A 'New Breed' of Country Music Station Emerging

By CLAUDE HALL

NEW YORK — There is a trend developing toward a "new breed" of country music station. Many stations in the past few months—some of them in major record markets—have gone to full-time country music programming. Most of these stations, however, are different in that they program just like an ordinary rock 'n' roll station, going through a list of the major records.

The list is often 40 records long, sometimes 50. Too, this new breed of outlet programs "modern" country, that type of country record which very often has a pop appeal. One of the night-time kings of country music, WWVA, Wheeling, W. Va., will go full-time "modern" country music "as fast as I can get a program director," Emil Mogul, president of Basic Communications, Inc., which owns the outlet, said Friday (27). The station broadcasts and has sponsored a five country music "Jamboree" show each weekend for more than 30 years. The outlet presently programs contemporary music in the daytime.

The 50,000-watt outlet was acquired about three and a half years ago by Basic Communications. Mogul said he'd had his eye on the station as a major country outlet for about three years. The actual decision to go country was made about two months ago. "I saw this modern country music explosion coming" (Continued on page 18)

A First: Car Dealers as Racks

NEW YORK — There's tape rack car dealers are rolling in to the Ford auto dealer's future. Last week, a deal was concluded between Larry Finley's International Tape Cartridge Corp. and Jesse Selter's National Merchandise Corp., whereby the latter firm will start racking Ford dealers with Lear eight-track stereo cartridge versions of labels represented by ITCC.

The Finley-Selter move is in anticipation of the Ford Motor Co.'s unveiling of factory-equipped 1966 models with Lear-type stereo cartridge playback units. RCA Victor will be making a portion of its news releases and catalog available for use in this equipment.

Selter told Billboard that his firm will contact the 6,500 Ford dealerships, making available to them racks containing ITCC cartridges. These will include product of such labels as ABC-Paramount, Command, Grand Award, MGM-Verde, Dot, Westminster, Roulette, Elektra, Audio Fidelity, Van Hay, Starday, Laurie, Decca, among others.

Cartridges will list from $2.98 (Continued on page 49)

Show Business Show Planned

NEW YORK—Plans were re-scheduled Wednesday for the first International Show Business Exposition to be held here in September. 1966.

In an exclusive story to Billboard, promoter Sid Bernstein said the project was in its initial stages. The exposition will feature all aspects of the entertainment field, booths and exhibitions by record companies, radio and TV networks, recording artists, and movie firms.

Bernstein, the promoter who filled Shea Stadium Aug. 15 for a Beatles concert when everybody couldn't get in, has attributed the original idea for the exposition to Fred Weinstein, owner of the Bitter End. Bernstein said Weinstein would be a partner in the project, which will likely be held in The Lovin' Spoonful, the hot Kama Sutra group whose single, "Do You Believe in Magic," is distributed by MGM, is currently breaking it up on tour around the country. They also will soon be seen in TV shots on "Shindig," "Hullabaloos" and in the series, "The Man From Uncle." (Advertisement)
PAUL ANKA
HAS A NEW SINGLE!
"EVERY DAY A HEART IS BROKEN"
c/w "AS IF THERE WERE NO TOMORROW"
#8662
RCA VICTOR

Music and Lyrics
PAUL ANKA

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Epic’s Len Levy Views the Record Business With a Progressive Eye

NEW YORK — The growth potential of the record business suggests the imagination; but in reality, the record business is an industry. One must be aware of and keep pace with several major factors in a changing industry. This is the view of Len Levy, vice-president and general manager of Epic Records, who listed these factors as including: 1) the changing marketplace of the long-playing record; 2) the necessity for a broader, more extensive distribution pattern; and 3) the increasing variety and quality of new record business.

"Of everything we are aware of," the ad man noted, "Levy said, "not only the number of new artists, but the number of artists who are not necessarily record business, but entertainment business who can project and become important as factors in home entertainment and they are at home in various media. That is why we signed Ray Charles, who has been in the business for years and found the proper vehicle for his talent. And we have signed the Byrds, who are at home in a number of media." Levy said.

"In addition to signing artists who can be exposed in various media, we also examine closely the circumstances under which the artist is working. We want to know what the record business is doing, what kind of public relations, what his image, whether he is playing TV and radio, whether he is playing in clubs and theaters, whether the record makes him an acceptable property," he added.

"Competition among labels is now so keen that it makes demands on the producer for the identification of an artist’s total potential," Levy said. He added that Epic is already working on this and other cases in the industry.

Modern Album Finishing Set

NASHVILLE — Modern Album Finishing Co. of Nashville, Inc. has been named the finishing company with plants in four states, and it is estimated that within 10 weeks it will open a plant in Nashville soon.

"Though the company has been established here," the Modern Album Finishing Company president, said, "we plan to open another plant in one year and to open a plant in Nashville soon." Levy said.

Charles Brown, former TV producer, will head the company, which will employ 15 to 25 persons in the beginning.

The company also has plants in Los Angeles, Las Vegas, and New York City, and it plans to open a plant in Nashville to finish records for other companies in the Nashville area.

The company also has plants in Los Angeles, Las Vegas, and New York City, and it plans to open a plant in Nashville to finish records for other companies in the Nashville area.

ABC-PARA BUYS PORIGE

NEW YORK — Porgie Music has been acquired by ABC-Para Record Co. of New York. A record label, which is estimated to contain more than 200 copyrights, will be included with the purchase. The company also has plants in Los Angeles, Las Vegas, and New York City, and it plans to open a plant in Nashville to finish records for other companies in the Nashville area.

The company also has plants in Los Angeles, Las Vegas, and New York City, and it plans to open a plant in Nashville to finish records for other companies in the Nashville area.
Becker Takes Command Post

NEW YORK—Loren Becker, named this week as general manager of Command Records, has been in training for the job for nearly 20 years. The 72-year-old Becker, who is associated with Enoch Light, founder of the label, since 1946, as a recording artist, chief cook and bottle washer in Light's kitchen, has been Becker's first brush with the music industry career. He was born in 1916 in New York radio station in a Horn & Hardart-sponsored show and was a regular for three years.

In the 1940s, Becker went into the service. His job was putting together weekly shows at Fort Meyers, Va., and other military installations.

Amateur Contest

This was the heyday of the big band era. Enoch Light, then as now a leading orchestra leader, was running a "Date With a Disk" talent show in various theaters throughout the nation. The format consisted of members of the audience performing on stage, and Becker, then a 15-year-old boy, won first prize with an imitation of the popular radio jock, and became a professional singer after his Army discharge.

Band Singer

In the post-war years, Becker won the Arthur Godfrey "Talent Scout" contest on CBS Radio, sponsored by the "Arthur Godfrey Talent Scout" on CBS Radio show, then joined Enoch Light's band as a singer.

In the same period he recorded cover songs of top hits for various labels, among them Elio Osterbrin. He also worked with music publishers to gain his break in that phase of the business.

His first album was released in 1962, when Light moved over to run Syn-thetic Plastic's Peter Pan label, Becker joined the organization as Light's right-hand man.

He was a performer for the kiddie label, and he doubled in brass as a salesman. This was before the days of rock jockeying, and Becker visited chain stores, department stores and other retail outlets to push the kiddie albums.

Later, when Prom was organized as a pop label, Becker continued to couple his work as an artist with a duty as a promotion man and salesman.

Grand Award

Light's next label, Grand Award, was the prede- cessor on Command. Grant Award made its debut when the 12-inch LP was just coming into its own, and Command, listing at $3.98, was a label that played an important role in the accept- ance of stereo.

In mid-1954, when the Kapp-PARAMOUNT bought Grand Award in 1959, Light was set up as head of the autonomous division and Becker came along as a salesman.

But although Becker was Light's right-hand man through all these years, he was hardly his alter ego. Both men have the same attitude to- ward the recording business—to turn out top records with equal care, no matter on number of releases. And while Becker's opera- tion of the label will not differ radically from Light's, he does have own ideas about ad and about merchandising.

New Change

With Light's departure, the Command organ- ization will remain intact. That's the way Becker sees it. He considers it one of the most efficient in the business, will stay at its present strength. The release policy—from 15 to 20 albums a year—will be continued.

While Command is generally thought of as a quality pop label, it is building up a small but effective classical domain. In the past year, the warhorses, and with such conductors as Woldemarists on the Pittsburgh Symphony. When Becker isn't working, he's home in Red- ding, Conn., with his wife and two children, Jenny, 12, and Lauren, 7. He keeps trim by playing tennis.

Smash Adds 'Rich' Sound

Gros court, UA Product'n Pact

NEW YORK — Al Grosman and John Court (Gros court Prod- uction, Inc.) have signed an exclusive production deal with United Artists Records. The ar- rangements calls for Grosman and Court to handle all production of projects to the label, and oversee the production of singles and LP's featuring these artists.

First to appear under the UA banner as a result of the deal will be Gordon Lightfoot, whose kick-off single, "Just Like You and Me," is set for release next week. Lightfoot has written tunes recorded by Peter, Paul and Mary. Grosman and Court manage Peter, Paul and Mary, Bob Dylan, Odette, Jan Hammer, The London Symphony and Lee Hooker and Bob Gibson.

LIPMAN HEADS KAPP AFFILIATE

NEW YORK — According to reliable but unofficial reports, Mike Lipman, head of the management of Congress and Four Corners Records, Inc., has signed on to head Lipman Kapp Records. The post was vac- ant last week when Bud Kapp was said to have left the record company. The數al management of Copix Rec- ords. Lipman, a veteran record man, has been a merchandising executive with the label for several years.

SIGNS OF THE TIMES: DISKS TOP-NASH. AIR FREIGHT

NASHVILLE—There are more phonograph records shipped out of Nashville by air freight than any other cargo and the tremendous increase in air transportation expansion of air freight facilities.

The increase for fiscal 1965 increased 50 per cent in Nashville, one of the biggest percentage jumps in the nation was in 1965 from 8 million in 1960 to 18 million in 1965.

Old records that do not have a record label is hung around the Nashville office and is a plugger of the industry, he is interested in furthering improvement of air freight technology, he said.

Homer Anderson, director of the Municipal Airport, said growth has been so great the airport may soon add a large air freight terminal building. Airlines, freight-forwarding companies and related agencies have already spoken for 100,000 square feet of space when the addition is built.

In 1965, 900,000 FM auto tuners will be sold—and 400 per cent over the previous year, said Edward of the American Radio Manufacturers Assoc., in charge of marketing: Diamond, Duk, of Mercury sales manager.

Billboard

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Franklin Radio Times Co.

Satchmo Date

NEW ORLEANS — Louis Armstrong and his orchestra have not played New Orleans for many years because of the hotel accommodation situation, played it last year (31) under sponsor- ship of the National Wildlife Museum. Ole Satchmo packed into the Loyola University field house to a full house for the downtown parade in his honor.

Atco Distribut Deal

NEW YORK—Atlantic-Atco Records has acquired distribution rights for Redds Records' "I Go Crazy" and "This Is the World." The single will be released on the Redds label.

www.americanradiohistory.com
Billy Joe Royal hits again with a new smash single...

I knew you when

Steal Away

4-43390

Both from the hit album Everything's going for COLUMBIA RECORDS
Colpix to Seek Close Ties With Independent A&R Producers

By ELIOT TIEGEL

HOLLYWOOD—Colpix Records now moves openly into the independent A&R producers. One of its new general managers, going to work next week in the sales division, is Bernie Freedman, production manager and Lenne Adelman, corporeal manager.

Colpix's philosophy is that"sales are the beginning, not the end of the business." To this end, Freedman, will be the man in charge of the sales department. He was previously with RCA, Columbia and Capitol, and was a member of the Leonard Cohen band.

Bernie Freedman, who has been with RCA, Columbia and Capitol, will be in charge of the sales department at Colpix. He was previously with RCA, Columbia and Capitol, and is a member of the Leonard Cohen band.

THE final change concerns publishers only and involves phasing out the Registered Works. The last 10 years of registered works will be eliminated from the system of publisher distribution over a three-year period. This will make changes in registered works effective with the October 1965 distribution.

Adams added that at the request of the Society and the Copyright Office, Judge Sylvester Ryan has set a bearing on the changes in the Consent Order Which Are Required to Be Put into Effect because of the above proposals. In the case of the Consent Order, the Registration Works Work Fund will be put into effect over the next three years, as required by the Consent Order.

