marketing manager, Phonogram, Amsterdam; P. Dulat, assistant export manager, S. P. P. France; J. Leffty, commercial cost accountant, Philips Records (back to camera); C. Voute, export manager, Philips Records (back to camera).

BILLBOARD, August 28, 1965

A PHILIPS BUSINESS SESSION on export at the conference drew these overseas visitors, clockwise: H. Tweten, general manager of Norsk Phonogram, Norway (in white shirt); B. Loefberg, general manager, A. B. Philips-Sonora, Sweden; O. Wisslhom, manager, Nordisk Polyphon A/S, Denmark; R. Augustin, sales manager, Philips Germany; A. Kauwe, export manager, Philips Germany; H. Duchable, manager, Philips A.G., Switzerland; L. Boudewyns, marketing manager, Phonogram, Amsterdam; P. Dulat, assistant export manager, S. P. P. France; J. Leffty, commercial cost accountant, Philips Records (back to camera); C. Voute, export manager, Philips Records (back to camera).

BELGIAN'S REPRESENTATIVES in the recent song festival at Knokke were entertained by Seeburg’s Belgian company manager, Henri Herbots of Seeburg S.A. From left, Tonia, Maurice Deen, Liliane, Clare Ford, Hertbosch and Andre Defacq.

Millwick: Young & Growing

LONDON — One of the U.K.’s newest independent record producers and music publishers, Millwick, Ltd., formed only a year ago, already has material licensed to the majors, including RCA, ABC-Paramount, Roulette, Pye Decca and EMI. One of Millwick’s new artists, Mike Dalton, who is also a songwriter, had a disk released last week in the U.S. on RCA.

“I Care About You,” which will shortly be released in the U.K. by Dalton, says RCA’s Steve Shales, is “another Presley.”

Millwick is run by songwriter Lionel Segal, 29-year-old ex-student of the Guildhall School of Music, and Jack Heath, who operated Good

(Continued on page 29)
BREAKING OUT EVERYWHERE!
BREAKING FOR THE TOP!
SUE THOMPSON'S
IT'S BREAK-UP TIME
HICKORY 1328

www.americanradiohistory.com
STUTTGART West Germany's electronics industry is upgrading high fidelity production and distribution. Major electronics firms have formed the Deutsche High-Fi-Depot Institute (DHFI), an autonomous branch of the German radio-TV and phonograph industry. The DHFI will administer a new set of standards only fixed for high-fidelity production. These standards have been developed by the industry in over three years of research by industry scientists and engineers.

The new table of standards will regulate all future production of high-fidelity equipment and components by German manufacturers and they have been incorporated into the legal system of the Deutsche Industrie- (DIN), the system of governing all German industrial production.

Minimum Standards

Hofert, a panel representing manufacturers such as Elektrotech (FNL) will fix minimum standards, based on DIN tables for microphones, record players and changers, tape recorders and additional components and loudspeakers.

The DHFI has created special recognition for retailers and technicians who can pass the "High-Fi-Fachberater" or recognized hi-fi technicians. Such recognition obligates the recipients to attend special hi-fi training courses. At present there are 20 hi-fi specialist dealers in West Germany.

Exhibition Theme

"High-Fi" has been picked as the theme for the annual international radio-tele-exhibition from Aug. 27 to Sept. 5 at the Dortmund exhibition center. The exhibition will show the entire high-fidelity industry.

Meanwhile, the European Exchange System (EES), the U.S. military's merchandising organization in Europe, has announced an expansion in its hi-fi components program at 20 retail stores throughout the system.

The program is now in effect at the Fourth, Germany, store, where audio-visual department and broadcast-station listening studios are open and display all new components available from leading manufacturers.

MUSIC CAPITALS OF THE WORLD

COPENHAGEN

Earth Kitt was in Copenhagen this month. In Twid, she was a bigger success than Shirley Bassey, whose "Volume One" tour also did a TV show, to be shown in Denmark next Monday. Her star is rising in Denmark, as country singer Bobby Lee. He is coming here soon from the States. The only version of the Billy J. Kramer and the Dakotas' "Roll Out the Beat and Play the Piano" issued in Denmark is a record by denim-strung, Richard Bacharach, his chorale and orchestra. During the summer many folk singers from the States and England performed on Copenhagen streets, but Kitty rejected them. The big hit "I'm a Man" by Blues, is already well known here from the Rick Nelson album, "Night on the Run." This is the only Beattles' tour issued in the States but not here, a tape from the old version of the old number, "Bad Boy."

JORGEN MYLIUS

HAMBURG

Phillips has sold one million cassettes for its sister recording, the cassette box-tape machine it introduced two years ago. Phillips says a number of German and foreign firms are planning to introduce their own versions of the "Philips compact cassette" recorder. Prof. Fred Hoehnich, who plays Professor Higgins in the German silent movie "Pygmalion," is to introduce the diamond-studered recording of "My Fair Lady" valued at $30,000 to the German public in the suburbs of Berlin. The diamond-studded record was presented to Hohacht to mark sales of 300,000,000 MP3's. Col. William Stephan, head of the Bandonger Musical Corps, has been invited to Washington to direct two concert of music bands from Germany.

North Germany Radio has just completed a comprehensive survey of German musical tastes which shows that the Germans no longer take classical music seriously. The so-called "ernst Musik" has lost ground heavily since the war to varieties of music. U.S. for Unterhalts-Musik—light classics, opera, and popular—and North German Radio, accordingly, is switching programming in favor of "U-Musik" over classical. Light music newcomers are heavy listeners of this kind of music. The survey was conducted by German music lovers over the entire country.

Sleeves of EMG singles will start hearing an advertisement for a preliminary release of singles belonging to the EMI group almost immediately. A special campaign will be held in support and the singles products outside the EMI group would not be allowed to advertise. The Musician Union will try to get a complete ban on pop stars mining to record on TV.

CHRIS HUTCHINS

MANNILA

Comte Francis is not going to perform in Manila after her current stint in October, according to Ricardo Bisacol, chairman of the Manila Oriental Book Corp. of Tokyo, Higashi. The British composer will visit Germany next month to tour taking them into Austria and Switzerland. Polydor's Martin Lunn recently has no fewer than six titles on the German top ten list: "This Is the Last Rose of the Prance, "I'm Not Joe, "Wnn Ein Cowboy wear, "Son of Butter Pears, "An Lagerflower."
COLUMBIA RECORDS vice-president and general manager Harvey L. Suskind, has extended the French distribution agreement, in-
ternational to Spain with Manuel Alvedia and Francisco Ortega, owners and directors of the Spanish firm, Discophon, for the release of Columbia Records product. Discophon also holds the CBS label.

clan’s union, two points were con-
cluded by the industry: an average of 1.3 per cent increase of the musi-
cian wages and slight improvements for the union. All the other points, specially the demand for a collective contract, and the elimin-
ation of the use of pre-recorded tapes, were dropped by the union. Immediately after having com-
pleted negotiations Joseph R. Bultit-
elli, president of CBS America, con-
cluded an agreement with the American association, started on a three-week break to return to Colombia, Venezuela and Peru.

Among the first LPs from Pre recorded by Gabanna in Mexico is one which contains the current hit, "'Tis the Filly" by Sounds Orchestra. . . After the acceptance of his latest Mel, "Sombras", Javier Solis was awarded by CBS a golden medal for having sold over 100,000 copies.

The Best of Al Hirt is the latest international hit of the month. It was the latest pop John XXTH, re-
ecorded by the Buffalo in Abkhazia, was met with great interest.

Alejandro Sierigt, industrial di-
rector of Orisige-Vidovica, was ap-
pointed general director . . . An
American jazz pianist, Joyce Col-
men, will also be seen in a new and
fashionable Italian restaurant. She will dance with the famous
standard Mexican drummer Leo
Ametz, who just recorded with his
orchestra for Polydor, "April in Acapulco."

OTTO MAEVER-SERRA

MILAN

On Sept. 2, John Foster from press tours for RCA Records, has
recorded his new record "Al Primo Quarto de Luna" (At the First Moon) in a show from Bari, which will be seen in Photophone directors hope Foster will repeat the success from the International hit "Amore Scusami" (launched by the State by Robert Goulet as "My Love, Forgive Me.")

Adano, young Italian singer living in Switzerland, has been an interna-
tional star, is in Italy. Meanwhile, his latest hit, "La Notte" (The Night) has reached the 85,000 copies sales mark, an
interesting figure while there is an economic recession going on.

Adano has just recorded the rec-
cord "E Voi Ballate" (And You Danseau tour in the biggest selling record in the Italian market in this moment. Adano is very busy preparing his second TV personal show which will be broadcast in the TV "Odeon" network.

2", was clan of his own record company. All this company and will appear on the show.

Zoila's Dance," as performed by Orchestra Inser, during records, released in the U.K. under the Pre label, has just en-
tered the English charts.

R Brunetti, in the role of the EMI star, who is enjoying five consecutive hits with four record successes in Italy, has just recorded two songs for the Italian market in the following languages: "La Sogna d'Oggi" (That's How It Goes) and

August 28, 1965, BILLBOARD

INTERNATIONAL NEWS REPORTS

ROME

While Mina's LP of her last studio line songs continues to be a best seller, plans for her to be joined this time by Riccardo Cere, and Ornella Manoni.

Nico Dimon, winner of the Best Italian Festival in Zurich, is represented by "When I See You," along with 11 other Italian vocalists.

Nico Diomone will be performing at the Sound Festival of the Sound Routes, followed by Nelly Flamand and Yassan North. Another winner, at San Remo's "Spacelit" was Lucio Della. San Remo also staged an event, "It's Never Too Late" for new singers, 30 years old and older. A new label, with offices in Roger Calsana and Milan.

Fikke H. Schorer and Jan Slijper will conduct the "Toreador Harmonic Band" from Holland in a tour of Bulvion, Benlze, Verona, Bremen, Mannheim, Trier, Alpeggano Varese and Milan.

Nico Diomone is back in Italy, with labels, offering free dish of "L'Openta" to as many girls and young people that show up at the disk of this made during the festival.

Santhana Jones from England and Yukari Ito from Japan, have been set for special cove on the "Marc Anthony," stars and Miranda Marthino in song spots. Two top vocalists, Gianni Morandi and Dom-

STOCKHOLM

"Hallsongspekonarna," a folk group working in Sweden in the 1930s, are being released on a new LP on Swe-Dis. The members are now between 50-70 years old, but still very lively. . . . When the Shadows visited Gothenburg on the West Coast, they were invited by Bo Vinberg, lead guitarist in Swe-

en's top instrumental group, the Spontaneus. Shadows were enthusiastic about the group's new song, "I'm Around," the same tune which was turned down by the band, "Radio Sweden's 'Top Tune'" program.

Peter, for a long time working in the States, is a new LP on "Dancing in the Dark." The record was first released in Japan, surprisingly enough, and the Swedish LP was copied from Japanese originals.

Hootenanny Singers, working in many European languages, will be shown on TV in Holland in Septem-
ber. Their manager, Stig An-

ber, will travel through Europe during September and October. It will be "Sokayki," and the group introduced the Finnish dance, Jenka, to Europe.

The Bob Dylan style is getting stronger every day in this country and everybody thinks it's going to be the '60s' thing this summer. Clubs and dancehalls are planning special blue and coke programs. One of the first to record a Dylan tune in Swedish was Lili Hedlind. The tune: "Don't Think Twice, It's All Right." Jack Lemon of Mar-

FRAM Distributing Corp. in Los An-

gles visited Karien Record Co.

B. FRENEMER

TOKYO

The contract of the Soviet Russian Government Export Agency with the New World Record Co. of Japan regarding Russian recordings expired at the end of July. E. F. was extended for another three years on the condition that Nippon Victor, which has been pressing and distributing the disks, launch an all-out campaign starting with the orchestra release under a new logo of "New World.", Kyo Saka-

moto of "Sakuyki," departed for Ar-
msterdam Aug. 5 to plug his new juke box. "Mado and Mariko" (Two Dutch Maiden) for Bovens. The song was written by Ei K. R. and H. Nakamura who also composed "Sakuyki" after their sight-seeing trip in Holland in April. Toshiba Records is planning to make it the second snuff hit. . . The Honeyscreech, singing fast music from Eng-

land, played eight dance parties at the Kerkvink in Poland and two concerts at Senkai Hall Aug. 20 and 21. Performances were also given in Osaka, Kobe and Kyoto.

Arthur Fielder is arriving Aug. 23 at the invitation of the Yamaha Nippon Symphony Orchestra to direct eight concerts in key cities beginning Aug. 21 in Tokyo. Nip-

Rome's Victor records released a

"Canyon," edited by Fielder-Boston Peach Orchestra in conjunction with the making of the movie.

. . . Connie Frelough is sched-
uled to arrive Oct. 7, Nippon Gramophone, which represents MGM label, is now arranging to market some selections sung by Japanese vocalists in the popular, home.

Fielder - Records in the Japanese Phonograph and Records Association, 63036, 6414 Japanese records (5,994,777) and 3,339,432 international records (5,659,827) totaling 6,760,676 records ($6,764,119 at factory price). This is a gain of 27 per cent in quantities and 17 per cent in value over the same month last year. Stereos in-
ned in above figure are $2,524-

707 records ($5,417,319).

JUNZO FUKUSHI

TORONTO

Quality Records has announced the second Canadian release of its British hit "Bread and Butter," which was presented to the stations in Canada in an effort to ship disksam by Canadian artists from the Quality roster. Current singles are "CTF," Montreal; CFAC, Calgary; CHEC Leth-

bridge; CKWW, Swift Current; CKRD, Red Deer, and two-time winner, CHOK, Sarnia.

Allied Record Corp. has ap-

styled the Winnipeg branch of

FOLLOW THE NEW CHRISTY MINSTRELS,

"MY GOOD LIFE" UP AND OVER THE WALL

by CY ANDERS

Published by BMI CANADA LIMITED, TORONTO

Arc Sound as distributors in Mani-

Copyright materials
GEMA Draws Closer 'Curtain'  

By OMER ANDERSON

BONN—GEMA, the West German ASCAP counterpart, is conducting negotiations with Iron Curtain countries for royalty agreements, and GEMA sources say the outlook is the best ever in its long struggle with the Communists.

In the current round, GEMA has a number of powerful factors going for it. The Communists are playing more Western music than ever before, and the trend is toward ever-growing exposure. So much Western music is now being played behind the Curtain that its piracy is becoming too flagrant to justify.

The Communists, in turn, are selling more of their own music than ever before to the Western countries. Communist artists (and indirectly the Communist governments) will not be able to reap the benefits of copyright unless they reciprocate.

Moreover, East-West trade is growing rapidly along the entire commercial spectrum, and the copyright issue has become intertwined with the entire complex of patent protection.

ASCAP Stake

ASCAP has a direct and huge stake in the current negotiations. GEMA sources said that ASCAP, in fact, stands to gain more than GEMA, owing to its greater volume of copyrighted material played behind the Curtain.

Current negotiations are being conducted with Hungary, and they will form the pattern for future negotiations with Czechoslovakia, Poland, Romania, Bulgaria and Russia. Once Hungary is brought into the fold, no major difficulties are expected with the remaining Communist lands, including Russia.

GEMA has made initial arrangements for royalty payments with an Hungarian association called Artisip in Budapest. This was part of a package deal whereby GEMA has lined up world rights to Bela Bartok compositions (from Certain rights excepted) by dealing with Bartok's widow and son.

Bartok Pact a Pilot

GEMA is seeking to become the dominant performing rights organization handling Communist music rights in the non-Communist world, and the Bartok agreement is a pilot project in this direction.

In connections with the current Iron Curtain negotiations, GEMA sources disclosed that Iron Curtain authorities are battling bootleg musical concerts.

In Romania, for example, the State Office of Artistic and Theatrical Tours (OSTA) has a monopoly on organizing concerts and theatrical performance. But in the town of Oradea, so-called "theatrical bootleggers," responding to the tremendous demand for Western music, contracted clandestinely with a well-known orchestra and singers in the town.

Investigation disclosed that the music 'bootleggers' were district committees for culture and art who grew tired of waiting for action by OSTA.

OSTA complained that up to 15,000 tickets were sold for the single illegal performance in Oradea, which was held in a stadium, and that the entrepreneurs had reaped "exorbitant profits." OSTA is now organizing regional offices and proposes to wage a campaign against illegal performances.

LONDON— Ember Records enters the British budget LP war with the launching next week of a high quality line retailing at $1.40. It will be known as the Famous Artists Series.

Announcing the move, managing director Jeffrey Kruger said that although he would channel the line through legitimate retailers as much as possible, he would be forced in certain circumstances to make them available to other shops.

Ember to Launch Budget Line in Britain Next Week

TV'er Stars Disk Artists

TORONTO— A new TV series starring name recording artists, "On Spotlight," is being produced by Screen Gems (Canada), Ltd., at CFTO-TV, Toronto, for world-wide sale. The series of 35 half-hour shows will be syndicated in the U.S. and other countries.

"On Spotlight" has a nightclub format, presenting one star per show in his or her club act, backed by an orchestra of top local musicians. The first six shows, featuring Mel Torme, the Bitter End Singers, Johnny Desmond, Julie Wilson, Theodore Bikel and Julian La Rosa, will be taped this month, before a live studio audience. Artists signed for tapings in September are Carmen MacRae, Billy Daniels, Fran Warren, Gary Crosby, Jack Cassidy and Vaughn Meader.

The show is produced by Bill Wilson of Screen Gems in New York.

Paper Stages Hootenanny

TORONTO— The Toronto Daily Star and Star Weekly, has announced that the Star is presenting free open-air concerts at the Canadian National Exhibition Aug. 20 to Sept. 6. Last year 103,000 people attended the all-star hootenanny series of 10 concerts, two per night on five nights at the CNE.

Correction

TORONTO— Through an error in typesetting, a line of copy was lost in the Page One story Aug. 7 on Canadian Coca-Cola's use of popular disk acts. The list of Canadian groups featured on the commercials should have read, "J. B. and the Playboys, Jack London (both on RCA Victor), the Big Town Boys, Bobbie Lane and the Disciples (on Capitol), and David Clayton Thomas and the Shays (Roman Records)."

After five years in business, Ember, like some other independent product, was still not being stocked by many record retailers.

Included in the first batch of released are albums by the Dave Clark Five, Roy Orbison, the Platters, Frankie Laine, Billy Eckstine, Erroll Garner, Woody Herman and Matt Monro.

The records will be issued in four-color sleeves and pressed by Philips and Qualiton factories.

Barbara Mason's Hit Single

Barbara Mason's "Sad, Sad Girl" from her latest single "SAD, SAD GIRL" is now being nominated as the 1st Hit Album by Jamie / Guyden Dist. Corp., Philadelphia, Pa. 

This year the Star's first concert (21) presented Johnny Cash and June Carter, with local folk groups the Common Folk and the York County Boys. The bill for the twonightly concerts Aug. 27 & 28 is headed by Theodore Bikel and Ronnie Gilbert, with two of Canada's best known folk groups, Columbia Records' the Travellers, and the Allen-Ward Trio, whose first Vanguard LP recently rated four stars in Billboard.

On Sept. 3 and 4 the Star presents Ian and Sylvia, the Travellers, and the Chanteclairs. All 10 concerts will be emceed by local folk artist Klaus Van Craft, and will open and close with folk songs, big band style, by a 30-man "hooch orchestra" conducted by Elfin McCandless. The concerts are being held for the 28th year.
MUSIC CAPITALS OF THE WORLD

- Continued from page 57

plans to distributors. Mrs. Janet Bessey, who was a former manager of the production department, recently transferred to Montreal.

The Brothers Four had four Canadian chart hits from their current tour, hitting Vancouver, Calgary, Edmonton and Winnipeg for their latest Columbia single, "Cactus Kiss Me, Love," just getting off the ground here.

There's an exception to RCA Victor's policy of concentrating on country music. RCA has signed several Canadian artists for their latest Columbia single, "Cactus Kiss Me, Love," just getting off the ground here.

Terry Bessey, whose "Only Sixteen," was introduced on "Shindig" last month, is moving on to Canada whereArc Records reports that Terry's disks are currently in third place on the charts there. Arc Records is also the Canadian branch of RCA Victor, and is doing business throughout the world under the name "RCA Records." The company is planning to expand its operations in Canada soon.

Vernon, Ont., singles are doing well in Canada, and the company is planning to expand its operations in Canada soon.

Industry reports show a sharp increase in record sales for Andy Williams since his show appeared on NBC's "Shindig" TV channel.

Also Mahalia Jackson has had a great deal of success in Canada, and has been on tour in the country for the past few weeks. Jackson's latest single, "I'm Just Like You," is currently doing well on the charts.

The Staccatos, a group of young Canadian musicians, have been doing well on the charts in Canada since their first single, "I'm Just Like You," was released last month. The group is currently on tour in Canada and the United States.

WELLINGTON, N. Z.

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The Staccatos, a group of young Canadian musicians, have been doing well on the charts in Canada since their first single, "I'm Just Like You," was released last month. The group is currently on tour in Canada and the United States.

OLDHAM Exclusive

- Continued from page 24

American independent labels and a possible U. S. outlet for its home-produced product.

Music TV (now under the ownership of Ken Wolter and Jim Norton) has been a hit in the United Kingdom with its line of specialty electronic products designed for the growing market for electronic products. The line is sold exclusively through specialty stores in the United Kingdom, and is proving to be a hit.

The company is planning to expand its operations in Canada, and is currently in talks with several Canadian distributors about the possibility of a Canadian outlet for its products. The company is also planning to introduce new products to the market in the near future.

Young & Growing

- Continued from page 24

Music, Ltd. (now taken over by Essex Music, with band leader Ted Heath in charge) and the late Jack Kliger for some 12 years. Sub-publishing deals have been made in most world territories, in France with Universal Music, and in Germany with the late Jack Kliger for some 12 years. Sub-publishing deals have been made in most world territories, in France with Universal Music, and in Germany with
**ARGENTINA**

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FOLLOW THE NEW CHRISTY MINSTRELS

...and you'll find them winning cheers in country after country... just as they did on their recent tour through Denmark, Holland, Italy and England. Now, the Christys’ great global success has inspired a fabulous new album.

The New Christy Minstrels

THE WANDERING MINSTRELS

Winoweh (The Lion Sleeps Tonight)
The Girl From Ipanema
Tie Me Kangaroo Down, Sport
Guadalajara
Lovely Greenleaves
Can You Do the Can-Can?
Everybody Loves Saturday Night
Sweet Sorrento
Live! Live! (Hava Nagila)
Go, Lassie, Go
Yamaa Teke No Ura
Song of the Wandering Minstrels

ON COLUMBIA RECORDS
HERE ARE OUR SEPTEMBER RELEASES

The Brothers Four
Try To Remember

Carl Smith
Kisses Don't Lie

Andre Kostelanetz
The Thunderer
The Spectacular Sound of John Philip Sousa

Here Are Our September Releases

Adrek Kostelanetz
He Thunderes
He Spectacular Sound of John Philip Sousa

The New Christy Minstrels
Sing to the Lord Volume I

Jimmy Dean
The First Thing Ev'ry Morning

Ray Price
The Other Woman

Woodstock Iselt Singers
Sing to the Lord Volume I

Irma Serrano
Prelle Organista

The Land is Your Land
The Mormon Tabernacle Choir
Richard P. Condie Director

PHILADELPHIA ORCHESTRA
EUGENE ORMANDY

Miles Davis / E.S.P.

*Stereo

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a BIG hit single becomes a BIG HIT ALBUM!

TOO MANY RIVERS
BRENDA LEE

NOW AVAILABLE AT ALL DECCA® BRANCHES
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**Top 100**

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**Record Industry Association of America**

**End of chart**
MOONLIGHT BECOMES YOU
Jerry Vale, Columbia CL 2371 (M); CS 1712 (S)

SAMY'S BACK ON BROADWAY
Sammy Davis Jr., Epic E 6169 (M); RS 6159 (S)

THE TURNAROUND
 Hank Mobley, Blue Note 4106 (M); 84186 (S)

SHENANDOAH
Soundtrack, Decca DL 9125 (M); DL 79125 (S)

CLASS OF '65
 Floyd Cramer, RCA Victor LPM 3245 (M); LSP 2045 (S)

THE WONDROUL WORLD OF ANTONIO CARLOS JOBIM
Coral 3306 (M); LPM 2042 (S)

BILLY STRANGE PLAYS THE HITS!
 Cresscendo GNP 1012 (M); ST 7 (S)

WELCOME HOME
Walter Jackson, Ohio OKH 11950 (M); OKS 14180 (S)

SAY SOMETHING
Chuck Jackson & Maxine Brown, Word 689 (M); 5669 (S)

RELIGIOUS
SWEET HOUR OF PRAYER
June Crawford, Decca DL 6488 (M); DL 68 (S)

REX NELSON
Stag MFLP 2313 (M)

GOSPEL
I WOULDN'T TAKE NOTHING FOR MY JOURNEY NEW
 The Oak Ridge Boys, Skillet SRLP 4534 (M); SSSLP 4534 (S)

JACK TONEY
Stag MFLP 1231 (M)

I WOULDN'T TAKE NOTHING FOR MY JOURNEY NEW
 The Oak Ridge Boys, Skillet SRLP 4534 (M); SSSLP 4534 (S)

SPOKEN WORD
ELIZABETHAN LOVE POEMS
Robert Spark, Seán O'Casey, Spoken Arts BA 894 (M)

SCESPLACED. RICHARD III
Shakespeare's Plays Production. Spoken Arts 991 (M)

CARNIVAL DAY
The Countess Municipal Orch. & String & Chorus. Kaye KL 1446 (M)

INTERNATIONAL
ALLE SINGEN WIE ZWERG
Derl Newbrough. First FLP 1432 (M)

HUZZA RU CICATZ!
Various Artists. First FLP 1432 (M)

TAYHTY-YESTERDAY AND TODAY
Dakota Queen. Classic / Columbia. RCA 5377 (M); TLP 537 (S)

JAZZ
DAVID WERNER
DJs and Maldon Brown, First FLP 1432 (M)

WIE ES ECHT GEFAßT
Bruno Lenz, First FLP 1432 (M)

THREE-STAR ALBUMS
The following ranking indicates moderate to high merit within each record's music category.