He believes that because the label is founded on the principle that only legitimate sales are credited, this will spell disaster to the companies in general. He also notes that Colpix is already in the process of phasing out the registered works system.

This week, Colpix has announced the hiring of Bernie Freedman as its new general manager in sales and management. Freedman, who has been with RCA, Columbia and Capitol, was previously in charge of the sales department at Colpix. He was born in New York City on April 15, 1938, and has had a career in the music industry since then. He is married to the former Googie Hoffman and they have two children, Marc and Lisa.

Staples a Heavenly Act

NEW YORK — The Apollo Theater in Harlem gathered on Sunday afternoon to honor the late staple singer, Gladys Knight, who was remembered for her many hits, including "You're My Home." The concert featured several of Knight's former band members, who performed together with tribute acts.

"Do Something for Yourself"

"Do Something for Yourself" was the last hit single released by Gladys Knight before her death. She passed away in 2012, at the age of 69, after a battle with cancer. The song was written by Knight herself and was released in 1976.

The concert ended with a performance by the tribute band, "Gladys Knight and the Pips." The group included some of Gladys Knight's former band members, who performed together with a group of tribute artists. The concert was broadcast on national television.

Cap Offers Handful of Help

HOLLYWOOD—Capitol Records is offering assistance to independent airlines. The airline industry has been losing money and is in need of support.

"We will lend our support to any airline that needs it," said Harry Smith, president of Capitol Records. "We are prepared to offer any assistance that we can, including financial support and public relations help." The airline industry has been hit hard by recent events, including a strike by cabin crew members.

The airline industry has been hit hard by recent events, including a strike by cabin crew members. This has led to a loss of revenue for many airlines, and they are in need of support.

Philips Shears Wing Price by 33 Per Cent

LONDON — Philips has announced a price cut in their Wing series from $2.10 to $1.40. This cut is expected to boost sales by 40 per cent.

"This is a major step in the company's strategy to remain competitive in the $500-$1,000 price range," said Harry Smith, vice president of Philips. "We believe that this price cut will help us to maintain our position in the market and to continue to grow.

This is a major step in the company's strategy to remain competitive in the $500-$1,000 price range. We believe that this price cut will help us to maintain our position in the market and to continue to grow.
Mirror, Mirror, on the wall, 
spin these two hot hits and have a ball!

Richard Chamberlain sings his new hit JOY IN THE MORNING K-13340 the song he sings in the MGM film, "Joy In The Morning," from his new album RICHARD CHAMBERLAIN E/SE 4287

David Rose and his orchestra play SHE'S JUST A QUIET GIRL (MAE) from the MGM presentation, "The Yellow Rolls Royce," An Anatole DeGrunwald Production. b/w BRAZILIAN SUMMER K-13377

It’s the year of the lion on MGM Records!

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
This chart is based upon territorial sales of the top 40 single records as reported by retail stores in 15 top markets. 

**TW** THIS WEEK  
**LW** LAST WEEK

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### BALTIMORE

1. **BELIEF**—Beach Boys, Capitol 5470  
2. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
3. **CAN'T TAKE ME HOME**—The Who, United 4507  
4. **I'M NOT A CAR**—Carole King, Atco 6391  
5. **SUGAR DONT SHAKE**—First, Imperial 5999  
6. **TAKING YOU DOWN THERE**—L. C. Smith, a Southern Gentleman

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### CHICAGO

1. **GET YOU BACK**—Sandy & John, Atco 6391  
2. **BELIEF**—Beach Boys, Capitol 5470  
3. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
4. **SHAKING\_ONE**—Commanders, United 4507  
5. **WILLIE DON'T TOUGH ME**—Clyde, Imperial 5999  
6. **A NIGHT WITHOUT YOU**—Tears of Hass, United 4507

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### PHILADELPHIA

1. **THE \_THE**—Imperial 5999  
2. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
3. **SAD SAD SAD**—Meets?, Southern Wax 53  
4. **NEW ORLEANS**—New Orleans, Capitol 1198  
5. **ONE MORE DAY**—Tribal, United 4507  
6. **BOSS HOG**—Chi, Imperial 5999

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### PITTSBURGH

1. **DON'T WANT TO WORK**—Sandy & John, Atco 6391  
2. **BELIEF**—Beach Boys, Capitol 5470  
3. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
4. **SHAKING\_ONE**—Commanders, United 4507  
5. **WILLIE DON'T TOUGH ME**—Clyde, Imperial 5999  
6. **A NIGHT WITHOUT YOU**—Tears of Hass, United 4507

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### NEW ORLEANS

1. **I GOT SATISFACTION**—Fortune, 3403  
2. **PAPAS GOT A BRAND NEW BABY**—Brownsville, Imperial 5999  
3. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
4. **I'M NOT A CAR**—Carole King, Atco 6391  
5. **SUGAR DONT SHAKE**—First, Imperial 5999  
6. **TAKING YOU DOWN THERE**—L. C. Smith, a Southern Gentleman

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### NEW YORK

1. **BELIEF**—Beach Boys, Capitol 5470  
2. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
3. **CAN'T TAKE ME HOME**—The Who, United 4507  
4. **I'M NOT A CAR**—Carole King, Atco 6391  
5. **SUGAR DONT SHAKE**—First, Imperial 5999  
6. **TAKING YOU DOWN THERE**—L. C. Smith, a Southern Gentleman

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### BOSTON

1. **BELIEF**—Beach Boys, Capitol 5470  
2. **EVE OF DESTRUCTION**—Based McClure, Durham 409  
3. **CAN'T TAKE ME HOME**—The Who, United 4507  
4. **I'M NOT A CAR**—Carole King, Atco 6391  
5. **SUGAR DONT SHAKE**—First, Imperial 5999  
6. **TAKING YOU DOWN THERE**—L. C. Smith, a Southern Gentleman

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### SOME ENGLISH EVENING

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**United Artists**

**Produced by Gerry Granahan...UA 919**

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September 4, 1965, **Billboard**
NEW YORK — Henry Brier, RIAA executive secretary, in a letter to the Council of Economic Advisers, has expressed the RIAA's shock and dismay as a result of the Second Report to the President on Excise Tax Reduction and Consumer Prices, as pertaining to photographic records.

Brief states in part: "Our dismay was compounded by the fact that as recently as Aug. 4, we attended an informal meeting called by the Treasury, the House Ways and Means Committee and the Council of Economic Advisers on aspects of excise tax repeal on consumer prices. We presented information which indicated that the overwhelming number of record manufacturers had indeed made downward adjustments in their prices.

"Imagine our consternation then to be confronted with the allegation that record manufacturers had passed none of the tax cut.

"We believe that inspection will reveal that our decision within our industry is so intense that even those manufacturers who had wanted to cut prices had to do so in order to remain competitive. This is in spite of the fact that a recent economic study of our industry prepared by a team of professors revealed that net profits after taxes for record manufacturers declined from 6.8 per cent in 1951 to 2.7 per cent in 1964."

"It must also be emphasized that these price cuts were effected despite our original appeal for excise tax relief having been ignored. We believe these moves came not from any ills of economic issues—that the tax was arbitrary and discriminating on its face—but from the need to respond to a serious and immediate threat to the survival of our industry, an incipient threat which has been disseminated among the public.

"We sincerely trust that a re-evaluation of the situation prevailing in our industry will prompt the Council to issue a revised report correcting a most grievous misconception of the legislative history, which has been disseminated among the public.

"We cordially ask for a prompt reply.

"CMA Album Drive Starts"

HOLLYWOOD — Over 300 persons attended the Country Hall of Fame's official launching for its CMA-sponsored hit album campaign last Tuesday evening at the Continental Hotel.

The six-hour party was attended by all members of the CMA's board of directors meeting in San Francisco the next day. Long Beach country stars.

BILLBOARD CHART IS 'IN'

NEW YORK — Life magazine just got a fairly complete detail on how to get with it. In other words, if you aren't with it, you just ain't in it. That's worse than being called a square or a dweeb. Under a chart titled "Keeping Up With It," Life lists some of the definite things to watch if you're an "in" type person, including Billboard's Hot 100 new records chart.

Acuff-Rose, Tom Jones

Are in the Talking Stage

(Chairman of the board of British Decca) when I was in London, that record was made to have a provi- sion in the deal that Acuff-Rose would never release an album in the U.S. and Canada. He told me, "you can have Jack Jones, you should have told me.

Among those attending the hospitality hour and dinner last were Billie McClain, assistant to Rose; Lester Rose, sales manager for the Joly-Forrest, president of Acuff-Rose Artists Corp.; and Bob Nicholas, the 36-day Jones tour of the U.S. and Gordon Mills, Jones' road manager. Acuff-Rose hosted the event.

Among activities of the Jones-Mills to Nashville:

1. Wesley Rose beat them at aces and pongs pin
2. Wesley beat two Everly Brothers

Rose had an aide call the factory, was told it would take six months. He called back, said there are so great and orders are stacked up (Rose: "all you need is your relatives, brothers, handled the contract to make the guitars and now can't even ship them. it's a crazy world")

3. Jones and Mills were taken on a tour of Universal Studios and some of the industry people.
THE BRIGHT NEW SPARKLE IN EPIC'S EYE IS

Nancy Ames

"The funny thing about it"

HER SMASH DEBUT SINGLE

The Fastest Growing Name in Recorded Entertainment.

www.americanradiohistory.com
Show Business Exposition Planned for N.Y. Next Year

**Tape Cartridge Tips**

by Larry Finley

Tape cartridges are now in use on a large scale, and the truth of the matter is that Louis Prima actually works for his son, Sonny, at the Jet Set in Las Vegas and Reno, Nevada, as "Labelleh." We consider it a real scoop to present at this time in this column a picture of the man behind the scenes; the man whose signature appears on our lease arrangement with Prima-Magnagroove; the man who makes sounds sweeter than his father's trumpet; Louis Prima, Jr.

**West Coast Clamors For Dylan Tunes**

By ELLIOT TIEGEL

HOLLYWOOD—West Coast recording companies are rushing to cut Bob Dylan songs, with his message-protest material all but killing surfing, rod and red other teen topics this summer.

Music Publishers Holding Corp. coast head Jack Mass revealed that 48 different Dylan records have been cut within the past month and have either just been released or will be cut within the next few months. Many are covers of his already on the charts.

"Most of Dylan's material has been licensed and recorded by West Coast companies," Mass said. The reason he attributes to the widespread appeal is simply that young adored men have hatched onto Dylan with their switch enthusiasm than their Eastern counterparts.

Among these "young" producers, names Steve David and Lux Faber at Capitol; Gary Usher, Decca; Andy Delmartino, Liberty; Al Schmitt, RCA; Dick James, Warner Bros.; Bud Van Der, Vanguard, Crescendo; Terry Melcher, Columbia, and Herb Alpert, Reprise.

"In all my years as a publisher, I've never seen such activity for one writer," Mass emphisized. "I've got people calling me for his material!"

Cost him only a $6,500 guarantee for two shows. Then the group was signed for three months after signing them so I made about $10,000 on the show.

A Comeback

The first Beatles show was actually a comeback for the promoter. His career started when he was going to Columbia University on the G.I. Bill after World War II and he began lining up bands for the Trocadero Ballroom in the Hep. He once produced a Negro show in Harlem and remarked that all of that show came to Brooks Peter. He also once handled talent for Lou Wolters of the Latin Quarter.

In 1960, he left Shaw Artists to go on his own as a promoter. In two years, he broke. Then he joined General Artist Corp. and was head of the new talent development department. Two years later he quit to do the Beatles show. He said even some of his friends doubted that he could make a success of the Beatles concert a success. News of the event leaked out and Walter Kazen's Magazine column in the Las Vegas Press mentioned the event. By contract with the Beatles called for no announcement of the show until after April 15, and I had to live up to it. My tickets weren't even printed." Some 5,000 ticket orders came in the first week and "I knew that the show was a success."

The reason he'd determined he could do even better was the Beatles next year (Billboard, Aug. 28) is that he turned away thousands of tickets for the recent Shea Stadium show, he said. "What convinced me, though, is that I'm receiving tons of mail from kids already asking for information tickets for the show, I'm even getting fan mail myself, which I never had before."

"It's a fantastic year, and I don't think we're going to have the Beatles around much longer," he said.