POPPULAR
MORE RAGTIME TWENTIES
Decca DL 3440 (M); DL 3440 (S)

JAZZ
JAZZ GUITAR BAG
RCA Victor LPM 2074 (M); LSP 2074 (S)

THE KENNEDY TRIO IN MOTION
Coral 3239 (M); LPM 2074 (S)

GOSPEL
SINGING THE SONGS OF THE AMERICAN QUARTET
Coral 3239 (M); LPM 2074 (S)

INTERNATIONAL
CONCERTO FOR ACCORDIONS AND BALLELLA
Eugen Dvořák. Version MGG 3074 (M); MGG 3074 (S)

BILLBOARD, August 28, 1965
I COULD HAVE SWORN I'VE SEEN A
DOVE FLY ON MY TURNTABLE!

"I'LL MAKE ALL YOUR
DREAMS COME TRUE"

Ronnie Dove

Written by
WES FARRELL and BERNICE ROSS

Published by
PICTURETONE MUSIC PUBLISHING CORP.

D 188

CHART HIT LP!

RONNIE DOVE
ONE KISS
FOR OLD TIMES' SAKE

A LITTLE BIT OF HEAVEN

D 5003 (M)
SD 5003 (S)
NEW ALBUM RELEASES
This form is designed to aid dealers in ordering and broadcasters in programming.

VARIABLE ARTISTS—Saturday Night Shindig; MG 25016, LR 11016.
VARIABLE ARTISTS—Country & Western Golden Hits Vol. 2, 3; MG 11014, SG 10164.
VARIABLE ARTISTS—Tricks & Guests of the Grand Old Opry; MG 21015, SR 16006.

THE RAMSEY RAMSEY
Without WUMItIF
REC.ORD-Radiants
LOVE
SANDY
BILLY
ROD
BOBBY
JANE
GLENN
GOLDEN
It's
BEETHOVEN:
"WHOOPEE"
DICK
BURL IVES
SPOTLIGHT
DUKES
I
VARIOUS
9286.

LP
ORCH.
BN
BN
Charles
152.
26003,
79125.

LP
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79125.
2 SMASH HITS

JOHNNY NASH
LET'S MOVE AND GROOVE (TOGETHER)
JODA 102

SAM & BILL
FOR YOUR LOVE
JODA 100

EXCLUSIVE REPRESENTATION: JUCI MANAGEMENT 185 WEST END AVE., NYC. (212) TR 3-1222
Discount on Connoisseur Series

* Continued from page 3

Teon Helmians rounds out the popular series of the tube. The Connoisseur series includes an album by the French cellist Juliette Greco, an avant-garde collection of musical poems by George Brassens and an Aragonese Roman Catholic high mass called "Missa Crisalis."

Classical Packages

The classical packages include a three-record live performance of Tannhauser done at the Bayreuth Festival under the baton of Wolfgang Sawallisch; a five-record set of Beethoven piano concertos performed by Claudio Arrau with the Concertgebouw Orchestra of Amsterdam; a complete recording of Schubert's "Die Schone Mullerin, Op. 25, D. 795" by baritone Gerard Souzay, and a complete Bach's "Violin Concerto in A Minor" and "Violin Concerto in E" with the Haydn "Violin Concerto in C" by Arthur Grumiaux and the English Chamber Orchestra under harpsichordist Raymond Leppard.

Merchandising support includes a day-glo centerpiece suitable for fans in window display, complete sets of boxed-out die-cut album covers, CDs, a "Carnegie Hall" poster, a "Piano Roll" poster, "The Symphony," a "Music Store" directory, and a "Carnegie Hall" menu.

Sample Record

A 12-inch sampler record features excerpts from Tannhauser and the Beethoven-Piano Concertos and is available to stores without charge. A new type of inventory control form is also being made available during the program and deferred billing is to be offered by most dealers by Philips distributors.

The program is being kicked off at a series of regional sales meetings conducted by Lou H. Horowitz, national promotion manager; George Winner, regional sales manager, and Hal Church, eastern regional manager.

Canadian Wins Trenire Contest

CADA DE TRENIRE, Italy — The North American string of victories in the Rhythm-Symphonic type of competitions remained unbroken when Pierre Muret of Canada won the top prize at his home,可谓 for Orchestras for following American victories in the two previous contests.

Vojislav Simic of Yugoslavia was named with "Peasant Woman," while third place went to Italy's Guido Turchi for "Paradise Suite." Other finalists were K. P. Bruhnmann of Germany, Harry Somers of Canada, and Grandi of Great Britain. The finalists were the result of international numbers selected for performance under direction of Ernesto Barreng and Pietro Argenzio.

The winners were selected by "carnival" from the public and one composed of musical experts.

The fourth competition this year attracted 377 composers from 17 nations; selection committee found 68 worthy of performance in preliminary events. The final four and final selections for final three events at Tennis Club here in the U.S. was televised via Eurovision.

Cap. Shifts Aids

NASHVILLE — Larry Hathaway of Cincinnati was transferred to Nashville last week by Columbia Records to be its promotion director in this fast growing music center.

Two other Capitol Records officials, John Jonoy of Chicago division manager and John Haden of Cincinnati, district manager, flew to Nashville last week to make preparations for Capitoll's promotion during the Country Music Festival, Sept. 21-23. They had conferences with veteran record distributor Louis Bourque.

Metropolitan Taps Asst. Conductor

NEW YORK — Ross Reimuel has been named assistant conductor of the Metropolitan Opera, National Company. He is presently associate musical director of the Civic Light Opera, Pittsburgh.

The national company also added to its roster Mary Munroe, soprano, and Eugene Green, bass-baritone.

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Discount on Connoisseur Series

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

'I'LL MAKE ALL YOUR DREAMS COME TRUE

Rutchie Davis, Diamond 188

★ REGIONAL BREAKOUTS

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

SOUL HEAVEN...

Dale Drayton, Roulette 4641 (Unbelievable & New, B&M) (San Francisco, Washington)

NEW ALBUM RELEASES

Continued from page 38

REPRISE

BUDDY ESIEN Says Money; R 4574, KS 4574
Kinda Kincaid; R 4713, KS 4673
BEAT SIBERIA-THE OLD BLACK MAGIC; R 4719, KS 4679

UNITED ARTISTS

PAT COOPER—Dar Hero; UAL 3640,
PATSY BAN—Dr. Jazz Band Tier; UAL 3403,
VARIOUS ARTISTS—30 Original Chart Toppers; UAL 3404, UAL 6456,
The Wonderful World of ANTONIO CARLOS JOBIM, W 1611, W 1613,
THE KING FAMILY Album, W 1613, W 1610,

WESTMINSTER

BEETHOVEN: Variations on Europa—Jerg Semmler, W 1802, EAN 19502,
BYORAN QUINTET/SEXTET—European String Quartet—WST 17909,
XWIN 19099.

WORLD PACIFIC

Two Summers By CHARLES L. ALLEN, W 4137, 12,
HARRY JAYNE—Chapel Suite, W 3531, WST 2033,
SAMURIL ET MILLER—The Ambience of Faith Spurr and Finlay—W 4145/6, LI.

WORLD PACIFIC

JOHN BARRON—It's That Time to Be White; WP 1504,
RAY SHARPER—Portrait of Easy; 57 1492, WP 1422.

HITS OF THE WORLD

Continued from page 30

SOUTH AFRICA

This Last Week Week

1 1 CRYING IN THE CHAPEL—Elva Presley (RCA) 4
2 4 LONG LOVE—Saddle Pires (FTE) 2
3 2 WORLD OF OUR OWN—The Seekers (Columbia) 3
4 8 WOOLY BULLY—Sam the Sham and the Pharaohs (MGM) 1
5 5 WONDERFUL WORLD—Herman's Hermits (Columbia) 7
6 3 IT'S NOT UNUSUAL—Tom Jones (Columbia) 11
7 12 MINKY TAMBOURINE MAN—The Byrds (CBS) 5
8 14 CIAO—Gene Rockwell (Columbia) 9
9 15 BABY THE RAIN MUST FALL—Glen Yarbrough (RCA) 13
10 10 TEAS AND TRUMPETS—Norton Ruby Orch. (CBS)

SWEDEN

This Last Week Week

1 1 BOLD-HEADED WOMAN—Bay Stars (Kanda, Music) 9
2 5 WOOLY BULLY—Sam the Sham (RCA) 2
3 3 BRING IT ON HOME TO ME—Animals (Arista) 6
4 6 I'M ALIVE—Rockets 8
5 13 MINKY TAMBOURINE MAN—The Byrds (Columbia) 7
6 10 THE BIRDS AND THE BEES—James A. Coggin (Edition Odan) 1
7 11 MIGHTY, MIGHTY BOSS—Lee Hazlewood (Metronome) 4
8 12 ZLUDS—Doppia (Guidon) 14
9 10 I'LL FOLLOW THE SUN—Baxtler (Imp) 10
10 7 I'M MOVING ON—Rolling Stones (Metronome)

SWITZERLAND

This Last Week Week

1 1 MIT HAT MAN NOCH TRAUMER—Perry March (ECAN-Gala) 8
2 2 IL SILENZIO—Noli Boro (Hansa-Jette) 3
3 3 ZORBA LE GREC—Hochdruck (Sax, Century-Fox,International,Mythos) 7
4 6 SPECHT NICHT DARÜBER—Wusky Myse (Polydor) 1
5 8 EINE ROSE BLÜHET VON GELB—Peter Himmel (Ardira) 1
6 3 LETZTE—Rudi Delgado (Polydor) 1
7 7 QUAND REVIENT LA NUIT—Johnny Hallyday (Philips) 9
8 9 ES WAR KEIN WUNDERBAR WIR DU—CVP Rudi Delgado—Aberbach 1
9 4 COPÉ DE BOUR—POPPURIE DE SOIS—Franz Cell (Philips)-Montana 1
10 10 SCHREI MIT MIR EIN BILD VON LH—Peter Alexander (Polydor)—Brechts

One-Station Transistors

Go Over Strong in Dallas

By O. R. ALLEN

DALLAS—Going over big in the Dallas area are transistor radios permanently tuned to receive only radio Station KLIF here.

The pre-set radios sell for $5 and were first used by the McLendon Corp., as gifts to key ad agency executives, time buyers

and corporate advertisers as a promotion goodwill item.

But you can't confuse a good thing to such a small group. When it became evident how popular the radios were, McLendon managers decided to let everybody in on it. Now they can be bought at selected record shops and in Dallas at any of the five McLendon-owned theaters.

In many cases retailers report

these models are out selling cheaper models which receive every station in the area.

But the set's popularity is no surprise to the McLendon group, who point out that anything which helps people is going to go over. Helping the public in this case means making sure that the owners of the radios will never tune to the wrong station by mistake.

"They don't have to spend a lot of time twisting the dial until they get KLIF;" one of the staff members at the Dallas station said. This "companions radio" comes imprinted with the local station's call letters on the back and a personalized name place on the front.

In addition to Dallas, the McLendon markets include San Francisco, Buffalo, San Antonio, Chicago, Houston and the sales rights over Los Angeles.
COUNTRY MUSIC

Oct. 18 May Start Nat'l Country Week

NASHVILLE — Burold Elliot, director of the U.S. Emergency Planning Commission, told country music star Billy Walker last week when he will ask President Johnson to proclaim the week of Oct. 18 National Country Music Week. Elliot, former governor of Tennessee, flew to Nashville on the same plane with Walker. After making the announcement, Elliot flew to Mobile, Ala., for a speech.

The WSM Country Music Festival and Country Music Association convention dates are Oct. 21-23. Walker said Elliot told him he had the proclamation prepared and would present it to the President this week.

KITTY WELLS, country music's most consistent hit-making female artist, is moving rapidly up the charts again with her new Decca release, “Meanwhile Down at Joe's” (Decca 31817). The record is getting strong air play. (Advertisement)

CHRIS LANE, host of "American Swingaround," a country music program to be premiered on WGBK in Chicago, Sept. 18, is surrounded by his "American Swingaround" girls dance team. The girls were picked from some 1,000 applicants in the Chicago area.

Weekly Country TV Show Set by WBKB

BY NICK BIRO

CHICAGO—A weekly half-hour country music TV show featuring record artists and dancers will premiere here Saturday, Sept. 18, on WBKB-TV, the ABC outlet. Host will be Chris Lane, program director of WWJ, all-country radio station here.

The show will start as a local venture but will be expanded to ABC-owned stations and possibly network if successful. Artists signed to date include Hank Thompson, Wanda Jackson, LeRoy Van Dyke, Wynn Mack, Johnny Sea, Bill Anderson, and Stonewall Jackson.

The show will be called "American Swingaround" and will have a variety format. Time slot is from 9:30 to 10 p.m. Jerry Gregoris, executive producer, and George Paul, producer-director, are in charge.