"But then I'm not a Beatles fan," he said. "I prefer the Helpers because they're more tuneful."

**I love it.** Gary Smith, the producer of the show, and Bernstein signed Atox Records artist Sonny and Cher for an appearance on the NRC-TV show Sept. 13 recently during a party at Atlantic Records.

"The Hallaballo show," he said, was giving him invaluable experience, "I'm learning to buy better now than I ever bought in my life."

Bernstein, in addition to his other activities, manages a group called the Rascals. His next promotion is a Nov. 6 show of the Rolling Stones at the Academy of Music in New York,
KAPP IS PRODUCT FOR PROFIT
NEW SEPTEMBER RELEASES: PHASE II

THE SEARCHERS
Kapp is: English
THE SEARCHERS NO. 4
KL 1449, KS 3449
The English sound constitutes 15% of the U.S. LP market. The Searchers are one of England's leading groups and have made the charts with all of their previous albums. Strong immediate sales and employ.

HAWAII BEACH PARTY
Kapp is: Hawaiian
HAWAII BEACH PARTY
THE WAIKIKIS
KL 1447, KS 3447
An ideal "get-away-from-it-all" album that whiskers you to Hawaii, the surf and the luaus feast. Here is Hawaiian music that's different. A fresh, new sound, lovers of Hawaiian music will find this album most appealing.

Makin' Out At The Movies
Kapp is: Boss
MAKIN' OUT AT THE MOVIES
THE BOSS GUITARS
KL 1439, KS 3439
Great guitar pop-rock sounds playing the best of the new movie themes. A wide-open market.

THE GREENWOOD COUNTY SINGERS
Kapp is: Folk-pop
THE BALLAD OF CAT BALLOU
THE GREENWOOD COUNTY SINGERS
KL 1448, KS 3448
There is something fresh about a bunch of good-looking, vocally accomplished young people singing--they're hard sell. Through their lilt-lyrics lean to folk repository, their treatments have a distinctly 1960s knock-down sound; the kind that frequently spells "hit" on today's record charts.

Here's the first smash hit from Phase I.

Now breaking out strong in Chicago, Philadelphia, New York, Washington, San Francisco, Miami and Minneapolis. This wildly funny new album is zooming straight to the top of the charts.

YOU DON'T HAVE TO BE JEWISH

BOB HOOKER & GEORGE FOSTER

STARRING FRANK JACK ARLENE LOU JACKIE DOB JOE BETTY

GALLOP GILFORD GOLONKA JACOBI KANNON McFADDEN SILVER WALKER

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

Here's the first smash hit from Phase I.

Now breaking out strong in Chicago, Philadelphia, New York, Washington, San Francisco, Miami and Minneapolis. This wildly funny new album is zooming straight to the top of the charts.

KAPP RECORDS

Kapp is: The greatest sales promotion and advertising program in our history. Contact your local distributor for details.
Monument's new star, Dolly Parton.

She sings "Happy, Happy Birthday, Baby" (45-897)

It does things to people.
This will be the most talked-about performance of 1965.

GLENN CAMPBELL
THE UNIVERSAL SOLDIER
b/w Spanish Shades

5504
**POP SPOTLIGHTS**

**TOP 20**

<table>
<thead>
<tr>
<th>Spotlights—Predicted to reach the top 20 of the HOT 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>BILLY JOE ROYAL—I KNEW YOU WHEN (Lowery, BMI)—Hard-driving ballad to follow up his “Down in the Boondocks” smash. Great Royal vocal, backed by strong rhythm beat. Winner all the way. Flip: “Steal Away” (Fame, BMI). Columbia 43390</td>
</tr>
<tr>
<td>ROGER MILLER—KANSAS CITY STAR (Tree, BMI)—This catchy rhythm number with a well-written Miller lyric will fast climb the chart to replace his “One Dylin’ and a B-Byrdie” hit. Flip: “Guess I’ll Pick Up My Heart (And Go Home)” (Tree, BMI). (Jefmark, BMI). MGM 13884</td>
</tr>
<tr>
<td>STRANGELOVES—CARA-LIN (Grand Canyon)—Great teen dance beat backing a wailing vocal tops their “I Want Candy” smash. A must for discotheque programmers. Flip: “(Roll On) Mississippi” (Grand Canyon). Rca 508</td>
</tr>
</tbody>
</table>

**TOP 60**

<table>
<thead>
<tr>
<th>Spotlights—Predicted to reach the top 60 of the HOT 100 Chart</th>
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<tbody>
<tr>
<td>BOBBY VINTON—WHAT COLOR (Is a Man) (Screen Gems-Columbia, BMI)—In a change of pace from his “Lonely” hits, Vinton hits the pop-folk-protest vein with this driving rhythm ballad. Fast chart climber. Flip: “Love or Infatuation” (Feather, BMI). Epic 9846</td>
</tr>
<tr>
<td>HIGHWAYMEN—I’LL SHOW YOU THE WAY (Satur-day, BMI)—The reorganized group hit the pop-market with this chart-making rhythm baldad. Flip: “Never a Thought for Tomorrow” (Westside, BMI). Abc-Paramount 10716</td>
</tr>
<tr>
<td>P. F. SLOAN—THE SINS OF A FAMILY (Tremenade, BMI)—Mach in the Bob Dylan vein is this pop-folk rhythm number penned by Sloan. Fast chart item. Flip: “This Mornin’” (Tremenade, BMI). Dunhill 4007</td>
</tr>
<tr>
<td>LIVERPOOL FIVE—IF YOU GOTT A GO, GO NOW (Wilkram, Ascap)—Group wails on this chart-climbing Dylan tune. Big beat assures wide discotheque appeal. Flip: “Too Far Out” (Metric, BMI). Rca Victor 8660</td>
</tr>
<tr>
<td>BOBBY VEE—RUN LIKE THE DEVIL (T&amp;M, BMI)—A fine Vee reading with intrisic rhythm backing should push this teen rock number up the charts. Flip: “Take a Look Around Me” (Gruninio, BMI). Liberty 53823</td>
</tr>
<tr>
<td>CLIFF RICHARD—THE TWELFTH OF NEVER (Empire, Ascap)—The hot English vocalist with a tasteful reading of the old Johnny Mathis hit should prove equally successful on the charts. A bow to producer Norrie Paramor. Flip: “Paradise Lost” (Regent, BMI). Epic 9839</td>
</tr>
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**COUNTRY SPOTLIGHTS**

**TOP 10**

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<tr>
<th>Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart</th>
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<tr>
<td>CONNIE SMITH—IF I TALK TO HIM (Vector, BMI)—Solid lyric vocal on this ballad assures Miss Smith of another smash hit in the country field. Flip: “I Don’t Have Anyplace to Go” (Most Rose, BMI). Rca Victor 8663</td>
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<tr>
<td>GEORGE JONES—Why Baby Why (Starday, BMI). Starday 7028</td>
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<tr>
<td>JOE &amp; ALICE LEE MALAMUT—Your Little Black Book (Starday, BMI). Starday 7028</td>
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<tr>
<td>BART BUCK—Break the News to Statistical (Sony, BMI). Atco 1007</td>
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<tr>
<td>JIMMY LAMOS—A Rob You Can’t Rob (Feather, BMI). Chart 1230</td>
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**R&B SPOTLIGHTS**

**TOP 10**

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<tr>
<th>Spotlights—Predicted to reach the TOP SELLING RHYTHM &amp; BLUES SINGLES Chart</th>
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<tr>
<td>BILLY STEWART—HOW NICE IT IS (Chevis, BMI)—Waiting blues vocal in the unique Stewart style will rapidly climb the r&amp;b chart. Pop possibilities as well. Flip: “No Girl” (Chevis, BMI). Chess 1941</td>
</tr>
<tr>
<td>DONALD HEIGHT—CAN’T HELP FALLING IN LOVE (Gladys, Ascap)—Powerhouse vocal backed by solid beat and wailing blues chorus combine on this unique arrangement for a smash r&amp;b hit. Should pop charts as well. Flip: “Bow ’n’ Arrow” (Unbelievable-Hugo &amp; Luigi, BMI). Roulette 4644</td>
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<tr>
<td>LEE ANDREWS &amp; THE HEARTS—COLD GREY DAWN (Little Woods &amp; Crimson, BMI)—Solid blues beat backs a wailing vocal on an r&amp;b chart winner. Good performance and pop potential. Flip: “All You Can Do” (Lemar, BMI). Lost-Nite 1001</td>
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**CHART**

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

| CHUCK BERNARD—Indiana Groove (Craig-Vae, BMI). Satellite 5005 |
| EDDIE & ERNIE—We Gotta Do It for Myself (Sangster, Eastern 406) |
| TIMMY WILSON—Be With You, Teen Heart (Carol, BMI). Veep 1223 |
| NAOMI BEASLY—I’ve Got a Feelin’ in Love (Lorna, BMI). Big Beat 108 |

**WALTER FOSTER-VALMAE—Try Me, MGM. Loma 1944**

| KIRK WARD—Strange Change (Art & Samuel, BMI). A& M 5910 |

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**ZIP CODE HELPS KEEPS POSTAL COSTS**

September 4, 1965, BILLBOARD
it had to be answered!

THE DAWN OF CORRECTION

by

THE SPOKESMEN

PRODUCED BY MADARA-WHITE PRODUCTIONS

Billboard

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

DECCA

record world

FOUR STAR PICKS

THE DAWN OF CORRECTION
(Champion & Double Diamond, BMI)

FOR YOU BABE
(Champion & Double Diamond, BMI)

Cash Box

Newcomer Pick

THE DAWN OF CORRECTION
(Champion & Double Diamond, BMI)

FOR YOU BABE
(Champion & Double Diamond, BMI)

PHONE ... WIRE ... RUSH YOUR ORDER TO THE NEAREST DECCA® BRANCH
EMI, Publisher to Form Label:
To Bow Rack-Jobbing in U.K.

• Continued from page 1

There will be an initial release of 78 LP's in October, all selling at $1.80, little more than a third of the normal British LP price. All of EMI's deleted material is being made available to the new label, in addition to important American catalogues deleted Capitol records particularly. The new label will give recordings by Stan Kenton, Patti Page, Nat King Cole and Stan Freberg. Also involved is material from Liberty and the main classical catalog of the American Westminster label which has about another two years with EMI under its present agreement.

The deal will mean the end of EMI's World Record Club, although many of the records which would normally go to it will be issued on Music For Pleasure. But MFP deletions will go to the club and vice versa. Albums in the first batch of 78 include several by international stars now with other companies—Reprise artists Dean Martin and Sugar Ray are among them. More of the artists with LP's in the October releases are Judy Garland, George Shearing, Eydie Gorme, Stan Getz, Vera Lynn, Adam Faith, June Christy, Oscar Peterson, Ray Anthony, Kay Starr, Nelson Riddle, Dizzy Gillespie and Nat King Cole.


One-Third Are Classical
About a third of the releases are classical and feature such international orchestras as the Los Angeles Philharmonic, Pittsburgh Symphony, French Radio, Berlin Philharmonic, BBC Symphony, Paris National Opera and the Ballet Theatre.

Each of the companies has put up half of the $300,000 cost of the set up. It has its own sales force and fleet of vans which will service the large stores, chains and record dealers. Supermarkets will not be able to sell the product. In line with EMI's new policy no wholesalers will be involved in dealing with Music For Pleasure.

Of the $1.80 cost of each album, 25 cents is tax and dealers get their full margin of 23 1/2 per cent. The records will be sold in booklet boxes of 25 on the sale-or-return basis revolutionizing the artists record dealing. Non-selling lines will be swiftly taken back and deleted. Each month will have a monthly release of six albums. EMI has emphasized that the venture will not affect the price of its normal LP's but the move will undoubtedly see the beginning of a price-cutting war by the manufacturers to get in on the cheap LP market.

General manager of the new company is Mike Hawgood, who quit his job a year ago to return to this country. Other directors are Paul Martin (who has produced all the Beatles records), John Burgess and Ron Richards, of EMI, and Peter Sullivan, of British Decca.

In a Billboard interview, George Martin said that for the past month he has been contemplating the move with the other three men. "Each, in fact, will be working for themselves but under a joint umbrella. Records will become the property of Associated Independent Recordings (London), then leased to a recording company.

4 Top British A&R Men
Form Production Concern

LONDON—Four top British A&R men have decided to "go it alone" and have formed their own production company, Associated Independent Recordings (London), which will be in operation early in September. The recording men are George Martin (who has produced all the Beatles records), John Burgess and Ron Richards, of EMI, and Peter Sullivan, of British Decca.

Martin said "During the past 18 months or so there has been a spate of disk issues, many of which just clutter up the market. Anyone can go into a recording studio and make a tape. We consider ourselves professional people who will concentrate on producing quality material."

Leo Wood, managing director of EMI Records, said the company had agreed to release them from their long-term agreements. "They will not_sqlite the future activities would have considerable benefit to EMI, as the new company would continue to record for them. The three EMI men would continue to record on EMI for those acts for whom they are at present responsible. Peter Sullivan will do likewise for Decca."

Hallyday Gives Police
Holiday in Concert Stints

PARIS—Coming at what is traditionally the dull period of the year, the return of the world-wide conquering rock singer Johnny Hallyday from his stint in the Army has considerably enlivened the French music scene.

Officially not due for demobilization until Aug. 20, Johnny was given 15 days special leave to tour with a concert at Colmar. The first sign that Hallyday had lost none of his old-fashioned provoking impact came with a concert at Fegers where sections of the 6,000 crowd were involved in violent scrimmages with police.

Hallyday was supported by his fellow countryman Jean-Pierre Marielle. The latter in the past year has been inactive for about a year.

Hallyday, who has been spoken of as the future of French pop music, would be a good choice to take over from Johnny for the role. His voice has a certain quality which is similar to that of Jean-Pierre Marielle. The two could work very well together in the future.

TV Show Will Honor 2 Beatles

LONDON — John Lennon and Paul McCartney will host their own 30-minute spectacular for Granada Television this fall. The show is a tribute to their world-wide composing success. It is unlikely to feature the other two Beatles unless they have a new record out at the time.

The program, which will feature all Lennon-McCartney compositions, may include Cilla Black, Billy J. Kramer and the Dakotas, Peter and Gordon, the Fourmost and the Skiffle. More top names are being sought. It is also hoped to insert film clips of American artists, one of whom will be Ella Fitzgerald.

The show will be similar to one Granada did in April honoring Burt Bacharach.

Phonodisc Label

TORONTO—A new French-language label, Phonodisc, has been established by Phonodisc, Ltd., a leading independent record manufacturer and distributor. Initial release on the new label, due this week, is "Dixie" and "Cloche," by a new group, Les Gemini. Although the release is in French, Phonodisc plans to give it national distribution and promotion.

Formation of the new label marks Phono- disc's re-entry into the rich French-Canadian market. Its earlier French-language labels, Reprise and France-O, have been inactive for about a year.

September 4, 1965, BILLBOARD

www.americanradiohistory.com

By ANDRE de VEKEY

LONDON—Three developments occurring here within the same week point to a pattern in the British Islands' disk business and herald a major shake-up in the industry which is certain to be felt during the coming months. These are: the EMI-Paul Hamlyn Re¬ cords for Pleasure tie-up (see separate story), the formation of Associated Independent Records (London) Ltd., and Andrew Ridgeley's new record company, Immediate Records Ltd.

Coming at a time when the British Chancellor's credit squeeze is now biting into industry's sales and profits from interest charges, it is all the more significant. The consumer appliance business, washing machines, refrigerators, TV and radio sets is in the grip of recession.

In June and July, one group of London retail TV and radio shops closed nine of its stores. The TV and radio manufacturing division of Pye noted it was closing a factory in North Ireland, employing 800. The division's chairman, Percy Malpas, said the decision was based on the current state of the market, with the important September holiday period selling at $2.50, has been using many retail outlets other than record shops, while the record market really says, then it can reasonably be expected that this policy will grow.

Managers' Breakaway

The breakaway of four of the U.K.'s top recording managers, (George Martin, Ron Richards and Peter Sullivan) from EMI and Decca to work for themselves (see separate story), is considered by some to be as significant to the disk industry as the Edison phonograph was to the film industry in Hollywood and Broadway. After all, the economics of filmland were altered and independent producers were born. Many labels, Cilla Black, Peter Sellers, Petula Clark, and the rest of the current recording crop will be affected by this new group.

Although the condition of the record business, generally, is said to be not as bad as in America, in the long-term aim of Associated In¬ (Continued on page 47)
We're half shot!

We're taping and filming Guest Shots on Shindig, Hullabaloo, and The Man From U.N.C.L.E.!

We're shooting up the charts with our big single,

Do You Believe In Magic

We're shooting down attendance records in Los Angeles, Atlanta, Miami, Pittsburgh, Detroit, Chicago, Milwaukee, Baltimore, and Philadelphia.

The best is yet to come.. Wait Till We're All Shot!

THE LOVIN' SPOONFUL

A PRODUCT OF KOPPEIMAN-RUBIN ASSOCIATES
PRODUCED BY ERIK JACOBSEN - MANAGEMENT BOB CAVOLLO

EXCLUSIVELY DISTRIBUTED BY MGM RECORDS.
INTERNATIONAL NEWS REPORTS

Can't Ignore Public: Lockwood

LONDON—(At a press conference here (25)) Sir Joseph Lockwood, EMI chairman, gave some background on the EMI-Paul Hamlyn story.

Sir Joseph said, "No company depends on the public, and we must look at the situation as we can afford to sit back and ignore constantly changing demands of the public in the record industry. Hence the decision to make Music for Pleasure an outlet for Japanese music. This is a move to introduce as many as possible of the best Japanese artists to the public, and it will make the other companies turn their attention to Japan."

Sir Joseph added that he hopes the乐队's decision will make Japanese music more popular in the UK. He said that the バンド's new album, "Japanese Songs," is expected to sell well in the UK.

The new album includes songs by famous Japanese artists such as Misato, Miyeko, and Eddy. The album is expected to sell well in the UK. Sir Joseph said that he hopes the album will attract more Japanese artists to the UK and that the バンド will continue to support Japanese music in the UK.

Britain Bans Hodges, Jankowski From TV

LONDON—American singer Eddie Hodges became the second pop star in a week to be banned from morning British television. His "The image" banned from TV because he was refused a permit from the Ministry of Information to appear in the Variety Artist's Federation.

A spokesman for the VAF told Billboard: "We will prevent any foreign artist from appearing on our shows if we are not satisfied with the program offered to us."

Japanese 5 Will Perform At Jazz Festival in Berlin

TOKYO — On the heels of Midnight Sun's performance at the 1965 Newport Jazz Festival, the Hokko Group will perform at the Berlin Jazz Festival to be held for three days, Sept. 27-29. The group, consisting of three sailors, will bring their famous "Kotani" Japanese finger harp to the Berlin Jazz Festival. The group's first performance was at the Tokyo Music Conservatory.

The group is being featured on the VAF's "Japanese Jazz," which is available in the UK. The group's performances are expected to attract more Japanese artists to the UK.

ANOTHER Mersey-Sound FROM LIVERPOOL

The most exciting sound in sports is the "Anfield Choir" a 12" long playing record, "I Am a Liverpool City" and its people $1.50 U.S.A.

Manager Bill Blandly and the team coming on the highlights of the teams WEMBLEY TRIUMPH

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Animals May Do Fall Trek In Poland

Warsaw — A performance by the Animals in Poland this fall is almost certain, an official of PAGART, the Polish Artistic Booking Agency said today (25).

The Animals' participation in the Warsaw Jazz Festival is expected to attract more Polish artists to the UK and to increase the popularity of Polish music in the UK.

Two U.S. Acts Hot in Britain

London—When the Byrds and Sonny and Cher left Britain they left behind them a string of hits climbing the charts.

"Turn! Turn! Turn! It's a Whole New Thing" by The Byrds and "I Got You Babe" by Sonny and Cher are expected to continue their success in the UK.

The Byrds' "Turn! Turn! Turn! It's a Whole New Thing" and Sonny and Cher's "I Got You Babe" are expected to continue their success in the UK.

September 4, 1965, BILLBOARD
The Will Meisel Verlag of West Berlin believes that the war in Vietnam has enabled Cambodia, Laos and Vietnam to expand their economic and military interests in Southeast Asia. This has created a political situation in which Indonesia and Malaysia has made a significant geopolitical impact on the region. The Verlag has retired the following book's Monopoly label, "Match: The World's Most Important 226," under the guidance of C. U. Blecher, the artist. The book is Sisu Dome, a Yoko Ono's top recording star, Herbert Hunger. The book's 30% discount for selling one million copies.

Radio Luxembourg is extending its English language music program. The station is now broadcast from West Berlin, Hamburg and Munich. The program is handled by Berliner, Dieter Hekk, those from Hamburg, and Tony Schwaner, Munich.

Berlin has a new beat music group called "The Beating Hearts." The group consists of Klaus Dreymann, lead guitar; Thomas der German rhythm guitarist; Joachim Jankowski, bass; Uwe Koehler, drums; and Olaf Leitner, organ. They have a British sound and feel good and "Sick and Tired" for the Sun-Club Records. The group is listed under the "Michael" label. The band's debut album, "Feel Good," has been released on the new "Jukebox" label.

HAMBURG
Hielt Bruch, top German recording artist who has had the lead role in the movie "Annie, Get Your Gun," will appear at the "Ich, Me, Myself and I," Nov. 7. ... West Berlin's top political band, "The Beatles," will appear at Demokopie on Lake Constance, has just released a poll showing the Germans are living of beat rhythm. The group's new album, "The Songs of the World," a Philips' release, has been awarded the "Abi Ohr". Pianist Christopher Easton of London was one of the most awarded first prize in the Chiar, Haskell contest at Lucerne, Switzerland. Easton's, "A" LP tribute to the late pianist Clara Haskil and is a popular personality in this country.

BARDEN DE WOOLF, 24, one of the Blue Diamonds, who just married Leda Moreno, Mexican actress, in Mexico City, has released a new album, "Indoctonants."

Peer Musikhalle Bude, which has three years at the top of the best seller lists—"Trance Welver," Sweet Summer," and "Dream On, Little Dreamer." "Die Drei Zehntausend," and "Marchen," Horst Jankowski's "Walk in the Rain of Love," is the year's highest German international hit. Away from the records, the S. W. B. German is the number one at the top of the German charts. The group's latest album, "Samba," has been released.

The Germans are living of beat rhythm. The group's new album, "Annie, Get Your Gun," will appear at the "Ich, Me, Myself and I," Nov. 7. ... West Berlin's top political band, "The Beatles," will appear at Demokopie on Lake Constance, has just released a poll showing the Germans are living of beat rhythm. The group's new album, "The Songs of the World," a Philips' release, has been awarded the "Abi Ohr". Pianist Christopher Easton of London was one of the most awarded first prize in the Chiar, Haskell contest at Lucerne, Switzerland. Easton's, "A" LP tribute to the late pianist Clara Haskil and is a popular personality in this country.

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<th>Country</th>
<th>Last Week</th>
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**PHILIPPINES**

1. **JULIO IGLESIAS**
2. **ABBA**
3. **LAMBERTO & THE BEES**
4. **RESORTAS**
5. **DE LA POLIZIA**
6. **RUSSEL & THE BAND**
7. **TOMMY TARANTINO**

**SINGAPORE**

1. **Crying in the Chapel**
2. **Walk in the Black Forest**
3. **The Hollies**
4. **The Hollies**
5. **The Hollies**

**SWEDEN**

1. **JULIO IGLESIAS**
2. **ABBA**
3. **LAMBERTO & THE BEES**
4. **RESORTAS**
5. **DE LA POLIZIA**
6. **RUSSEL & THE BAND**
7. **TOMMY TARANTINO**
PHILIPS in SCANDINAVIA

"Fröken Fräken" Sven Ingvars' Quartet sold over 200,000

skol!

PHILIPS in GERMANY

"My Fair Lady" (in German) sold over 500,000 LP's

prosit!

PHILIPS in JAPAN

Mina's Japanese version of "un buco nella sabia" sold 300,000

PHILIPS in FRANCE

France Gall's "Poupée de cire poupée de son" sold more than 500,000 within four months.

santé!

in co-operation with Hisa Record Co.,

Cheerio! Another good year ahead!