Lane is a veteran of country music programming, having held such posts with stations in Milwaukee, Seattle, Spokane, Portland and San Francisco. He has

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/28/65

This Week Last Week TITLE, Artist, Label & No. Weeks on Chart 1 1 YES, MR. PETERS Roy Drusky & Friends, Mercury 62468 (Mercury) 12 2 THE BRIDGE WASHED OUT Warren Newze, Decca 31758 (United) 12 3 IS IT REALLY OVER Jim Reeves, RCA Victor 6255 (Victor) 9 4 BEFORE YOU GO Buck Owens, Capitol 5510 (United) 10 5 THE SECOND THING EVERY MORNING Johnny Dee, Columbia 2558 (Palmview) 8 6 IT'S ALRIGHT Buddy Barl, RCA Victor 6791 (United) 7 7 THE OTHER WOMAN Ray Price, Columbia 4056 (United) 7 8 TRUCK DRIVING SON-OF-A-GUN Dave Dudley, Mercury 72451 (Mercury) 7 9 WILD AS A WILDFIGHTER Charlie Walker, Epic 5997 (Epic) 7 10 RENNAISSANCE ENCI RIM, Capitol 4549 (United) 7 11 KITE COUNTRY Loretta Lynn, Decca 42313 (Southwest) 6 12 ONE DIN'T AND A SORRINT Henry Haynes, Decca 1949 (Decca) 6

HOT COUNTRY ALBUMS

This Week Last Week TITLE, Artist, Label & No. Weeks on Chart 1 3 CONNIE SMITH RCA Victor Ly2 3141 (A) LP 3541 (G) 18 2 2 I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 3395 (M) ST 3933 (M) 18 3 EASY WAY Easy Rider, RCA Victor LPM 2841 (M) LP 3935 (M) 11 4 THE JIM REEVES WAY RCA Victor LPM2556 (M) LP 2668 (M) 7 5 THE NAT KING COLE ANDERSON Roger Miller, MGM 72706 (M), LP 52706 (M) 6

HOT COUNTRY ENGINE, NASHVILLE PHONE 2-6744. PL 6-4278. RAY FAIRCHILD, BUSINESS MANAGER. COUNTRY MUSIC.
BILL ANDERSON

SINGS
"BRIGHT LIGHTS AND COUNTRY MUSIC"
(DECCA 31825)

Exclusive Management: HUBERT LONG / 816 - 16th Ave., So., Nashville, Tenn.

TOP C & W
WRITER / ARTIST

Now available exclusively from...

POOLE PRODUCTIONS
The most exciting Country Music
TV Show in nationwide syndication

"THE BILL ANDERSON SHOW"

Starring: BILL ANDERSON, JEAN SHEPARD, GRANDPA JONES
... and featuring:
JIMMY GATELY, THE GRANDCHILDREN, AND THE PO' BOYS
Plus Famous Guest Stars

Also Producers of and Distributors For:
- "THE BOB POOLE SHOW" — The Nation's Top-Rated Pioneer Gospel Music Hour
- "JAKE HESS & THE IMPERIALS" — Television's Most Programable Gospel Music Show

For Information & Audition Contact: EDWARD WOOTEN, National Sales Manager, Poole Productions, Suite 11-A, Lawyer's Bldg.
Greenville, S. C. Phone (803) 239-3516
NASHVILLE SCENE

By ELTON WHISENHUNT

HELP DEPARTMENT—Anyone knowing the whereabouts of Don Turpin, about 23, struggling songwriter, please contact Zane Clements, Blazon Music Inc., 726 16th Avenue, South, Nashville. Turpin may have a hit. He left a song with Clements, then dropped from sight. When Clements later examined it, he found it to be "the most original piece of material I have ever seen." Title is "The One Thing in Heaven Made by Man."

SUCCESS STORY—A few years ago Roger Miller was a bell-hop at the Andrew Jackson Hotel, Nashville, a struggling songwriter and back-up musician at "Grand Ole Opry." In November, 1964, he played at the Portland, Ore., Auto Show and was paid $20. This year he'll play there again but the pay will be $25,000. (A few hits does make a difference, doesn't it?)

INSIDE STORY—Recording artist Dave Dudley, riding high and severe head cuts. His physician said Smith should recover in six weeks if no complications develop.

Sheriff T. J. F∂ourney said Smith vowed to avoid crashing into an oncoming car.

with his current truck-driver single, called Roger Servie at Cedarwood Publishing Co. recently, making another truck-driving song. This is a new trend in country music and Cedarwood didn't have one in its catalog. So they called in old pro, Mel Tillis, who composed one called "Wreck of the Old Slow-Binder," is less than half an hour. Marion Worth's husband, Happy Williams, is a deejay on WENO, Nashville, an all-country music station. TOWN AND COUNTRY—Show tunes and country music.

JOHNNY WRIGHT's "Hello Vietnam" (Decca 31821) exploded into Billboard's country charts this week. The timely lyrics and sincere treatment by Johnny make this Newkeys song a strong contender for the No. 1 crown record of the year.

YESTER YEAR'S COUNTRY HITS

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

COUNTRY SINGLES—
5 Years Ago
August 29, 1960
1. "I Left Her on a Swing, Darlin'," Decca
2. "Take Me Along," Decca
3. "I'm Gonna Stop Calling You Honey," Decca
4. "I'm Gonna Stop Calling You Honey," Decca
5. "I'm Gonna Stop Calling You Honey," Decca

COUNTRY SINGLES—
10 Years Ago
August 27, 1955
1. "I Don't Care, Webb Pierce, Decca
2. "Cattle Call, Eddy Arnold &.Hugh Winterhalter, RCA Victor
3. "Satisfied Mind, Porter Wagener, RCA Victor
4. "Satisfied Mind, Red & Betty Foley, Decca
5. "Satisfied Mind, Jean Shepard, Capitol

JOHNNY AND JONIE MOSBY, with their biggest record to date: "The High Cost of Loving," and Jonie's big single, "The Home She's Tearing Down" COLUMBIA # 4-43444 (Advertiesement).

Warren Smith Crash Victim

LA GRANGE, Tex.—Country music singer Warren Smith was seriously injured near here last week (13) when his car slid off a winding, hilly highway in light rain and crashed down a 25-foot embankment.

Smith was en route from San Antonio to Longview, Tex., where he resides. He suffered a fractured vertebra, concussion

SOON:

THE JAGIELLO SOUND

whenever ads... Say You Saw It in Billboard

A RIDDLE:

WHAT'S BLACK AND WHITE AND GREEN AND BLUE AND ORANGE AND YELLOW AND READ ALL OVER?

COMING OCTOBER 30

YESTER YEAR'S COUNTRY HITS

YESTER YEAR'S COUNTRY HITS

YESTER YEAR'S COUNTRY HITS

YESTER YEAR'S COUNTRY HITS

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YESTER YEAR'S COUNTRY HITS
Taping Starts
On New Dean Fall Series

NASHVILLE—A production crew from ABC-TV was in Nashville last week, filming local scenes for the taping of the first Jimmy Dean TV show of the season (Sept. 9) which will originate in Nashville this fall. Guests stars on the opening show will be Eddy Arnold, Buck Owens, Connie Smith and Jim Pickney.

A second Dean show will be taped in Nashville Oct. 14 and aired Oct. 22. This is the show on which Billboard's country music awards will be made.

Tom Egan, producer of the show, said his staff hopes to tape an "All-Time Country Music Hit Parade" while in Nashville in October for use later. He said he hoped to round up as many artists as possible to sing their all-time hits.

Plans Shape Up
For Music City
Golf Tournament

NASHVILLE—WSM-TV will televise the first annual 18-hole Music City U. S. A. Pro-Celebrity Golf Tournament locally, and ABC-TV network is interested in telecasting the event nationally.

Bill Williams, public relations director for WSM Radio and member of the Country Music Association's golf committee, said ABC is sending a team to Nashville to check facilities.

PGA circuit pros tentatively set for the tournament are Cary Middlecoff, Mason Rudolph, Joe Campbell and Billy Marswell, reported committee chairman, Don Pierce, president of Sunday Records. He said others would be sought.

Celebrities who have announced they will play include Lawrence Welk, Jimmy Dean, Duzzy Dean, Archie Campbell, Chet Atkins, George Morgan, Ernest Tubb, Minnie Pearl, Billy Walker, Jimmy Newman, Bill Anderson, Red Foley and Ray Price. Others will be announced later.

The CMA and Nashville Junior Chamber of Commerce, co-sponsors, are raising $10,000 to underwrite the event, which will be played Oct. 17 at the Bluegrass Yacht & Country Club.

CMA's golf committee decided last week to make it an annual tournament as a part of WSM's Country Music Festival. Festival dates this year are Oct. 21-23.

Wagner TV-er
In 75 Markets

NASHVILLE—"The Porter Wagner Show," half-hour country music TV show, was bought last week by stations in Los Angeles, Indianapolis, Kansas City, Mo., and Modesto, Calif., Noble-Dury & Associates, advertising agency, reported last week.

The additions brought the show's total number of markets to 75, with a weekly audience estimated at more than 20 million.

C&W Clicks at Frontier City

ONTARIO, Calif. — Frontier City, here, owned and operated by Ivan Hunter, has been enjoying brisk business with C&W shows presented each Sunday and on holidays, under a three-day policy. Bookings are handled by agent Red Howard, now associated with WJCO, all-country station at Jackson, Mich.

Shows are offered in a 4,400-seat arena with a front-gate fee of $1.50 for adults and 75 cents for kiddles covering show admission. Frontier City is now in its fourth season, but this is the first season that C&W talent has been featured.

COUNTRY MUSIC CORNER

Ell Lavetet hosted a cocktail party for George Kent in Fargo, N. D., Aug. 14 to introduce area dealers to George's new Roulette release, "Hey, Baby (Does Your Mamma Know?)." Among the dealers who made the effort were Steve Dean, Bill Vellino, Ken Peters, Chuck Kay, Dick Armstrong, Dennis Paul, Gentry Boll, Ron Scott, Joe Melaher and Scott Polare. . . . Dave Dudley hopped into Nashville last week for a single session for Mercury and then hit out for personal appearances in Chicago and Toronto, to be followed by a trip to Texas and Louisiana. . . . Rumor has it that Jack Morris, former country-deejay on the West Coast, is setting things up to revive his former Dops label.

Singeress Barbara Allen, recently signed as a regular weekly feature of the new Billy Grammer TV show now being produced in Nashville, is being represented out West by the Wil-Helm Agency, Nashville. The deal was consummated by Barbara Allen's former manager, Gemmill, Richmond, Va., and John McKeen, of the Wil-Helm office.

WBKB Country

Continued from page 42

also hosted TV shows in Knoxville, Tullahoma, and Kansas City. Lane was named program director of WJJD when it switched to a country music format at the beginning of this year, and the station has enjoyed a steady climb in ratings since. He's also on the air with WJJD from 9-noon.

From Billboard...

Now six major 8x11 annual reference issues, providing comprehensive, authoritative information on six specific segments of the music-record industry.

"All distributed without extra charge to Billboard's entire roster of over 21,000 paid subscribers throughout the world.

MUSIC ON CAMPUS/The College Market for Records and Talent

On the scene reports from colleges throughout the nation. Contact information and Directory of Artists for use by colleges, and Directory of Colleges (enrollment, facilities, etc.) for use by artists and booking managers. Winner of the 1984 Jesse H. Neal Award as Best Single Issue published by the American Business Press.

INTERNATIONAL COIN MACHINE DIRECTORY & Who's Who in the Coin Machine World

* Circulated to members of the coin machine industry only. Complete name and address directories of all firms dealing in the manufacture, distribution or maintenance of coin-operated equipment. Thumbnail biographies and photo gallery of leading coin machine men throughout the world.

THE WORLD OF COUNTRY MUSIC

For the music industry and music fan alike, the most complete and authoritative annual report published for the country music field. Feature articles by leading country music personalities. Complete coverage of the Nashville scene, directories of Country Artists and Managers. Winner of a 1983 Jesse H. Neal Editorial Achievement Award.

THE INTERNATIONAL BUYERS GUIDE OF THE MUSIC-RECORD INDUSTRY

The most internationally known and referred to directory in the Billboard Library—complete name, address, phone, products, affiliations and branch office listings for everyone providing a product, service or facility available to the music-record industry (domestic and foreign).

THE INTERNATIONAL RECORD TALENT SHOWCASE Who's Who in the World of Music

A comprehensive buyer's directory of national and international recording artists. Separate directories, photo galleries and show case sections on the year's top artists in every major musical category.

THE WORLD OF RELIGIOUS MUSIC

The newest addition to Billboard's roster of industry-service annuals, providing in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.

August 28, 1965, BILLBOARD 45
New Station WAYS Leads Ways as Singles Influence

By CLAUDE HALL

CHARLOTTE, N. C. — A "new station" is virtually creating a whole new record market here. The station is WAYS Radio, which leaped from No. 3 position in influence of the sale of pop singles to the top spot, according to Billboard's latest Radio Response Rating survey of the market.

WAY President Stanley N. Kaplan said, "it's a new station. We just bought it May 18. Billie. Since then, it has had a Top 40 station, as I know it, until now." The station earned $8 per cent of the votes for its influence popular single record sales, compared to 42 per cent by WIST Radio, the leader last September.

Kaplan said he'd brought in new personalities and "we've been promoting like crazy." Kaplan was formerly executive vice-president of WMEX Radio, Boston. His morning personality at WMEX Radio was Jack Gale. And Gale is one of the new staff members Kaplan brought to Charlotte. Needless to say, the move was a great one for the record industry.

Kaplan was the one responsible for the record industry. His presence will be missed to his fans in the short length of time he has been in Charlotte, has taken over the No. 1 DJ in being able to create record sales. What really makes Gale a big gun, however, is the fact that he's also program director of the Top 40 outlet and has also marked the most successful operation in exposing new records in the area.

Another change he made at the station included a play list. "It's no big deal to have a record list," he said. "But there was some here before I took over the station." The radio station currently covers 37 counties, he said. And the record list is mailed to any record store that asks for it, some as far away as Gastonia or Concord.