PHILIPS One world of music on one great label.
TRINI
HAS HAPPENED
TO RHYTHM
& BLUES
(and vice-versa!)
AVAILABLE NOW AT YOUR
TRINI LOPEZ

THE RHYTHM & BLUES ALBUM

SIDE ONE:
WEED HOURS
OHH POH DOO
HURTIN' INSIDE
DOUBLE TROUBLE
WATERMELON MAN
DON'T LET GO

SIDE TWO:
I GOT A WOMAN
SO FINE
SHE'S ABOUT A MOVER
LITTLE MISS HAPPINESS
LET THE FOUR WINDS BLOW
SHOUT

NEIGHBORHOOD FRIENDLY

Arranged and produced by Don Costa
Angel Inner Circle Grows; 150 Small Dealers Added

By ELIOT TIEGEL

HOLLYWOOD—Angel Records' "inner circle" network of dealers receiving special information about major projects has grown to 333 subscribers over the past four years.

The special mailing service has added 150 new dealers to the nucleus of key merchandise movers since Brad Engel became Angel's national sales manager last April.

Until last July the Midwest and Northwest were not represented in the "inner circle." These were previously classified as weak class areas.

The "inner circle" mailing service now sweeps all 50 States. Engel said when the service was first initiated, the only dealers receiving the advance product information and sales tips were key classical dealers in major markets. "We decided to include smaller dealers because we want them to know we want to help them," Engel explained.

Heartening Signs

The classical market is small and anything that can be done to expand the audience for classical recordings is of prime importance. For a dealer to expand in a State like Montana to suddenly go from zero classical sales to 15 LPs in a short time is a heartening sign, the company feels.

"Inner circle" members, principally the prime classical dealers, account for 78 per cent of Angel's total sales, the merchandiser said. Approximately 15 mailings are sent out per year. These include a letter and/or an advance copy of an LP plus photographs and biographical information about the artist if it is required.

This is the case with a new soprano, Mirella Freni, featured in the September release with an LP of operatic arias. Miss Freni, 32, is a rising star at La Scala and is scheduled to sing "La Boheme" at the New York Met in September and at the Chicago Lyric Opera House in October. "We have a job of educating American audiences about Miss Freni," Engel said. An "inner circle" mailing is one thing we do in keeping with the trade with the new performer.

Prager Invention

The "inner circle" mailing was created by Jerry Prager, Angel's former merchandising manager who left in April. "We try to level with dealers through the "inner circle" about our products," Engel explained. "There's no hype and we find we receive unsolicited return comments from dealers.

Engel believes the service does have an effect on sales. He says field reports report the advance information and sales tips enable dealers to judiciously sell products mentioned in the mailings.

The idea to decide which albums get the "inner circle" emphasis, Engel meets with the minimal staff. "We try to push the LP that has the most potential," Engel said.

The most renowned and widely used source of recorded classical music for broadcasters throughout the U.S. and Canada.

Over 3,800 radio stations have taken advantage of Angel's unique network of services of RSI and either as regular subscribers automatically receiving the top news releases on a weekly or monthly basis . . . or through individual selections made from the RSI Catalog and monthly album service.

For further details, write: Record Source International, 165 W. 46th Street, New York, N. Y. 10036

Record Source International
The original recording of "ROAD RUNNER" by THE GANTS is on Liberty, (#55829).
It's already a smash in Memphis and Miami — and spreading!
What else do you need to know?
THE ORGAN GRINDER’S SWING

The new big single by JIMMY SMITH

B/w I’LL CLOSE MY EYES

is also the new big album by JIMMY SMITH

VERVE

ORGAN GRINDER SWING
THE INCREDIBLE JIMMY SMITH
Featuring HENRY BURRELL and GRANDS TATE

V/VG-8628
<table>
<thead>
<tr>
<th>No.</th>
<th>Title/Artist, Label</th>
<th>Peak Position</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Out of Our Heads</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>Summer Days (And Summer Nights)</td>
<td>2</td>
<td>7</td>
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<tr>
<td>3</td>
<td>The Sun Is Shining</td>
<td>3</td>
<td>25</td>
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<tr>
<td>4</td>
<td>Beatles VII</td>
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<tr>
<td>5</td>
<td>Look at Us</td>
<td>5</td>
<td>3</td>
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<tr>
<td>6</td>
<td>Herman's Hermits on Tour</td>
<td>6</td>
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<tr>
<td>7</td>
<td>Bringing It All Back Home</td>
<td>7</td>
<td>19</td>
</tr>
<tr>
<td>8</td>
<td>Mary Poppins</td>
<td>8</td>
<td>49</td>
</tr>
<tr>
<td>9</td>
<td>My Name Is Barbra</td>
<td>9</td>
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<tr>
<td>10</td>
<td>Sinatra '65</td>
<td>10</td>
<td>10</td>
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<tr>
<td>11</td>
<td>Just Once In My Life</td>
<td>11</td>
<td>15</td>
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<tr>
<td>12</td>
<td>What's New</td>
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<td>48</td>
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<tr>
<td>13</td>
<td>The 3rd Time Around</td>
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<td>7</td>
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<tr>
<td>14</td>
<td>Mr. Tambourine Man</td>
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<tr>
<td>15</td>
<td>The Rolling Stones, Now!</td>
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<tr>
<td>16</td>
<td>The Beach Boys Today!</td>
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<tr>
<td>17</td>
<td>Dear Heart</td>
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<td>22</td>
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<tr>
<td>18</td>
<td>Fiddler on the Roof</td>
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<td>19</td>
<td>Marnie Faithful</td>
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<tr>
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<td>The Nearness Of You</td>
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<td>21</td>
<td>Johnnie Ray</td>
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<td>22</td>
<td>The New Pussycat</td>
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<td>23</td>
<td>Only You</td>
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<td>25</td>
<td>You and Me</td>
<td>25</td>
<td>3</td>
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<td>26</td>
<td>WOOLY BULLY</td>
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<tr>
<td>27</td>
<td>Meanwhile Back At The Whiskey Bar</td>
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<td>28</td>
<td>Zorba The Greek</td>
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<tr>
<td>29</td>
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<td>Hordowitz at Carnegie Hall</td>
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<td>31</td>
<td>Whipcream &amp; Other Delights</td>
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<tr>
<td>32</td>
<td>People</td>
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<td>33</td>
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<td>34</td>
<td>Today's The Day</td>
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<td>35</td>
<td>Introducing Herman's Hermits</td>
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<td>36</td>
<td>The Ventures On Stage</td>
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<td>37</td>
<td>Before And After</td>
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<tr>
<td>38</td>
<td>Music From Mary Poppins, The Soul Of A Fair Music, My Fair Lady, Etc.</td>
<td>38</td>
<td>14</td>
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<td>39</td>
<td>Beatles '65</td>
<td>39</td>
<td>36</td>
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<td>40</td>
<td>Blue Midnight</td>
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<tr>
<td>41</td>
<td>The In Crowd</td>
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<tr>
<td>42</td>
<td>The Beach Boys Concert</td>
<td>42</td>
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<td>More Hits By The Supremes</td>
<td>43</td>
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<td>44</td>
<td>Girl Happy</td>
<td>44</td>
<td>21</td>
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<tr>
<td>45</td>
<td>Three O'clock In The Morning</td>
<td>45</td>
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<tr>
<td>46</td>
<td>The Latin Sound Of Henry Mancini</td>
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<tr>
<td>47</td>
<td>Having A Wild Weekend</td>
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<td>4</td>
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<td>48</td>
<td>The King Family Show</td>
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<td>49</td>
<td>Ramblin' Rose</td>
<td>49</td>
<td>118</td>
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<tr>
<td>50</td>
<td>Elvis For Everyone!</td>
<td>50</td>
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</table>

The chart includes a variety of songs from different artists and genres, reflecting the popular music landscape of the time. The chart highlights the success of various artists, with tracks from The Beatles, Herman's Hermits, and other notable acts.
COUNTRY SPOTLIGHT

Buddy Ebsen Says Money

Reprise R 11947 (M); RS 11947 (S)

Buddy Ebsen has a voice like an old, ban- tany, show, and holds much as a south waist. The songs came out with a pleasant surprise, especially "Sarasota," but "Hin'-in' Heart" Set on his TV popularity, the song was the heavy number should create a flock of fans for any dealer.

GOSPEL SPOTLIGHT

Freedom Highway

Staple Singers, Epic LN 24163 (M); NY 24163 (S)

Singing a modern version of this group makes the outstanding gospel sound speak to the soul. The Staple Singers, LP is started with such racial as "We Shall Overcome," "IF There Is Something Ahead," in which the album appeals all the finer and lesser aspects of an honor-winning revival meeting.

JAZZ SPOTLIGHT

OUT FRONT!

Jaki Byard: Freestyle PR 7317 (M)

A swinging, sophisticated listener, album: "The Jaki Byard" from a rare group... From stride to modern blues, all blended with the Jaki Byard sound. The album contains an amazing voice of music with the backing of top musicians. And the Jaki Byard lute is a style that is at once startling and2200.ing.

RELIGIOUS SPOTLIGHT

Chapel Bells

Mary Joyce, Word W 3353 (M); WST 3353 (S)

A beautiful selection of religious songs, same music has been recorded in a book. Now the music lovers, the music lovers can find what makes them feel at home and make their friends, Chapel Bells. The voice quality on this album is very good. An excellent album.

JAZZ SPOTLIGHT

SOUNES FOR CHILDREN

Various Artists, London Arg DA 22 (M)

This album has had a great deal of praise, but here are some of those new in the music. The music lovers can find what makes them feel at home and make their friends, Chapel Bells. The voice quality on this album is very good. An excellent album.

JAZZ SPOTLIGHT

CHRISTIAN ANDERSEN FAIRY TALES, VOLUME II

Eve Watkins and Christopher Caven. Spoken Arts SA 572 (M)

The pater notes say: "Speak to the child in a way the child can understand, read the story, make it real to the child, and give the child the feeling of being there." The idea is good, but it is the way this story is told that makes it different. The use of music in this story gives it a unique quality.

COUNTRY SPOTLIGHT

THE STAPLE SINGERS

Freedom Highway

Staple Singers, Epic LN 24163 (M); NY 24163 (S)

Singing a modern version of this group makes the outstanding gospel sound speak to the soul. The Staple Singers, LP is started with such racial as "We Shall Overcome," "IF There Is Something Ahead," in which the album appeals all the finer and lesser aspects of an honor-winning revival meeting.

COUNTRY SPOTLIGHT

The Staple Singers

Freedom Highway

Staple Singers, Epic LN 24163 (M); NY 24163 (S)

Singing a modern version of this group makes the outstanding gospel sound speak to the soul. The Staple Singers, LP is started with such racial as "We Shall Overcome," "IF There Is Something Ahead," in which the album appeals all the finer and lesser aspects of an honor-winning revival meeting.

SPOKEN WORD SPECIAL

T. S. Eliot Reads Old Possum's Book of Practical Cats

London Arg 116 (M); OKS 4309 (S)

Eliot's poetry, a beautiful voice of music with the backing of top musicians. "The Jaki Byard" from a rare group... From stride to modern blues, all blended with the Jaki Byard sound. The album contains an amazing voice of music with the backing of top musicians. And the Jaki Byard lute is a style that is at once startling and2200.ing.

JAZZ SPOTLIGHT

JUMPIN' FUNKINS

Duke Ellington, RCA Victor LP 517 (M)

Bobby Vinton. The music of Duke Ellington is a beautiful voice of music with the backing of top musicians. "The Jaki Byard" from a rare group... From stride to modern blues, all blended with the Jaki Byard sound. The album contains an amazing voice of music with the backing of top musicians. And the Jaki Byard lute is a style that is at once startling and2200.ing.

JAZZ SPOTLIGHT

The Great Gatsby

Vince Guaraldi, RCA Victor LP 519 (M)

In between this "stride" piano playing, each song has its own personality. The piano playing is excellent and the record is a masterpiece.

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In between this "stride" piano playing, each song has its own personality. The piano playing is excellent and the record is a masterpiece.
A NEW FIRST FOR THE FABULOUS
GENE PITNEY

His first Album of the
great songs of our time

★ ★ ★

ON THE STREET
WHERE YOU LIVE
AS LONG AS SHE NEEDS ME
ALL THE WAY
MARIA
MORE
CLOSE TO MY HEART
MISTY
UNCHAINED MELODY
ANYWHERE I WANDER
RAGS TO RICHES
TONIGHT

FROM THE ALBUM and RIDING HIGH ON THE SINGLES CHARTS
LOOKING THROUGH THE EYES OF LOVE
MUSICOR 1103

MUSICOR RECORDS • A DIVISION OF TALMADGE PRODUCTIONS, INC., N.Y.
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And 300,000,000 albums overwrapped in Cryovac Y-Film have been sold off self-service racks. This overwrap program is right—it has been proven. The Cryovac Y-Film process has been accepted by almost all labels and pressed, qualifying it as "the standard of the industry." The reason? Film, fully automatic equipment, and full service make this the only complete and proven process in the industry. The sales appeal and durability of Cryovac Y-Film overwrap are obvious from the record list it has established. Doesn't this proven program sound like the one for you? Check it out today!

THE JAZZ BEAT

By ELIOT TIEGEL

Five recent albums seem to indicate that Latin-Jazz is still a favorite among musicians and a style which record manufacturers feel has commercial possibilities.

The new LP's are "Stepping Out" by the Quartette Tres Bien on Elektra, "The Tapper's Greatest Hits" on Fantasy, "On The Trader's Rendevous" by George Shearing on Capitol, "La Bambo" by Mongo Santamaria, and "Latin Mann" by Herbie Mann on Columbia.

These are just a few of the many LP's which are breaking through the overwrap barrier. The Trader package is one of those ever present albums of previously pleasurable moments which labels deem worth releasing. With Trader's delightful success on Verve, Fantasy has total enrichment to gain, nothing to lose in issuing this product. The lead song is "Soul Sauce," emphasized in large letters with the other great hits relegated to lesser greatness. "Soul Sauce" naturally is the title of a recent Tjader Verve LP and one which has really established him as a Verve artist.

Before joining the family of the MGM label (Verve being an MGM subsidiary), Tjader toiled for San Francisco-based Fantasy and helped the label build up one of the most outstanding Latin-Jazz catalogs. Among the Latinos performing on tunes in the new LP are Mongo Santamaria, now with Columbia; Vince Guaraldi, now an established name with Fantasy; Willie Bobo, afmued name with the percussionist for any label, and Stan Getz, a leading sales force for Creed Taylor and the Verve people.

Tjader has long been a favorite among discerning Latin jazz buffs in the big cities and has always been one of the most programmed of the seasoned Latin specialists. The Quartette Tres Bien's LP—the fourth released by Decca within the past year—stands as a strong contender in that field. To add to the Italian jazz, replete with the infectious Cuban beat, this album offers such first-rate titles as "Wach War," the authentic name for "Soul Sauce"; "Mambo"; and "Afro Blues" among others.

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The new Shearing album falls right into his offtimes pleasing piano-vibes Latin mold. The music is danceable, if anyone cares to shrug off the monkey, frog, penguin, hipo or whatever teen-age dances the old Elvis Presley fans now in their late 20's do at discotheques.

Shearing's repertoire, like the Tres Bien men's, is built around popular tunes with clff hangers like "Mambo Serenade" and the always exciting "Mambo at the Blackhawk" as added frills. But listen to the "Flamenco" which adds a new twist to the old Spanish-flavored tune. The Shearing LP is the only one of its kind.

The Shearing LP, "Pulo," which includes four Atlantic LP offers interpretations of "Rose of the Crescent," "Smell of the Crowd," now appears on the Billboards as K.C.'s September best-seller. Shearing's signature is also of the pulsating, melodious quality which is Latin jazz.

Percolation Santamaria's album is the most "commercial" sounding of the lot. There is an internal effort to add a rocking flavor to the music which will appeal to rocknicians while still hypnotizing the trumpeter plays in concert. The trumpet play is all in the Latin jazz style reminiscent of Tijuana Brass graduates or Tamba/Motown hired hornmen, which isn't bad in either case.

Brooklynn Mann, whose recent Atlantic LP offered interpretations of "Roo of the Crescent," "Smell of the Crowd," now appears on the Billboards as K.C.'s September best-seller. Shearing's signature is also of the pulsating, melodious quality which is Latin jazz.

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with the finest POP artists

MOMS MABLEY

THE OTHER WORLD OF WINSTON CHURCHILL

DOMINO '65

JOHNNY MATHIS

DOMINO '65

THE MITCHELL TRIO

QUINCY JONES

MERCURY SEPTEMBER RELEASE

LESLEY GORE

MY TOWN, MY GUY, & ME

THE SMOTHERS BROTHERS

MERCURY CLASSICAL ALBUMS

MENDELSSOHN Concerto in E Minor; SCHUMANN Concerto in A Minor; Henryk Szeryng, Violinist; London Sym. — A. Dorati

MUSICAL SOIRÉE AT THE COURT OF SANS-SOUCI; Jean-Christophe Rameau; 18th Century Flute Concertos by Frederick the Great, Quantz, Graun, & Hasse; Orch. Antiqua Musica, Jacques Rouquet

VIVALDI Concertos for Strings & Oboes, Moscow Chamber Orch. Rudolf Barshai

BARTÓK The Wooden Prince (Complete) London Sym. — Dorati

THE ROMEROS PLAY AN EVENING OF FLAMENCO MUSIC

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<tr>
<th>No.</th>
<th>Artist/Song Title</th>
<th>Original Label/Release Date</th>
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<tbody>
<tr>
<td>1</td>
<td>HELP</td>
<td>Motown/Capitol 1965</td>
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<td>2</td>
<td>LIKE A ROLLING STONE</td>
<td>ABC/Dunhill 1965</td>
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<td>3</td>
<td>CALIFORNIA GIRLS</td>
<td>United Artists 1965</td>
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<td>UNCHAINED MELODY</td>
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<td>5</td>
<td>IT'S THE SAME OLD SONG</td>
<td>York/Top 100 1961</td>
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<td>6</td>
<td>I GOT YOU BABY</td>
<td>Motown/Capitol 1965</td>
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<td>7</td>
<td>YOU'RE ON MY MIND</td>
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<td>8</td>
<td>PAPA'S GOT A BRAND NEW BAG</td>
<td>King 1964</td>
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<td>9</td>
<td>EYE OF DESTRUCTION</td>
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<td>HOLD ME, THRILL ME, KISS ME</td>
<td>Northern/Peacock 1965</td>
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<td>11</td>
<td>NOTHING BUT HEARTACHES</td>
<td>Chess/Chess 1965</td>
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<td>12</td>
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<td>DOWN IN THE BOONDOCKS</td>
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<td>BABY I'M YOURS</td>
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<td>15</td>
<td>THE &quot;IN&quot; CROWD</td>
<td>Chess/Chess 1965</td>
</tr>
<tr>
<td>16</td>
<td>TRACKS OF MY TEARS</td>
<td>Chess/Chess 1965</td>
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<tr>
<td>17</td>
<td>I WANT TO BE YOUR MAN</td>
<td>Chess/Chess 1965</td>
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<tr>
<td>18</td>
<td>ACTION</td>
<td>Chess/Chess 1965</td>
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<tr>
<td>19</td>
<td>HOUSTON</td>
<td>Chess/Chess 1965</td>
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<td>20</td>
<td>CATCH US IF YOU CAN</td>
<td>Chess/Chess 1965</td>
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<td>21</td>
<td>JULY HAND</td>
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<td>22</td>
<td>SAVE YOUR HEART FOR ME</td>
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<td>IN THE MIDNIGHT HOUR</td>
<td>Chess/Chess 1965</td>
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<td>24</td>
<td>HANG ON SLOPES</td>
<td>Chess/Chess 1965</td>
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<td>25</td>
<td>ASH Action</td>
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<td>26</td>
<td>JUHAND</td>
<td>Chess/Chess 1965</td>
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<td>LAUGH AT ME</td>
<td>Chess/Chess 1965</td>
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<td>28</td>
<td>LOOKING THROUGH THE EYES OF LOVE</td>
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<td>29</td>
<td>SHAKE AND SHACK THE FINGERCOP</td>
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<td>30</td>
<td>AGENT OO-OOD</td>
<td>Chess/Chess 1965</td>
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<td>31</td>
<td>CAN'T GET NO SATISFACTION</td>
<td>Chess/Chess 1965</td>
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<td>32</td>
<td>SUGAR DUMPLING</td>
<td>Chess/Chess 1965</td>
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<tr>
<td>33</td>
<td>WE GOTTA GET OUT OF THIS PLACE</td>
<td>Chess/Chess 1965</td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z**

**BUBBLING UNDER THE HOT 100**

Complied from national retail sales and radio stations display by the Music Popularity Dept. of Record Market Research, Billboard.
Hottest order form in the biz!

<table>
<thead>
<tr>
<th>Label</th>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>LONDON</td>
<td>9780</td>
<td>Summer Nights</td>
<td>Marianne Faithfull</td>
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<tr>
<td>9781</td>
<td></td>
<td>With These Hands</td>
<td>Tom Jones</td>
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<tr>
<td>PRESS</td>
<td>9773</td>
<td>You've Got Your Troubles</td>
<td>The Fortunes</td>
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<td>9774</td>
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<td>Everyone's Gone To The Moon</td>
<td>Jonathan King</td>
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<td>9785</td>
<td></td>
<td>The Way Of Love</td>
<td>Kathy Kirby</td>
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<td>9786</td>
<td>Whenever You're Ready</td>
<td>The Zombies</td>
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<td></td>
<td>9784</td>
<td>It Won't Hurt (Half As Much)</td>
<td>Them</td>
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<td>45013</td>
<td>Take What I Got</td>
<td>The Twilights</td>
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<td>2085</td>
<td>Don't Turn Your Back On Me</td>
<td>Don Bryant</td>
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<td>9782</td>
<td>The Winds That Blow</td>
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<td>LONDON</td>
<td>9783</td>
<td>I Need You</td>
<td>Declan Ryan</td>
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<td>953</td>
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<td>LONDON</td>
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www.americanradiohistory.com
GMA Votes to Expand Its Organizational Drive

NASHVILLE — Directors of the Gospel Music Association, at its quarterly meeting here Aug. 16, voted to initiate immediately an organizational membership drive, with dues of $100 a year for holding companies.

Dues for subsidiaries of holding companies would be $50 per year for each subsidiary.

The board also voted to initiate a life membership drive after the National Quartet Convention Oct. 15-18. Dues will be $100 per person.

The directors expressed a hope to open a GMA office in Nashville within the next year and employ an executive secretary.

Attending the meeting were Don Light, of Billboard's Nashville office; board chairman; James Myers, of SESAC, New York; Brock Sport, Spier Family, Nashville; Nashville J. D. Summer, Stamps Quartet, Memphis; Hoe- vie and Lo Vaghi, Quarters, Atlantic; James S. Wetherington, Statesmen Quartet; John T. Ben- ton, jr., editor, Gospel Music; Dallas G. B. Nowlin, promoter, Fort Worth.

NEW TV SHOW: Jerry Goff, general manager of Programming, Inc., Atlanta, was in Music City last week, taping the first "Gospel Round-Up" syndicated TV show. The show, "Gospel Round-Up," will be the first gospel music program to be produced in color, photo: Chuck McCord (left), operational manager, and Kathy Tenney, office coordinator.

Shaped Notes

By DON LIGHT

Jerry Goff, president of Programming, Inc., Atlanta, was in Music City last week, taping the first "Gospel Round-Up" syndicated TV show. The show, "Gospel Round-Up," will be the first gospel music program to be produced in color.

RCA Victor's George Beverly Shean recorded his first album in Nashville recently under direction of Darol Rice. It will be released in October... Jake Hess and the Imperials are set for several major college concerts this fall, booked by Dennis Hausy, vice-president of Pete Emery Productions. The bookings resulted from the successful University of Alabama concert that the Imperials played last spring, the first appearance of gospel music on a major campus.

Darol Rice, RCA Victor's artist manager from Hollywood, directed the Statesmen in sessions here last month for winter release. Rice will return this month to produce an album of gospel songs by the Anita Kerr Singers. It will be their first gospel album.

Marvin Norcross, of Word Records, Inc., Waco, Texas, will produce the Happy Goodman show.