The Charlotte radio market is presently undergoing other changes. WRPL, Radio, formerly an AM outlet, has switched to 104. WOKK, a radio music station, is switching to country music before Sept. 1.

Kaplan said, "I think we have forced some of these changes because of our own way of doing things—and they haven't seen anything yet.

Farrell Smith, program director at WKPC Radio, said that the reason the station is going country music is "there's no future here. I think the record industry, WKTC is presently the major country outlet. WKPC Radio receives the major new country broadcasting, but will go back to full-time as soon as possible after the switch, due to the end of August. For country music, 'it's the trend.' Smith said.

KNX Boots 'Chicken Rock'; Hard Rock Talker Causes Stir

By ELIJ TIEGEL

Hollywood — "Chicken rock" has beenboosted from weekend programming at KNX- Radio to a regular series, according to the music. Similarly a teenth of the national market last week about rock 'n' roll stirred up controversy from industry spokesmen, including Berry Gordy Jr., head of Motown Records. But also, Phil Specator of Philpckes Records, London publisher Hal Shaper, and Donald Torin also agreed.

The CBS-owned and operated station has been playing some singles off the charts with a mild rockin' beat in an attempt by program director John Hokus to appeal to a younger audience.

But the inconsistency of rock 'n' roll records on the weekends with the station's overall adult talk and music programming during the week caused concern within the outlet. Complaints were reportedly received from listeners about the teen-oriented records during the six months the enlarged programming concept was in effect.

The station is reverting back to its middle-of-the-road policy, KNX has research shows its audience is the young executive on the rise and people. And it feels this audience wants more than the typical "hit parade fare." The station has expanded its viewer on contemporary records.

In a separate program on rock 'n' roll music, Jack Rutson devoted his phone conversation show which is the week's program (weekend) to the subject. An attempt to have rock Disk jockeys from KFWB, KRLA and KJLH represented the last through the month when top disk jockeys got their personnel to boycott the program.

The station also aired an anti-vice conference, DJ Jackson, who has specialized on Top 40 radio in San Francisco, banned shows and music with guests in the studio and via long distance phone.

The list of participants also included Chuck Blore, ex-KFWB's program director, Tom Clay, ex-KBLA DJ; Bill Watson, KIMN, San Bernardino; program director; Jim Betts, KFWB's program surveyor; Cannonball Adderley, jazz band, ex-KFWB's program director; Stan Ross and Billboard's Bill Moran.

The general consensus was that rock 'n' roll was good for the people and with it, with the increased music in the music genre, not totally up to the quality of music adults enjoy.

Speaking in the studio, Specator disdained the term teen-age music, claiming adults were enjoying it also as it helps to support disc jockeys. He said the music was "a boost for any more but a composite of all types of music.

Gordy, speaking from Detroit, said that any record which sells for $100 and over, "That's our pop music. It's not rock and roll. Album. He thought most adult music was Negro-oriented, Gospel, and it was a combination of many sounds.

Shaper, speaking from London, believed the British music industry has come of age with the new and the trade full-time, which has produced the continuous flow of songs and records. Jazzman Adderley thought the music of Beatles Lennon-McCartney would last, but that rock 'n' roll is gimmick-laden. In short, the program will never save the sound, he said.

Stan Korton called radio a "pitch and selling machine," which doesn't really truth all tastes. Record stores are where you must go to get taste.

Johnny Mercer said he didn't think the program would go on forever. "There's less change for pretty words and less humor. If it's not intelligence, they're not intelligible."

USC associate professor Martin told Jackson's program to identify with the lyrics. "Their lyrics, reflect adolescent concerns.

Ed Sullivan, speaking from Las Vegas, pointed to teen-age uncertainty as the most important thing. The program's kids turn to Beatles-type groups and sounds.

The station has also starred George Baker, a co-host of the program, and Billie Gale. The station has also starred George Baker, a co-host of the program, and Billie Gale.

FCC Will Keep Closer Tabs On Music Format Changes

By MILDRED HALL

Washington — Any substantial change in music format on AM or FM stations will have to be accounted for in any programming report requirements put out by the Federal Communications Commission.

Also, the FCC has set up a new program to consult with civic leaders, find out the needs of their communities and programs suited to those needs.

The revamed program reporting Section 14 of the commission is part of a reporting form required in applications for renewals, major changes, transfers or new stations.

The broadcaster will be the one to make the change in music—"substantial"—as from popular music to Adult Contemporary, news; or from a musical variety to Top 40, or country, etc. Report on any big programming change planned in station transfers by both assignor and program managers.

Reports on programming types and any new programming and news, etc., will be based on a "composite" week selected by the FCC—but if, the broadcaster feels the week is not representative, he can report programming for any calendar month or more.

The new program reporting form also keeps tabs on station management and program managers—whether they are full-time or part-time employees. Copies of the reports outlining past programming, future plans, amount of commercial material, etc., will have to be kept on file at local stations for public use during regular business hours.

Any station will have to meet its commercial maximum for more than 10 per cent of the broadcast time must explain to the FCC.

Jointly operated AF-FM stations will have to report the programming for both stations tendered on a joint program, or the licenee must report on a joint program with leading civic figures and other findings on which he bases his programming in the community.

Dismissing Commissioner Rod- ell Hyde trounced the new forms as tightening RCC regulations and adding "conspicuous restrictions." The new program reporting form would be "in the business of approving program formats," Hyde finds. Dis- missal of Commissioner Jerry Bartley says much of the volume of newspaper and TV licensees is of little use to the FCC, Lovelock voted for the new forms, but said a special additional statement about the FCC's new filing forms, "which are "strongly suggest to licensees that the Commission will favor those proposing a particular kind of programming."


Music Production Company Formed

NEW YORK—A music pro- duction firm that specializes in television programming has been set up by LaRtie Associates, Inc., of New York. LaRtie is the new firm. T.V. Sound, Inc., will maintain an extensive tape and record library to fill the need of any radio or TV station. Danne Hilton, a former partner in the sound firm of Golets Productions, will head T.V. Sound.
Anthony J. Koefler, veteran broadcaster and manager of KMJ Radio, Shenandoah, Iowa, the past 15 years, has joined Broadcast Music Inc. as a broadcast relations representative for Florida, Georgia, and South and North Carolina. . . . Like to mention here that a preamble (yes, when you had a deadline and had to do a line of type last week and come up with something fast) . . . again: Miss Toni Barnes has been named women's director for CFRS Radio Affiliates, which includes WABX, Detroit; WGM, Flint; WBNM, East Lansing; WQDC, Midland; WXTG, Grand Rapids . . . Rosemary Kalcic, vice president (lady) has been appointed public relations director of WCNF-FM, New York. . . . Best of luck, ladies.

Congrats to Mary Billworth, record librarian at KYDU, Greeley, Colo., who's getting married and leaving for Wyoming. Her brother, Larry Billworth, is taking over record fill-ins that had been the responsibility of Tony Kenten, who has joined WSAI, Cincinnati. He was formally with WAKS, Jackson, Fla.

Here's a note from Michael Jacke of KYVO, Tulsa, Okla.: "Did you know that the FCC is conducting a statewide listening test for all stations? (And I'm not even making this up.) . . . When I was suddenly deluged with calls, letters, and wires from former associates and listeners expressing good wishes on my marriage, I suddenly realized that the mystery is solved. It seems that KNX, Los Angeles, also has an announced name change: Michael Jacke.

A quick review of your color schemes, then, would indicate that they 1. Should be the recipient of these congratulatory gestures the correct name is now named the leader's name."

NAB Details

Parley Set-Up

WASHINGTON—The fall conferences of the National Association of Broadcasters—each of which includes sessions on recruiting of radio personnel, the new radio license form, color TV, a full session on modern radio, and a variety of community antenna TV—the places and dates for each of the eight conferences and the FCC conferences that have been appearing are: Oct. 14-15, Louisiana; Oct. 15, New York; Brown Hotel (James J. Wadsworth); Oct. 18-19, Atlanta, Marriott; Oct. 21-22, Baltimore, Lord Baltimore (Robert E. Lee); Oct. 25-26, Boston, Sheraton (Kenneth A. Cox); Nov. 11-12, Chicago, Chicago Hilton (Robert E. Lee); Nov. 12-13, Atlanta, Brown Palace (Lee Loehringer); Nov. 14-15, Detroit, Statler (Kenneth A. Cox); and Nov. 22-23, Phoenix, Western (Chambers William Nettles). [Continued on page 45]

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

August 28, 1965, BILLBOARD
KNIT Looks
At Flip Side

ABILENE, Tex.—"Flip Side" is the name of a record show featured on KNIT-Radio here Saturday afternoon aimed at reviewing the other side of hit records. Phil Burns, program manager, said the selections are made from Billboard's top 40 records on the Hot 100 chart and "it looks like the show will be highly successful."

KNIT recently celebrated its eighth year on the air with a complete staff of female disc jockeys. Burns said only two of the eight-girl staff are full-time employees. The other girls are college and high school students who work part-time at the station. The news staff is all male.

The girls use a music rotation list Burns said, which assures that the top 40 records will be played every four hours. This programming is supplemented with "memory lane" tunes and good music albums.

Gentry Signed

NASHVILLE—Chris Gentry, 22, of New York, was signed to a writer's contract last week by Buckhorn Music, Inc. His first song for Buckhorn, "Just a State of Mind," was recorded by Leroy Van Dyke on Warner Bros.

YESTERDAY'S HITS

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

POP SINGLES—5 Years Ago
August 15, 1960
1. It's Now or Never, Elvis Presley, RCA Victor
2. Walk Don't Run, Ventures, Durham
3. Blue Suede Shoes, Carl Perkins, Sun
4. I'm Sorry, Brenda Lee, Decca
5. Fever (Not Due to Ph.D.), Elvis Presley, RCA Victor

POP SINGLES—10 Years Ago
August 27, 1955
1. Rock Around the Clock, Bill Haley, Decca
2. Ain't That a Shame, Pat Boone, Dot
3. Follow Those Texas, Texx Miller, Columbia
4. La Jolla's Blues, Frank Sinatra, Capitol
5. Hard to Get, Giselle MacKenzie, X

MORE THAN 50,000 MIAMI AREA teen-agers turned out for WFUN-sponsored shows and dances during July. A Tuesday (27) show featured The Searchers and the Zombies. WFUN deserts Jesse James, left, and Dutch Holland, right, chat backstage during the show with Kapp Records artists, the Searchers.

Y&R's Ray Jones Jr.

Broadcast Media Relations

says:

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

and Crescendo Records

VP Bud Dain

says:

It will be of . . . tremendous service to people in our industry."

and everybody

who has seen a copy

says:

It's a must for anyone engaged in the buying, programming or sale of radio time and records.

Order now

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

$42.50 per copy

$50.00 per copy

with full-year subscriptions to weekly Billboard, for automatic up-dating with new reports published in Bill- board on a regular basis (regular Billboard subscription price: $15 per year).
LET
(SMASH HIT IN LOS ANGELES!)

HER
(BREAKOUT IN PITTSBURGH, CLEVELAND AND DENVER!)

DANCE
(HEADING FOR A NATIONAL HIT!)

THE

BOBBY FULLER FOUR

#55812
RHYTHM & BLUES

TOP SELLING R&B & BLUES SINGLES

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<th>Week</th>
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<td>4 THE FOUR TOPS, Motown 672 (M); S 622 (S)</td>
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<td>6 I DO LOVE YOU, Billy Stewart, Chess LP 1498 (M); (No Stereo)</td>
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<td>6 I DO LOVE YOU, Billy Stewart, Chess LP 1498 (M); (No Stereo)</td>
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<td>7 MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)</td>
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<td>7 MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)</td>
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New Station WAYS Leads Ways as Singles Influence

New station is changing to Top 40 "to put us in a better competitive position." The daytime station, Lee said, realizes it's going up against two giants. "Therefore, we're eager for new records... the best of the new releases. We're trying to expose hit-potential records.

WBT is Stronger

WBT Radio, the good music outlet in Charlotte, increased its strength of influence sales of popular albums. The latest Billboard survey of the area showed WBT Radio with 65 per cent of the votes, compared to 51 per cent in September 1964. Charles H. Crutchfield, station president, attributed the poll to "the station's "to the fact that we have good personalities on the air. We're one of the few stations in this area that feature personalities rather than just disk jockeys. Top 40 too, we've never catered to rock 'n roll. It's not that we've infected to it. Our appeal, I think, is to a more adult audience because we play a more adult type of music."

DJ SPOTLIGHT

DR. BOP, WAWA, Milwaukee
Starting Sept. 1, Dr. Bop will have his own TV show each Saturday, 6-8 p.m., called "Dr. Bop's Top 40." It will be taped at WAWA (910 AM) studio and to be shown as a feature on WOSO, the station's sister station. Dr. Bop, a noted disc jockey, has been with WAWA over two years. Before that he was with WWAB, WSNM, WSNM-FM, and WSNM in Orlando, Fla. Dr. Bop honestly says he grew up in the music business. He was a popular personality in the Miami area.

NEW ACTION R&B LPs

RECORDING STATION PRESIDENTS

New Station WAYS Leads Ways as Singles Influence

WBT Radio through its power of influence, with its strong station, has been identified in Billboard as a powerhouse in the sale of jazz records. WBT consistently rated in the top 10 per cent of the votes.