Religious Music

Light Sets Up BB Luncheon

NASHVILLE—Don Light, who resigned recently as sales executive at Billboard's Nash- ville office, board chairman; James Myers, of SESAC, New York; Brock Sport, Spier Fam- ily, Nashville; Nashville J. D. Summer, Stamps Quartet, Memphis; Hoe- vie and Lo Vaghi, Quarters, Atlantic; James S. Wetherington, Statesmen Quartet; John T. Ben-

can also be attributed to the energetic efforts of Polly Grimes, director of Gospel Center, Inc., Redondo Beach, Calif. Through her efforts such top groups as the Statesmen and Blackwood Brothers are making regular semi-annual tours in California.

Miss Grimes books a concert for two nights in a row in Long Beach, only city where it is done, and usually play to sell-out crowds. Rest of the circuit is composed of one-nighters at Bakersfield, Fresno, Sacramento, Oakland and San Jose, Calif.

Miss Grimes has introduced to audiences gospel quartets that were completely unknown to the California public before. She has created a public following for such groups as Jake Hess and the Imperials, the Har- vesters, the Couriers, Oak Ridge Quartet, the Weather- fords, Sons of Song, in California, to the Statesmen and Black- wood Brothers.

Attendance at the first concert in 1961 was 2,000. Miss Grimes said crowds have grown so that now more than 50,000 attend the twice-a-year circuit concerts.

Long Beach draws bigger crowds than the other six cities, the talent, but part of this is from the nearby Los Angeles area.

Miss Grimes said Gospel Concerts, Inc., plans to expand the gospel circuit to other Califor- nia cities and into other Western States. Her organiza- nation also conducts a gospel music seminar (the second is now in progress), with enrollment from the Western States and Canada. This will assure continuation of gospel music growth in the Western States...

(Jake Hess is a well-known DJ for Station KFOX at Long Beach.)

PROFILE

The Imperials Made Fast Climb to Top

The Imperials were organized less than two years ago but have already climbed to the top of the gospel music world. They are one of the first small per- forming groups in the business today.

Dozens of gospel groups struggle for years and never reach the top. The Imperials' spectacular rise in the industry speaks volumes when one examines their history. Jake Hess, who sang lead for the Statesmen for 15 years, decided in late 1962 to form his own quartet. He knew from experience, however, that a new group would not succeed in a highly competitive field if it had top-caliber singers.

Hess began his search. He had met Gay McSpadden of Lub- beck, Tex., a fine tenor singer, and knew he would be ideal. The Gay's father is a minister and Gay grew up singing gospel songs. Hess told Gay his plans and asked him to be ready when the call came. Gay agreed, and on the day before the call, got experimental tickets to the Oak Ridge Quartet show.

J. D. Sumner Joins Stamps

MEMPHIS—J. D. Sumner, bass singer for Blackwood Brothers Quartet for 10 years, has become bass singer for the Stamps Quartet. John Hall, who sang bass with the Stamps group, took Sumner's place with the Blackwood Brothers.

The Blackwood Brothers own the Stamps Quartet Music Co., which sponsors the Stamps Quartet. Sumner said the switch of he and Hall was an organiza- tional change.

Sumner has managed the Stamps Quartet since the Black- wood Brothers acquired the Stamps operation in 1962. The switch enables Sumner to con- duct business of the Stamps group more conveniently.

Word Signs Goodmans

WACO, Tex.—Word Records, Inc. signed the Goodman Family to a recording contract. Jarrell McCracken, president, announced last week.

The Goodmans will record their first album for Word's Canaan label this month.

Word, which has about 10 gospel groups under contract, is in process of expanding its recording of gospel music labels, McCracken said.

September 4, 1965, BILLBOARD
EASY LISTENING

These are best selling mid-season chart singles compiled from national retail sales and college station air-play lists in rank order.

1. You Were On My Mind (10)
   2. Hold Me, Thrill Me, Kiss Me (12)
   3. Save Your Heart For Me (6)
   4. Houston (5)
   5. You'd Better Come Home (9)
   6. Moonlight and Roses (5)
   7. I'll Make All Your Dreams Come True (2)
   8. Two Different Worlds (4)
   9. It Really Over (2)
   10. I'm Yours (4)
   11. With These Hands (2)
   12. Heartaches by the Number (6)
   13. Summer Wind (2)
   14. Roundabout (2)
   15. Summer Wind (4)
   16. The Sweetheart Tree (7)
   17. The Girl From Portsmouth (1)
   18. The Silence (II SILENTO) (3)
   19. 3rd Man Theme (1)
   20. When Somebody Loves You (1)
   21. Millions of Roses (2)
   22. Way of Love (2)
   23. The Sweetheart Tree (8)
   24. I Don't Want to Live (Without Your Love) (4)
   25. Because You're Mine (3)
   26. Can't Begin to Tell You (4)
   27. Where Does That Leave Me (2)
   28. Old Cape Cod (3)
   29. Oowee, Oowee (9)
   30. Where Were You When I Needed You (6)
   31. Fly Me to the Moon (6)
   32. Theme From "A Summer Place" (14)
   33. Too Many Rivers (1)
   34. It's Gonna Be Fine (9)
   35. Nobody Knows You When You're Down and Out (12)

BOONE BOOMS!

We would like to thank you for one Hit and introduce you to another

"BIG TENNESSEE"

C/w

"MY LAST TWO TENS"

Boone #1032

TEX WILLIAMS—Big Tennessee (RCA, BMI)—A definite top-of-the-country-chart contender is this hot rhythm follow-up to his recent hit, "Too Many Tigers." Rich, pulsating Williams vocal can't miss. Flips: "My Last Two Tens" (Acclaim, BMI).

Boone 1832

THE CASH BOX BULLSEYE

Featuring the Inimitable Styling of

TEX WILLIAMS

This Record Is Pop! This Record Is Country! This Record Is a Hit!

GREAT SALES ACTION

There's a Boone Record Distributor in Your Area. Contact Them Today.
GOVERNOR CLEMENT OF TENNESSEE last week proclaimed October Country Music Month. Witnessing the signing was T. J. Ritter, president of the Country Music Association, and Frances Preston, board chairman of CMA.

GOVERNORS CO-OPERATE

CMA, WSM Finalize Plans for Gala Fest

Continued from page 1

to the Country Music Hall of Fame at the CMA banquet Oct. 22.
On Oct. 17, CMA and the Nashville Junior Chamber of Commerce will stage the first annual Music City U.S.A. Pro-Celebrity Golf Tournament. Name pros will team with country music celebrities for the 18-hole event.
In addition, Billboard's 18th annual country music awards will be presented on the Jimmy seinfeld and festival include unveiling of new members elected Dean TV show of Oct. 22. The show will be taped in Nashville Oct. 14.
"The Steve Lawrence Show," which premieres on CBS Oct. 4, will also salute country music guests. Guests include Minnie Pearl, Eddy Arnold, Grandpa Jones, the Jordanaires, the Fiddlers Three and the Stone Mountain Choppers.
The other governors who have proclaimed October Country Music Month are George Wallace, Alabama; Orval Faubus, Arkansas; John Love, Colorado; Hayden Burns, Florida; Carl Sanders, Georgia; Otto Kerner, Illinois; John Connally, Texas; Hubert Humphrey, Iowa; Edward Breathitt, Kentucky; John McKethen, Louisiana; John Reif, Maine; George Romney, Michigan; Frank Morrocco, Nebraska; John Chafee, Rhode Island; John Connally, Texas; Albertson Harrison, Florida; and Warren Knowles, Wisconsin.

Tubb TV-er Ready for Syndication

NASHVILLE — The Ernest Tubb Show, a half-hour TV series for syndication, was unveiled in a special trade-press showing last week by Hal Smith TV Programs, Inc., a new corporation.
The Tubb show, the company's first property, features, besides Tubb and his Texas Troubadours, singers Willie Nelson, Wade Ray, Linda Flanagan, Jack Green and comic Ben Walton as regulars. The show was produced by A. O. Stinson. Stinson said the producing company will also handle syndication of a veteran TV show producer, Hal Smith, board chairman of the new corporation, general manager of Pan- per Music, Inc., and Hal Smith Talent Productions.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for week Ending 9/4/65

This Week Last Week TITLE, Artist, Label & No. Weeks on Chart

1. 10 THE BRIDGE OVER, SUN 6736 (Sun, 224)
2. 20 I'VE GOTTEN A TIGER BY THE TAIL, Eddy Arnold, RCA Victor V-3541 (RCA, 224)
3. 5 I'M THE EASY WAY, Bob Wills & His Texas Playboys, RCA Victor V-3542 (RCA, 224)
4. 30 THE RETURN OF ROGER MILLER, Scott Mcelvain, M-2100 (MGM, 224)
5. 35 WILLIE WILLIAMS, S. & HANK WILLIAMS, JR., FATHER & SON, RCA Victor V-3540 (RCA, 224)
6. 40 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
7. 45 ON THE 18TH OF AUGUST, Slim Whitman, Capitol C-2299 (Capitol, 224)
8. 50 IT'S A MINE OWN, Johnnie Wright, Decca D-2199 (Decca, 224)
9. 55 I'M GONNA BE A WALKING WRECKO, Mickey Gilley, Capitol C-2200 (Capitol, 224)
10. 60 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
11. 65 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)
12. 70 THE TROUBLE WITH TONIGHT, Webb Pierce, Capitol C-2202 (Capitol, 224)
13. 75 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
14. 80 IT'S A MINE OWN, Johnnie Wright, Decca D-2199 (Decca, 224)
15. 85 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
16. 90 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)
17. 95 THE TROUBLE WITH TONIGHT, Webb Pierce, Capitol C-2202 (Capitol, 224)
18. 100 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
19. 105 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
20. 110 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)

HOT COUNTRY ALBUMS

This Week Last Week TITLE, Artist, Label & No. Weeks on Chart

1. 11 THE COUNTRY ROAD SHOW, Webb Pierce, Capitol C-2202 (Capitol, 224)
2. 16 COUNTRY MUSIC TODAY, Capitol C-2206 (Capitol, 224)
3. 21 HOWDY, PARDNER, Capitol C-2210 (Capitol, 224)
4. 26 MY COUNTRY ROAD, Webb Pierce, Capitol C-2202 (Capitol, 224)
5. 31 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)
6. 36 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
7. 41 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
8. 46 ON THE 18TH OF AUGUST, Slim Whitman, Capitol C-2299 (Capitol, 224)
9. 51 IT'S A MINE OWN, Johnnie Wright, Decca D-2199 (Decca, 224)
10. 56 I'M GONNA BE A WALKING WRECKO, Mickey Gilley, Capitol C-2200 (Capitol, 224)
11. 61 IT'S A MINE OWN, Johnnie Wright, Decca D-2199 (Decca, 224)
12. 66 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
13. 71 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)
14. 76 THE TROUBLE WITH TONIGHT, Webb Pierce, Capitol C-2202 (Capitol, 224)
15. 81 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
16. 86 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
17. 91 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)
18. 96 THE TROUBLE WITH TONIGHT, Webb Pierce, Capitol C-2202 (Capitol, 224)
19. 101 BLUES IN MY HEART, Hank Snow, Capitol C-2298 (Capitol, 224)
20. 106 I'VE BEEN A BAD BAD MAN, Sonny James, Capitol C-2201 (Capitol, 224)
21. 111 COUNTRY ROAD, The Imperials, Decca D-2197 (Decca, 224)

September 4, 1965, BILLBOARD
YESTER YEAR'S COUNTRY HITS

Change-of-place programming from your libronian's shelves, featuring the disks that went the highest 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 September 5, 1960
1. Alicea, Cowboy Copas, Starkey
   2. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
   3. Anyman, Roy Drusky, Decca
   4. I'm Getting Better, Jim Reeves, RCA Victor
   5. One Hot Moon, Roy Price, Columbia

COUNTRY SINGLES—
10 Years Ago September 3, 1955
1. I Don't Care, Webb Pierce, Decca
   2. Satisfied Mind, Little Jimmy Dickens, RCA Victor
   3. Castle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
   4. Satisfied Mind, Jean Shepard, Capital
   5. Satisfied Mind, Red & Betty Foley, Decca

NASHVILLE SCENE

By ELTON WHISENHEUT

PREDICTION—Don Bowman is the funniest guy I've heard in a long, long time. I dropped by RCA the other day, just happened to hear the tape of his new album, and almost died laughing. His material is original and hilarious. Watch for a single called "Dore Harlan Howard," and on the album, "I'm Sorry, In January." "Freedy, the Freeway," "More Than Me," or "Honey I'm Home." Our kids need a little national TV exposure to hit the top.