While WKTU was first in the sale of country music records in the area, WBTU-FM came in strongly in this category, too. WBTU-FM had 66 per cent of the votes, and the station's Rich Mauney scored first by a DJ with 40 per cent. For Doug Mayes of WBTU, he earned a neat 37 per cent. His "Dang it" music record was featured.

Conservative powerhouse was WYFM-FM and the leader at classical music, with the Hi-Ho label. This was also featured in these categories until Boyd and WBTU both took honors with influence in the sale of comedy records.

Correction

NEW YORK — Last week's Billboard incorrectly identified Donnie Van's Single, "Evergreen," with the Hi-Ho label. There is a Hi-Ho label, but the record belongs to the Heigh-Me label.
Different Salesmen and Buyers For High and Low Ticket Items

KAY KANEDA is the buyer and manager for records and low-ticket phonographs, radios and tape recorders.

HAL CASS is the expert when it comes to console phonographs and TV.

and a $3.98 album or $10 transistor radio are totally different. The line is drawn between equipment that "stands by itself on the floor" and that which goes on the wall. The store admits it may lose a few sales. The salesman who sells a console forgets to introduce the customer to his colleagues who sell recorders. Or a portable phonograph salesman might be reluctant to trade a customer up above a given figure since it means turning him over to a different salesman.

However, the problems are in the minority and the advantages are more than worth the disadvantage.

Tape Recorders More
Kay Kaneda is buyer-manager of the low-end merchandise in the Emporium. Tape recorders are among his strongest selling items today. Most sales are in the $19.95 to $19.95 area. Pre-recorded tape sales have also done well. Kaneda reports an average annual increase of from 30 to 40 per cent.

The Emporium has five suburban branches and Kaneda has found varying tastes between the stores. In the Stanford University area, components do very well as do classical records. In the San Jose area, customers favor lower priced portable phonographs, whereas in downtown San Francisco, all tastes are represented.

Hal Cass, buyer-manager for the high-ticket audio-video merchandise, finds that suburban buyers like colonial cabinets while downtown San Francisco customers prefer modern. Marin county and Oakland customers favor lower priced TV, San Jose prefers phonographs to TV, and Stonestown, a shopping area on the southwestern side of San Francisco, prefers Hi Fi.

Spend More Later
Cass feels that customers spend more freely during the second half of the year. From January to July his lower priced items do better while from July to Christmas the higher priced merchandise seems to come into its own.

Sales promotions are handled between Cass and Kaneda's department whenever possible. Generally this takes place when a supplier for both departments provides support funds. A recent example came with wholesaler Kaeemar-Barrett providing funds for a Magnavox and Sony promotion.

One of the advantages of selling equipment in a department store is the ability to extend credit. Usually the customer large enough to have a charge plate with the store and handling the sale is no problem.

Component Look Featured In Capitol Phonograph Line

HOLLYWOOD—Capital Records' 1966 line of five new portable phonographs is based on a component look. The top model, 609, is an all-transistorized, fully automatic stereo unit. There is also a holdover unit from last year in the program.

Four of the models are all-transistorized and range in retail price from $24.95 to $159.95. Model 507, retailing for $59.95, is being held over from last year because of consumer demands, said Oriel Beucier, special products manager. The new models are the 602, 605, 608 and 609. Model 601 is a $19.95 mono portable.

The 609 and 608 look like sets built from components but sell at a package price. Beucier emphasized. The models use Garrard controls. Two high-priced models incorporate the ring and strum along feature for amateur musicians will be introduced shortly by CRDC shortly.

Full details will appear under New Products in later issues of Billboard.

New Colo. Shop

DENVER—Carroll Record Shop has been issued a State license and will open its doors at 2280 South Federal Boulevard here. Proprietor is Wayne H. Seidenman.


This feature is courtesy of American Radio History.
L. A. Riot Smashes R&B Belt

**Continued from page 3**

but police arrived to thwart off the thieves.

KGFI cut its music with extensive news coverage. General manager Arnold Schorr told Billboard he is preparing a guide line which he will provide free to other Negro stations explaining what riot steps his station took. Music programming remained the constant heavy r&b, but disk jockeys were told to carefully watch their slang expressions and stressed calmness. Many Negro leaders came to the station to place with the people, and a direct line to the police was established which gave the station accurate information on injuries and damaged property.

KGFI fed reports to KDIA, San Francisco; WHAT, Philadelphia; KXLW, St. Louis; WWRL, N.Y.; WNOE, New Orleans; WFAA, Dallas; WPEC, Harrisburg, and the Rocky Mountain Network.

While neither KGFI nor KDIA, the other r&b station tuned down their programming, KXL pulled the protest song "Evil of Destruction" off the air.

**Golden Records**

**Golden Records rack for children's records; 45s, 400 L.P.'s, 120 book and record sets, 72 language series, 144 29-cent records. Thirty-six inch boxes, 90 inches high.**

August 28, 1965, BILLBOARD
No Big Jewelry Demand Yet: Suppliers

By RAY BRACK

CHICAGO—The recent repeal of the Federal excise tax on jewelry items which had indirectly inhibited the industry’s activity in the high-end capsule field has yet to be significantly reflected in the product development plans of the major jewelry manufacturers. On the basis of a late July bill董 survey of five major suppliers, it may be reported that manufacturers and importers generally are waiting for developments of a demand for 25-cent "jewelry-type" merchandise before venturing extensively into large-scale lines.

Manufacturers with quarter merchandise are making deliberate, but tentative plans to expand their offerings. Firms without quarter items are investigating the field. 

Crux of Matter

No executive for a major firm realized that the new capsule market demanded a new capsule line.

GEORGE EPPY: Crux of the matter is the company has not made definite plans for a jewelry line yet.

FRED LOEWIS: Must offer value.

MARGARET KELLY: Limited demand.

PAUL PRICE: Not excited now.

(Continued on page 50)

NEW VENDOR 77 GUN & CAPSULE VENDORS

A DEALER SAVES RENT IN ANY LOCATION

It all depends on the display—cabinet or mechanism. The expensive mechanism is only available with the display case.

New Model 60 Bulk-Pak

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you can expect from all Northwestern vend-

ers. BULK-PAK holds one box of individually wrapped gum for a price of $19.98.

Wire, Write or Phone for Complete Details.

NORTHWESTERN SALES AND SERVICE CO.

546 W. Wabash Ave., Chicago, Ill.

PHONE: WHitney 2-1200

ACORN

The World’s Most Profitable Vendors!

We have the largest variety of all types of capsules for all vending machines.

HEADQUARTERS FOR CHARGES, RACKS, GUN, NUTS, GUMBALLS, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

RAKE

COIN MACHINE EXCHANGE

2124 W. Grand Ave. Chicago 12 (213) Center 6-4995

"Yum!" Ever-Fresh ROYAL RED CHERRIES

Imagine! A life-size wild cherry-flavored jelly with a pocket of bright red sugar-clay. Vend this newest taste-treat from the one and only in town—100 or 1000 count wheel.

100 count wheels contain 240 cherries per pound. Only 29¢ for 5 per.

Sold in case, 10 lbs. only. CASE $27.25 for Chicago, Ill. Futhermore, 25¢ for more or more. Add 10¢ per pound west of the Mississippi.

TRY A FEW CASES AS A STARTER.

NEW NOVELTIES & PREMIUMS

HENAL NOVELTIES & PREMIUMS

727 North 18th Street

Omaha, Nebr. 68102

Phone: KE 8-3302

"BILLBOARD," August 28, 1965
New Licensing Schedule Boon to St. Louis Trade

By EARL PAIGE

ST. LOUIS—A new and—
from the industry point of view—
marked improvement in the
scheduled structure of machine licenses has
gone into effect here.

Two bills passed by the com-
mon council and signed by the
city’s new mayor, Alfonso J.
Cervantes, add $5 to the
monthly $5 license fee and
establish the schedule of 50
percent annually for nickel
machines and $5 for machines
actuated by a dime or less.

Machinery distributor Samuel J.
Phillips has exerted considerable
efforts to get the past two years
toward the license revision.

"These things don't just hap-
pen by themselves. We had to
meet with the Board of Alder-
men and the council on a daily
and really work," Phillips said.

CAPSULE MIXES

AT LOW FACTORY PRICES

The Best in the Business

Over 50 assorted items in each capsule.

Mix Capsules Mixed at Factory Prices

Looking Cap Mix price at $1.00

Look Capsule Mix price at $1.00

Know Capsule Mix price at $1.00

All prices quoted F.O.B. Lyndhurst, N.J.

Now available at all N. Y. Warehouse.

NORTHWESTERN

Model 60 Bulk-Pak

Will put you in the lead
because of specially
designed wheel and
housing. Holds 1,000
individually

FLEET’S

DOUBBLE BUBBLE

TAB GUM,

the most popular in bubble gum.

Worlner’s ingredients for

bulk and red with precision. Bulk loading.

BIRMINGHAM

VENDO COMPANY

3528 Second Ave., North

Phone: 41236

VICTOR’S NEW TOPPER “66”

Now Vends Capsules.

$150.00

The most convenient and dependable maj-
estic machine. Full four year guarantee.

As did other supply executive,

Mrs. Kelly pointed out the

fact that provision of true

quarter value is difficult within

the space limitations of the

traditional cabinet.

"Kids look for something for

a quarter," she said. "Al-

though we have bigger capsules

BUILT FOR BUSINESS!

MARK-BEAVER

Bulk Vending Machines

Full of built-in advantages

for longer life and

greater profits.

VENDOR

MFRS., INC.

C. V. (Red) Robbich

1319 LEWIS STREET

NASHVILLE, TENNESSEE

PHONE: 615 256-4148

(Distributor areas available throughout the world)

No Big Jewelry Demand Yet

"Continued from page 54"

about a year ago, she said, "we
allowed it to run out.

As did other supply execu-
tives, Mrs. Kelly pointed out the

fact that provision of true

quarter value is difficult within

the space limitations of the

traditional cabinet.

"Kids look for something for

a quarter," she said. "Al-

though we have bigger capsules

available now, very few ma-

chines can handle them."

She also remarked that intro-
duction of a high-priced line, in

order to be financially practical,

would require bringing in about

a million of an item, "an amount

that far exceeds demand."

Squeeze Is On

Many operators who now are

locating 25-cent machines. Mrs.

Kelly said she had contact with

supply firms to obtain

their merchandise.

"We don’t believe there are

large numbers of 25-cent machines on

horizon," she observed. Paul A. Price, president of the

firm bearing his name,

said, "the squeeze is on with

10-cent machines."

Price reported that his firm

now has available a catalog of

machines that cover the 1-cent

to 50-cent field.

Both the Penny King and

Vending Machines are

reco

next week: Operators view the

25-cent charm market.

CHICAGO—Donnel

Mitchell, National Vendors

Association legal counsel, and Roger

Fota, New York operator, will

testify before a Senate subcommittee

on the vending industry at a special

Senate subcommittee hearing in

Washington Aug. 24 on a bill

to which the Federal Food and

Drug Administration has added an

amendment, prohibiting
commending of charms and

confectioneries in vending

machines.

The subcommittee, headed by

Sen. Marion Williams, D.C., will

jointly consider House Bill 7042

and Senate Bill 1893. See background of case in Board Aug. 21.

MacMans Bows

Birthstone Ring, Target Charms

OCEANSIDE, N. Y.—Mack

Man Enterprises this week re-

was its Birthstone ring series,

12 rings, each with a
color stone symbolizing the month.

The rings come in glued
capsules, each one

filled with charms, in a

box. Each box contains a four-
color display card.

Another line of charms, also

by MacMan, is in the Target

set, consisting of four rubber
darts, a target and
capsule. The capsule

contains the rig himself. The

Target charm is designed for

10-cent vending. Each costs

$34 a thousand.

BULK BANTER

Over in Kansas City Alan Bit-

ternam reports that recent ven-

ders customers included Marie

Wilhelm, Norborne, Mo.; Don

Peterson, St. James, Kan.;

Hills Cabinet Company, Den-

ver; William Dobbs, Oklahoma

City; Okla.; Ken Martin, Miami,

Fla., and Sylvia Palata from

Springfield, Mo., to name a few.

MISSOURI

Several national bulk tradi-

ers stopping off for visits in

the market recently including

Oak Manufacturing’s Herb

Goldstein, who was in St. Louis (7-14)

visiting at the Samuel J. Phillips

Co. and meeting many local bulk

businessmen of all whom were

happy to see two over common pins

recently signed into law by St.

Louis’ new mayor, Alfonso J.

Cervantes.

Some of the local operators

seen at Phillips’ recently in-\n
cluded Ted Miller, Morton Price,

Fred Leitner, Doyle Fitzgerald,

and Lige Taylor, who just

returning from an opera-

tion. At Central Distributors

and Vending Co., recently hosted

national tradetress Meyer Abelson

of Oak Sales Co., Pittsburgh and

Miami, and Fleet Gum’s Nick

Monti. Also in at Central late-

ly were Frank Smith, Ill., opera-

ator Bill Chambers, J. D. Sullivan

from McLeanboro, Ill., and fe-

ally Taylor, who operates lo-

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August 26, 1965, BILLBOARD

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Copyrighted material
Los Angeles Riots Cripple Coin Trade

By ELIOT TIEGEL

LOS ANGELES — Distributors and operators are surveying their stock this week after five days of boisterous civil unrest in South Los Angeles area. The "armed insurrection" in the 13-square-mile Watts area, which by Tuesday had 80 people seriously wounded and a number of burned and bariliated locations and frightened people. Total damage in the area for trade rests is unknown. Suffice it to say, $200,000,000 in damage was inflicted in the closed-off zone by rioters.

Considerable action took place around coin row on Pico Boulevard which was the center of the hub of activity. A witness told Billboard that Black Muslims and other nationalist groups were responsible for starting the fires which blazed for hours. Most of the 80 arrests were being shot at by snipers.

EquipmentBurned

One-stop along Pico Boulevard had all of equipment burned and lost, Operator Wilson Luenberger, owner of his own one-stop, said he had 10 locations closed and two pieces of equipment lost. He valued the lost equipment at $1,000. "Income that's something else," he said. "Everybody is uptight and worried. Los Angeles is down 20 to 40 per cent during the next few weeks because of the riots." People still worry he said last Thursday (19). "They're still shooting. It's just that rough." Gabe Orland at California Music noted the equipment had been burned down, equipment lost and burglarized. He anticipated his own business dropping to 50 per cent. The store was closed Friday afternoon and all day Saturday because of the turmoil. Riots attempted to break into California Music but were repelled by police.

Wuritzer distributor Clayton Ballard, also located on Pico Boulevard, felt the riot caused people to stay out of the city. The out-of-town operators were really concerned," he said. "We're shipping a lot of equipment out because people don't want to come in for it." Calls came from such surrounding areas as Central and San Joaquin, Ballard said. "One San Diego operator called us and said he wasn't coming out of the town, so we should ship him a phonograph." DangersAreas

Ballard had not heard from any operators who had lost equipment. "I think they are staying in their homes, they're afraid of their businesses," he said. Wuritzer had no idea of any injuries to the danger areas as recorded by police.

At R. F. Jones, the Rowe-AMO outlet on Figueroa Street, a man said that every time "something popped" all his people ran to the window. His employees were a little anxious since the branch was closer to the heart of the riot zone than places on Pico Boulevard.

Wup Aaron Sternfield

Search for 200 Juke Boxes, Games On

NEW YORK — In a case that is taking on some of the aspects of the more imaginative James Bond thrillers, U.S. Justice Department, Federal Bureau of Investigation agents in New York and California are working to discover the theft of 200 juke boxes and games worth nearly $500,000 — from a government warehouse here.

The story was disclosed this week by FBI, enterprising reporter for The New York World-Telegram. It involves a prominent Long Island official, some of the Costa Nostra syndicate, and a juke box distributor who has become an operator and distributor.

Gibraltar had been placed in bankruptcy, and Moore and his two partners were charged with fraud in concealing the juke boxes from the company's account.

The three partners pleaded guilty before Federal Judge R. J. Rayfield, but before they were sentenced, Rayfield learned of a Moore boot that the judge had in his "hippocket." Rayfield then notified the FBI, and the plot to ruin the bankruptcy case was uncovered.

New York State Supreme Court Judge J. Vincent Keogh and former Assistant U.S. Attorney Elliott Kahner were indicted and convicted for accepting a $35,000 payoff to interfere for Moore. Also indicted were Moore, Tony (Ducks) Corallo, a Costa Nostra ex-member, and Eddie Tosto, a surgeon who acted as the go-between.

GovernmentWitneses

Moore and Erdman testified for the government, with the result that Keogh, Kahaner and Corallo were sentenced last year each in the federal penitentiary.

After the trial, federal agents went to the warehouse and checked the confiscated machines in preparation for their sale. They found the same number of machines there, but not the same ones that were deposited. Since these machines were not part of the original Gibraltar assets, the government could not get back its bankruptcy sales was called off.

Serial numbers of the missing machines were sent to the FBI, and for the next two years the search was on without success.

Shipped to England

Then came the break. An import-export firm reported it had been approached by a buyer who wanted a large order of juke boxes shipped to England. Enter Scotland Yard. Many of the machines began turning up in London nightclubs and bars. Federal agents flew to England, and with the cooperation of Scotland Yard, impounded the machines.

The search has shifted to the European Continent, where Interpol agents are looking for the rest of the machines.

The Coast Guard is in the act too. It is searching for a 95-foot yacht, missing from its Port Washington, L.I., berth. The owner, according to The World Telegram story, is a juke box distributor with important connections on both sides of the law.

The report adds that the missing man is close with top Costa Nostra figures. He is not identified.

Copyright Register: Juke Box Differences Can Be Reconciled

By MILDRED HALL

WASHINGTON—Register of Copyrights Abraham Kaminstein still hopes for some solution to the "juke box" controversy, an attorney; question. At the opening of Senate Copyright Subcommittee hearings on the revision bill last week, Register Kaminstein told Senator McClellan's subcommittee that the juke box controversy, together with other copyright problems, was among the thorniest of the copyright revision problems. But he believes differences can and will be reconciled.

The Register presented the situation as a group of Copyrights which have been made during the House copyright subcommittee hearings. The 1965 bill would end the 1909 performance royalty exemption which had protected the record companies, but would put in the place of additional mechanical and performance records to be used in juke boxes, in one suggestion. The Register of Copyrights described this approach as a kind of "special performance fee to be paid in addition to mechanical royalty, which would allow the group to record any further royalties for juke box performance."

Senator McClellan told that record manufacturers have strenuously objected to being involved in this type of system because they would be forced to maintain double inventories as well as inventories of all record producers. But the Copyright Register presented the situation as getting the fee without involving the record manufacturers in "payment procedures."

Another idea was for juke box operators to affix special "stamps" to their records. The (Continued on page 61)

ONGOING

Copyrighted material
Revision Stumbling Blocks Are Cited

Continued from page 12

instead of the statutory $250 can be imposed. But NAB attorney would like the bill to permit courts to let the unwitting inerner get away free. "Why penalize innocence?" said Anello — bringing composer-publisher wrath to white heat.

Community antenna pickup of programs from FM and TV sta-

tions for retransmission to sub-

scribers would be liable as a transmission under the 1965 copyright bill, but NAB wants it spelled out even more clearly. Also, broadcasters would like a term of 28 plus 48 years, instead of the proposed life plus 50. Otherwise, the broadcasters have high praise for the proposed updating of the 1909 statute.

Educational television spokes-

men protested to the Senate Copyrights Subcommittee that the new law's restrictions on their free use of music in edca-

tional broadcasting would pre-

sent unsurmountable clearance problems to low-budget educa-

tors-broadcasters. The new law would end the old blanket ex-

emption for all nonprofit edu-

cational, religious and civic uses of nondramatic copyrighted mu-

sic or literary works. The re-

vision permits free use by educa-

tors during in-classroom trans-

missions, but would require clearance for copyrighted ma-

terial used on nighttime broad-

casts and TV. Educator spokes-

men say there is no new gold field of copyright fees in educa-

tional broadcasting—but com-

posers of serious music could lose valuable exposure to a se-

lective audience by insisting on copyright clearance.

Attorney John Schulman, ABA copyright expert, panel consul-

tant on the copyright bill, and former emissary for the song-

writers, charmed both House and Senate committees with his talk to each, on the real meaning and value of copyright to any country's cultural and communications growth.

News From the NAMA

CHICAGO — The National Automatic Merchandising Asso-

ciation accounting and statistics committee chairman, Charles Gleuck, last week called on op-

erating firm members to hustle in their forms for the 1964 Op-

erating Ratio Report to Price Watchbase & Co.

Fifteen-year business veteran, Nelson E. Coons, operations manager of the Cardinal Vending Co., Clevel-

and, has been named program chairman of the NAMA conven-

tion to be held Oct. 16-19 in Miami Beach. Additional busi-

ness meetings will be held on Oct. 15 and 20. The appoint-

ment was announced by NAMA President J. Richard Howard, who predicted that 6,000 vend-

ing businessmen will attend the fall show.

Howard also announced that September has been designated by the NAMA as "new member month." He called on all present members to "sell the story of NAMA services to their own competitors," adding, "many vending operators do not be-

long to NAMA simply because they haven't been asked to join." More than 110 firms joined the association last year. The NAMA reports that California and Illinois lead in membership, with 139 each. Pennsyl-

vania has 135, Ohio has 130, New York has 112 and Michi-

gan 83. On the other side of the coin, Wyoming has one operator member.

The NAMA also announced last week that 135 companies had signed up as of Aug. 3 for the Miami trade show. And newly appointed program chairman Nelson Coons announced that business sessions would con-

centrate on "improved management and employee perform-

ance."

Muddy Waters

COLORADO FLOOD WATERS filled the record room of Apollo Stereo in Denver to the level here indicated by owner Jack Moran (left) and a customer. (Note shopper's cart full of ruined records.)

August 28, 1965, BILLBOARD
How Does He Stand?

The Coinman in the Eyes of the Community

By Ray Brack

The man on the street is growing increasingly coin-machine conscious. With greater frequency—whether on the job or seeking recreation—he is turning to coin-actuated sources of goods, services and amusement.

The role of the coin-machine industry in today’s economy swayed the recent government decision on new coins to the low-to-base clad variety, perfectly workable with today’s sensitive slug rejection devices; and the President’s coinage recommendation to Congress made the entire country aware of the industry’s role.

Most impressive evidence of the trade’s increasingly place in the economic and social milieu of the average community emerged in a recent Billboard survey of outstanding civic, religious and business leaders.

The editors of Billboard believe that you’ll find the views of these industry-outsiders stimulating, constructive; even slightly flattering.

On to Chicago!

For the 15th Annual

M.O.A. Convention

And Trade Show

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

Schedule of Events

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

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

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

Music Operators of America • 228 N. LaSalle St. • Chicago, Ill. 60601

Music Operators of America, Inc.

W.C. Mieher

The Right Reverend James A. Pike, Bishop, Episcopal Diocese of California, San Francisco. The outspoken Bishop Pike, spiritual leader of San Francisco’s Grace Cathedral, recently made news internationally by questioning the religious propriety of the re-baptism of one of the President’s daughters. “No service is performed by such machines as pinball machines, bowling devices and similar equipment,” he told Billboard. “The juke box,” he observed “is of value purely in the ears of the listeners.” Of vending equipment, the Bishop had this to say: “Their validity or desirability depends on two factors: location utility and relative consideration such as aesthetics and possible abuses.”

Rabbi Herbert Morris, Temple Judea, San Francisco. “Juke boxes are a marvelous form of entertainment for the kids,” he commented, “and a harmless and inexpensive pastime.” He expressed a personal antipathy to the form, however, admitting that he usually avoids juke box locations.

William E. Dauer, Executive Vice-President, Greater San Francisco Chamber of Commerce, a major stockholder in the Automatique Co. of Kansas City, Mo., Dauer is a personal friend of many of the country’s top industry executives. “Coin machines have become a way of American life,” he offered, adding: “But operators give all kind of excuses for not taking a more active part in civic affairs.”

The Honorable William B. Ingram Jr., Mayor of Memphis. “Our coin-operated machine industry has developed into an integral part of our every day commerce. Obviously, operators are providing for the public a much-needed service. The men in the industry are business professionals, not just an afterthought.”
people, and those with whom I am acquainted are very successful and responsible."

W. C. Mieher, General Manager of Catalog Order Division of Sears, Roebuck & Co. and President of the Memphis Area Chamber of Commerce, in any business a lot of companies are formed that fall by the wayside because they render poor service. But I have observed that some outstanding coin machine operators in this country are doing a great service in providing for the needs of millions of people. I am particularly aware of these services in my extensive travels. Mieher also commented, "In our own company we use vending machines to a very great extent. I speak of drink machines of all kinds, food dispensing machines, cigaret machines. Our employees are very receptive to the idea for the equipment is properly designed and serviced."

The Reverend Lloyd O. Barker, Pastor, McClain Baptist Church, Memphis (pictured here with Mrs. Barker, sons Stephen (left) and Douglas and daughter Martha Jan), "I recently approached one of our local coin machine businessmen about obtaining a used shuffleboard game and pool table for our youth recreation center, and found him most co-operative and generous." The Reverend Barker recalled, "I have a close personal friend in the business who is a solid churchgoing and family man," he said. And the clergyman commented, "I thank him in the beginning. coin machines were mostly in taverns, and I, with others, found that in the later years the business was being run with time and money under such circumstances. But the industry has now moved onto Main Street and is gaining a new image."

George A. Duff, General Manager, Detroit Retail Merchants Association, "I understand that the business has many small operators, and that in many instances it is for them a sideline or additional business... The average person, upon viewing a number of amusement machines in, say, a shopping center, does not think of of the equipment as representing a separate industry, but as part and parcel of the location. ... The industry has not impressed the public with it identity. I do not know whether this is good or bad... It would appear to me that the people involved in the business should be greatly interested in any organization that will give them an industry identity. It would also be good for them to co-operate with the right established businessmen's organizations."

Councilman James H. Brickley, Detroit, "I have no specific recollection of any problems in this city involving the coin machine industry. I vaguely remember reports that the juke box industry was once associated with persons on the fringe of the law. But that was many years ago. I give no credence to such suggestions today."

The Reverend Donald E. Hall, Pastor, Campbell Avenue Methodist Church, Detroit, "I find I have a negative feeling about the juke box, probably because it reflects the popular taste in music which is not often my own. I have the opinion that this is the result of commercial interest. And it seems that the songs that become popular are not often either good music or artistic expressions of sentiment. I would have more respect for operators of these machines if they would be more selective in their music programming." The Reverend Hall also had a word about games. "Amusement games—to me—are pretty innocent. I enjoy them. I never win, but I still play. I have the feeling that the winning scores are almost impossible to achieve. The minister waxed sociological on the subject of vending machines. "Automatic vending is a trend I dislike, because of the impersonal nature of the machines. I cannot and do not feel that my sweat roll or my coffee from the machine will not be as fresh as that I get over the counter. The vending business isn't all bad, but it does characterize the impersonal, automated, byronic tendencies of our age."

Harry Raiffie, State Representative, St. Louis. Now serving his seventh term as representative of St. Louis' first district, Raiffie is himself in the business (Raiffie Vending Co.). "I was in the business long before entering politics, and it had been anything but a handicap. As an operator I became aware of people's problems. This started me thinking about State government."

Cigarette Sales Up for Year

RICHMOND, Va.—The nation is continuing to smoke more but State tax hikes are adversely affecting sales, according to the Tobacco Tax Council here. Figures released last week indicate that tax-paid cigarette sales in the nation were up 4.3 percent for the 12-month period ended June 30, 1965.

However, sales were down in eight out of nine States where cigarette tax increases took effect. Sales in Nebraska dropped 26.7 percent, in New York 13.1 percent and in Washington 25 percent for the three-month period after taxes were hiked.

August 28, 1965, BILLBOARD
Operating Costs: Getting Point Across to Locations

SPRINGFIELD, ILL. — Members of the Illinois Coin Machine Operators Association in convention here recently spent considerable time discussing spiraling operating costs and the frequent misunderstanding of these costs by the location operator.

"How do we get the point across to our locations," President Bill Pott asked the Illini, "that everything we talk from the coin box isn't profit?"

"Well," suggested one operator, "I sat down with each location and break down my business costs on paper. This is a revelation to them."

"A method I have found very effective and dramatic," offered another, "is to compare my present costs of doing business with costs 15 years ago. I point out to my location proprietors, for example, the differences in the cost of phonograph records."

A third operator said: "Get the location on common ground. Here's how. Compare your costs with something he is familiar with—something in his business—like a bottle of whisky. Point out to him that, like his whisky, our records cost money. Many of my locations had the idea that we pay about 30 cents for a record."

"Stress things in the way of service that you are providing and your competitor is not. This is very effective," volunteered a fourth businessman. "And then point out to the location operator exactly what these extra services cost."

U. S.—Less Ops, Income Up

WASHINGTON—Commerce Department's 1963 business census reports 2,038 proprietors of coin-operated amusement devices, including pinball and juke boxes, made a total of $225,894,000. Comparison with the 1953 census shows coin operator take of $229,465,000 by 5,264 operators. Over the five years, revenue went up a healthy $53,549,000, while number of businesses in operation of coin amusement and juke box machines dropped 226.

The 1963 coin-operated amusement category takes in slots, where legal, and operation in penny arcades, as well as other locations. Census reports the vast majority of coin-operated businesses are unincorporated, 4,794 are sole proprietors or partnerships. Paid employees numbered 11,142, and some 3,074 out of the total 5,038 operators had an employee payroll. This would average out to something less than four employees per operator in the payroll category.

The entire category of amusement and recreation services, from dance halls to fairs and carnivals, but exclusive of motion pictures, rose from the 1958 figure of $2,672 billion to $3,990 billion in 1963.
MOA Signs RCA, Golf-O-Matic And DuKane for Sept. Conclave

CHICAGO — RCA Victor, DuKane Corp. and Golf-O-Matic have been signed by Music Operators of America, bringing to 38 the total number of exhibitors in the Association’s Sept. 11-12-13 convention in the Pick Congress Hotel here.

Fred Granger, MOA executive vice-president, said that he expected over 400 exhibitors by convention time with from 110 to 115 booths being occupied. MOA should end up about a half dozen exhibitors short of last year’s figure with the decline directly attributable to record companies.

Last Year More

To date only Columbia, Capitol, Epic, Jay-Day, Monument and RCA have signed whereas last year the association had these and six more.


NAMA Tabs J. Insalata For State Council Post

CHICAGO—S. John Insalata, associate legislative council for the National Automatic Merchandising Association, was last week named director of State councils for the group. William

INSALATA BRANDSTADT

R. Brandstater has been named to fill Insalata’s legislative post. Thomas B. Hungerford, executive director, said Insalata’s appointment was in line with plans to step up State council programs and services furnished by NAMA.

NAMA currently has 14 States affiliated in 11 NAMA State councils. These include: California, Connecticut, Georgia, Louisiana, Maryland, Minnesota, New Jersey, Northwest (Oregon, Washington, Idaho and Alaska), Oklahoma, Pennsylvania and Wisconsin.

Insalata will work with these as well as independent State groups and will also concentrate on forming new councils.

Brandstater is a graduate of Loyola School of Law and during his college years did legislative research for the Illinois department of revenue. His father Fred was NAMA legislative counsel from 1947 to 1956.

' bảo Humorist' To Speak at MOA

CHICAGO — Edward McFaul, billed as a “serious humorist” who has spent 30 years in the fields of teaching, personnel management and selling, will be a featured speaker at Music Operators of America’s forthcoming convention here.

McFaul will speak following brunch at the general membership meeting Sunday, Sept. 12. Title of his talk is “How to Keep Your Foot Out of Your Mouth.” McFaul lists as clients Disc-Port, the Kodak, Co., Standard Oil, Harvester and the Radio Corp. of America. He was educated at the University of Michigan, Harvard School of Business Administration and the University of Edinburgh.

He served with the U. S. Navy in World War II, taught at De-Paul and Northwestern universities and was head of the academic department at the Army School for the Blind at Avon, Conn.

Copyright Register

* Continued from page 56

Stamps would be bought from performing rights societies “at a fixed rate” and under “statutory safeguards.”

The Copyright Office is not committed to any one approach—but the current joke box exemption must go. Register Kamenstein said he hopes both sides will keep an open mind on all possible solutions. (See other story in Music section.)

GOTTLIEB'S

Dodge City

More Appeal Than Ever with The Greatest Eye Catching Animation Ever Created!!

ONE COWBOY SHOOTS AT THE FEET OF ANOTHER MAKING HIM DO THE MOST COMICAL DANCE YOU'VE EVER SEEN.

FASCINATING SPINNING NUMBERS AND STAR INDICATES VALUES OF 5 TWO-WAY ROLL-UNDERS FOR SCORE AND SHOOT AGAIN FEATURE!!

- Moving light A&O-C&C feature multiplies value of rollunders by 10 and 100.
- Absorbing light in light bulb over 5 to 150 points.
- New! Blinking sign tells when last ball is in play.
- New! "Pop-out" cabinet decoration makes machine standard on "new" in tournaments.
- 2 or 5 ball play - Match feature.

The Fastest Game of Skill and Competition.
Vancouver

Says ‘No’ to
More Pins

VANCOUVER, Wash. — A proposal that would have permitted operation of pinball machines in birds-and-bees and pool parlors was defeated by the city council following opposition from local police and church officials. The city allows such machines in taverns and restaurants that serve liquor by the drink. They are licensed at the rate of $40 per machine. The city council felt that the machines would be policed better in establishments that serve liquor.

Vancouver takes in about $15,000 annually in pinball licensing fees.

Coming Soon:


Sept. 11-13 — Music Operators of America national convention and trade show, Pike-Congress Hotel, Chicago.

Sept. 17-19 — Joint out of the New York State Operators Guild, the Music Operators of New York State, and the Westchester operators Guild, New York, N. Y.

Sept. 18-19 — Quarterly meeting of the Coin Operated Industries of Nebraska, Norfolk, NE.

Oct. 5 — Missouri Coin Machine Council meeting at Jefferson Hotel, Muncie, Ind.

Oct. 10 — North Carolina Coin Operators Association meeting.

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


COINMEN IN THE NEWS

Here and There

George Golden of General Vending Sales in Braddock, who has been serving in Europe, with Israel and Italy among several scheduled ports of call. Additional reports say that he is investigating shipment of the burlington of several vending machines — located in the lobby of police headquarters — James H. Donahue, who is president of the Severe Match Corp. in St. Louis, succeeding Thomas B. Donahoe. Donahoe was asked to be relieved of his position on medical advice.

Also in St. Louis Robert L. Fowler, clerk of St. Louis County, says area operators are for- giving them to get their license fees, and has employed a collector, David Schmurner, to make the rounds of all operating firms in about a two-week period. License fees range from $100 to $1,000 depending on the size of the operator.

In Chandler, Ariz., Ray Sterling has opened an operating firm under the name Ray's Amusements. The firm is located at 356 West Oakland. The machine-based Milwaukee operating firm, Novelty Co., operated by Joseph E. Beck, has been granted pinball and juke box licenses by the suburban Greenfield common council.

Brown

Oregan tax officials reported that for the fiscal year ending June 30 amusement devices were taxed at the rate of 200 percent of their reported value of $1,570,000. The tax was collected at 30 percent, and the revenue earned on this basis for the fiscal year was $2,140,000. The tax was collected on the basis of $2,140,000.

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Ray Brack

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BILLBOARD, August 28, 1965
Here's what produces the unique Seeburg Big Sound that thousands and thousands of adults and teen-agers have been paying to hear since the year began.

It starts with the LPC/480-D plus Rhythm Twins speakers—the first combination ever developed specifically for Discothèque dancing and listening. The Big Sound that comes out of it startled America! Nothing like this had ever before been available to music locations—and the public loved it. As many people came to Discothèques to listen as came to dance!

The multi-channel stereo music they heard is unique, too. You can't go to a record store and buy it, or hear it on radio and TV. It's the Big Sound that Seeburg has recorded in exciting 3-phase stereo for the coin-music industry. You have to go out to a Seeburg Discothèque location to hear it—and that's precisely what the crowds did, after they heard about it from the first few patrons to experience Seeburg Big Sound.

Seeburg leased libraries for Discothèque dancing and listening are of unbelievably high quality. They now include the original Rec-O-Dance* records, Rhythm & Blues, Disc-O-Teen*, and new Country & Western. All of them include the great standards as well as new hits. With this combination, a whole new world of profits opens up for the music operator. You can serve any location exactly what it wants, and capitalize together on the great new demand for Discothèque music—for listening as well as dancing. Get full details from your Seeburg Distributor...N-O-W!

*TM

This is Seeburg's winning combination that opens up a whole new world of profits in coin-music.
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 include the entire catalogues are selected on the basis of their potential to become top sellers in their respective areas.

**POPC SPOTLIGHT**

**COUNTRY AND WESTERN MEETS RHYTHM AND BLUES**

Roy Clark. ABC Paramount

ABC 250 (M); ABC 250 (S)

By⽼ one of the most exciting and versatile guitarists in the genre of the multi-talented Roy Clark, English, as well as English, French, German, Portuguese, Italian and Spanish. He's popular in what a "Get Away (parole) a popular item with thousands of fans. He produced a number of LPs for the top of the LP charts.

**POPC SPOTLIGHT**

**LOOKING THROUGH THE EYES OF LOVE**

Gene Pitney. Warner Bros. 2069 (M); MS 3897 (S)

Aside from his current single "Looking Through The Eyes Of Love," written for the song known as "Gene Pitney" is targeted for this sophisticated package of semi-volunteers. Performed successfully in the past, they are the standard of what is expected from the Top LP market.

**POPC SPOTLIGHT**

**DRIVE-IN MOVIE TIME**

Bobbi Vinton, Epic LP 24710 (M); SN 3679 (S)

A sales stars shut is this clever program of Bobbi Vinton from the "Movie Star Time." Although the material has been recorded by various artists, Vinton puts his own unique delivery bringing freshness to such selections. "Shine From A Summer Sun," "Keep Her In Mind," "The Successful Vixen style perfectly.

**POPC SPOTLIGHT**

**14 ORIGINAL CHART TOPPERS**

Various Artists. United Artists

UAL 3440 (A); UAL 6440 (S)

A powerhouse of hits combine to make a sales winner. With none of the trimmings stars performing some of their original hit songs, this LP won't miss. The songs are well planned, so has the basis of their potential.

**POPC SPOTLIGHT**

**THE HIDDEN ISLAND**

David Jensen. Epic LP 24190 (M)

Clearly capturing the rich, tender nuances of the popular "Folksinger" Vito's skill. Jensen's version, this is more traditional. The folk single story told on music should prove a big seller. "She Gathered Leaves" is a fine selection. A well-written story told by Jensen.

**POPC SPOTLIGHT**

**JAZZ SPOTLIGHT**

Art Pepper & The Jazz Messengers. Epic LP 20108 (A)

Majic jazz with last week's material produced by Pepper's 's BCMs and sided, tenor saxophonist, Fats Domino, Lucky Thompson and Alphonso Quinn. Pepper's ensemble and outpouring solo work. A nice item. Let this hit the top and gain momentum and should appeal to most jazz buffs.

**POPC SPOTLIGHT**

**SPOTLIGHT**

**EARN HEMINGWAY READING**

Guernica TC 1185 (M)

This record will probably sell more light on any of the charts of English press than many of the "Hemingway" biographers. A fascinating and up-to-date biography of the great American author. The book, a true highlight, is one of the Top LPs for the year.