Rumor has it that Anita Kerr will open for the Hollywood Bowl for the fourth time before this week. I couldn't confirm it, but the first three had a lot to do with the Golden Nugget, Las Vegas, who employ a lot of country talent, was given a surprise birthday present by a group of Nashville friends who went west to the Country Music Association board meeting in San Francisco. Among those from Nashville in that party were Hubert Long, Lucky Moeller, Hank Thompson and Charlie Robb. From Texas, also showed up.

TOWN AND COUNTRY—Willie Lee and Stringer Cooper starred in a country radio music show at Cadillac, Ont. Bill Martin, artist and promoter former of Michigan, has moved to Nashville. His latest for Enterprise is "Rip Around the Corner." Noted composer Marjorie Wilkin has been admitted to Parkview Hospital for treatment of a blood clot in her leg. Appearances at the annual rodeo at Huntsville, Tex., will be made in October by Tennessee Ernie Ford, Roger Miller, Brenda Lee and Jiminy Dean.

ALL THE BEST to Loretta Lynn, a grandmother at 32! She married young, as did her daughter, Mrs. Jack Shears, who gave birth recently to a daughter named Loretta Lynn Sheares. The baby, born prematurely, is under the care of Paducah (Kent.) Hospital and is coming along well. Bobby Bare will tape for the Jiminy Dean TV show in early November for later showing.

THE HARD WAY—Danny Byrnes, 27, walked from Nashville to Las Vegas recently to promote his Nugget Records single, "Again and Again and Again." It took him four days to cover the 1,590 miles; cost him $2,000. His wife Hazel would drive ahead each day.

NASHVILLE—Star's Sixth Annual Country Music Spectacular was awarded by the National Association of Record Merchandisers to Jack Daniels Sweepstakes, which began Aug. 1, concludes Oct. 15. The plan offers dealer discount of 20% on all Star 10c suggested dealer list prices except the economy series. Details are available through Star distributor, H. E. Duke, Nashville, Tenn.

Billboard's list prices.

All the Village-to-Urban stories from the Billboard's list prices.

Ballot for final voting by more than 21,000 Billboard subscribers will be bound into the Sept. 25 edition.

JEWEL-PAULA HOME OF THE BIG ONES
718 TEAS ST., SREETOWN, IA.
(319) 422-7789

LADY'S—BOLIVAR MAN. J.
UNIQES
PAULA 327

C. C. RATHER YOU TO ME
JOHN FRED
PAM'S
days are very truly dark yours...ED TAYLOR
JWEL 748

HURKIN' AGAIN
CAN NAT STUCKEY

WORRYING THE WALK
BOBBY CHARLES
PAM 234

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PAM 234

D.J.'S WRITE FOR FREE SAMPLES
A 'New Breed' of Country Music Station Emerging

Continued from page 1

Like WJZ, Chicago; KSAY, San Francisco; KRAK, Sacramento; KOA, Now See to strangest in Long Beach, Calif. The success of WJZ is the talk of the industry.

Mr. Jo Walker, president of the network, said there are now more than 200 radio stations that program country music exclusively, and a dozen of these changed to country music only in the past three or four months. In 1961, a CMA survey revealed only 81 stations programming country music exclusively.

In all, he said there were nearly 1,800 radio stations that programmed country music Primetime.

KRAK, Sacramento, station manager Jay Heffer said he felt one of the reasons why so many stations were changing is that "country music has matured." Radio stations such as his own—nearing its third country year—said, are "overcoming the stigma that used to be connected with the field. Everything grows up, the interest the artists and the record companies all over the country, there's more attention towards and production of records—the drive to produce good product. And this product has slipped over into the pop field many times, thus, 'Mudding the waters' of people to country music."

"Too, there's been a mingling of the population, a moving about. You get this kind of blurring off. So many people have moved to the national level from so many different States; it's like a melting pot."

Charlie Doll, station manager at WLSZ, Baltimore—now into its second year in country music—said that country music stations were growing in number partially because "it's just like the style of clothes—fads change from time to time. Now the people like country music. Too, because it's a home music is changing. It's moved uptown. From banjos and fiddles to strings."

Mr. C. R. Gannon, general manager of WDNY-FM, Flushing, N.Y., 50,000-watt station that reaches people with "sensation," said his station is switching to country music because "it looks like the coming thing."

Farrell Smith, program director of WOK, Charlotte, N. C., said that his station was going to country music (stated for before Sept. 1) because "it's the trend."

WHIL-FM, Boston, broadcasts country music now and Ken Hanley, program director, said, "I think it's the modern country music that is really catching on. He said the programming music at WHIL is aired with "almost Top 40 personalities and we use virtually Top 40 format with the rotation of the major records to see that they're playing country music."

The station also has a local talent show every night. "The show is doing fine. Hanley said, "and some of the talent is now beginning to get on records themselves."

WSLS, Roanoke, Va., went country commercially in Aug. 16.

"Increasingly favorable reaction was the prime factor in our decision to go all-out for country music programming," said George Chernock, WSLS station manager. The station first entered the field in March 1964, with country music at night and contemporary pop music in the daytime. Then things happened.

WSLS's sign-off time of midnight was expanded to 1 a.m. six weeks after midnight by the start of night country music programming. In September 1964, WSLS became a 24-country music station and a few months later expanded further country music programming. In September 1964, WSLS became a 24-country music station and a few months later expanded further country music programming. Now, the final change over.

WaV, Gets to Top Ranks

Head of the West Coast and Country Music Association (Jack) Chapman of WVAL, St. Cloud, Minn., has declared that in these stations we days, we went Top 20 country at the beginning of the year and it has taken our station from the bottom to the top. We have on several occasions in the past couple of months sold completed outright contracts to other stations within a week.

Chapman, a former country music artist on Capitol Records, said that accounts not sold on country music are coming over and have become regular accounts.

"A couple of the major record companies do not give us the service we would like to have," Chapman said, "but by and large the cooperation is good and it has been most gratifying. Every record is country music and then the record they've given an airing." He said a lot of country acts have begun to talk about new country sounds have been aired. "That's off to Tex Ritter and Chris Lane, and Dean Martin and I'm sure they are going to be more prominent country music in the vital spots."

Emery Tanen, who recently purchased country music station KZHE, Castro, Cal., said that he didn't know if country music could catch the Top 40 roll, "but it seems to be gathering momentum. One reason I purchased KZHE was that the better radio station is the high density of industrial workers in that area. Makes it a prime market for country music."

In the country music has long been a favorite. Now, CBS-FM in Minneapolis is programs modern country music in from good quality. KLFF, Spok, and WRFL in the Seattle area are national programs of country music in May; WTRA, Latrobe, Pa., went country music Aug. 1.

Some of the stations that have recently added a country music program to their program include KCSL, Lebanon, Ont.; WDOG, Marine City, Mich., recently started a morning show six days a week; KMO, Tacoma, Wash., is now playing country music two hours a day; KNY, Juneau, Alaska, has a country show now, as does WAFS, Amsterdam, N.Y.,

...but Johnson has only there been a few weeks.

By CLAIDE HALL

Baltimore—The Top record exposure situation of the nation’s 13th radio market experienced an upheaval, according to Billboard’s latest Radio Survey. The cause was obvious. Bud (Fat Daddy) Johnson shifted from WISD to WTH.

In August 1964, Johnson was the No. 1 radio deejay in influencing the sale of 16th records. He still is. But the station he left dropped from top position to second behind WWIN. A year ago, WSDS toppled WWIN slightly. Now WWIN earned away 29 per cent of the votes of dealers, distributors, rack jobbers, one-stop, promotion men and record companies; WISD, 27 per cent.

As yet, Johnson, who scored 34 per cent of the votes in the radio deejay category, hasn’t had much time to do his station good; WTH received few votes, but Johnson has only there been a few weeks.

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Professor Bill Randle Expounds Theories on Record Breaking

By CLAIDE HALL

NEW YORK—-Columbia University history professor Bill Randle said he thought the music business was "minoritarian"—that it was the most democratic thing in America because it brought races and creeds together. "And," he said, "it’s a factor that can turn a truck driver from Tennessee"—he was referring to Elvis Presley—"into a R&B act.

There’s another side to the college professor. Bill Randle is known to the world of record breaking as "the one of the big ones." An air personality at WCBS here for more than three years, Randle is returning to WERE, Cleveland. He starts Sept. 6 in a noon to 3 p.m. slot.

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("Continued on page 4")

U. S. Seeks Deejays’ Aid In Preventing Dropouts

WASHINGTON — President Lyndon B. Johnson, via the U. S. Labor Department, asked the nation’s radio stations Wednesday (25) to help in his "Back to School" campaign. In addition to material sent to stations for the campaign, special letters were mailed from Patrick H. Heffernan, acting director of Labor, to nearly 100 major disk jockeys in major markets. Requests were made by Billboard at the request of the Labor Department.

However, Joseph F. Cracco, special assistant to the director of information, requested the help of all disk jockeys. Radio and TV personalities, Cracco said, have a lot of pull with the kids who listen to their programs. He asked deejays to tell kids about the importance of going back to school “in your own style which you understand well.”

Radio, record, disk jockeys and good music stations are all involved.

A Presidential report stated there were apparently over 100,000 dropouts aged 16-20 years, and full-time employment rate was almost four times as large (16.6 per cent) as that of the entire labor force. Unless it can be stopped, there’s the prospect of another 750,000 young people not returning to school this fall, the report stated.

(WRBS Plays Religiously)

Baltimore — Full time sacred radio station WRBS-FM here broadcast 18 hours daily; the only music it programs is religious music. The 20,000-watt station is undoubtedly a major factor in aiding the sales of all religious music in the market.

September 4, 1965, BILLBOARD
VOX JOX

WSMJ's "Waking Crew" show moved from Monday to Monday's Horsetle Hotel coffee shop for another two weeks and moved the breakfast directors. The show featured regular WSMF's staff orchestra and songs by staff singers Teddy Hart and Caroll Darden... Everett E. Wren has been named production assistant for the WJAK radio station in New York City... WJAC's melody, which has tried to keep its offices on the second floor of the old Adam's Hotel, will join the third floor of the new building.

Kenny Sargent, who used to sing for one of the big bands, is now in charge of the music department at the new country music station WJZS, New York City.

WHO Kicks Off Country Show

DES MOINES, Iowa—WHO, the 50,000-watt clear channel station, will kick off a new season at 5:30 a.m. country music show Sept. 7. The show is filled with pop-standard music. Mike Meyer, who conducted a country music program for several years at KMIA, Shemendah, Iowa, will host the new show. WHO will continue to be a pop-standard music station the remainder of the season. General Manager Robert Gifford pointed out that the station is not a newcomer to country music. The station had a country music show, "Barn Dance," in 1935.

4th TV Officers

NEW YORK—Officers just announced for the Fourth Television Network Broadcast Systems Broadcasting Systems, Inc., are: president, Claude E. Finken; executive vice-president, Robert L. Feltner, Jr.; vice-president of sales, Harold Lucas, and chairman of the board, Vincent C. Pieleau. Claude Pieleau is also UBS president. The network plans to air its first program Sept. 4, 1965. BILLBOARD

RADIO-TV PROGRAMMING

WH allocator... WJIM, formerly with WJIM, Lansing, Mich., is now doing the noon to 3 p.m. show. In KJR, under the name of Tom Eder, the original "Tom Eder..."

Walter C. Schafer is the new general manager of WJIM, WJMS, and WJMR, all three stations of the former WJIM company in Cincinnati. Schafer has previously been in the management of WJIM, WJMS, and WJMR.

WJIC's local talent show in Boston has announced its 15th anniversary Sunday (22).

New York's Empire State Building is being wired for sound in a big way; a new FM antenna is expected to transmit the signals of several New York City stations. This antenna is being installed in the basement.

Eugene Smith has been named general manager of New York's WHOV, WNOX, and WNOX-WBCN, all three stations of the former WHOV company in New York City.

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RADIO-TV PROGRAMMING
Professor Bill Randle Expounds Theories on Record Breaking

**Continued from page 42**

WIKI: 20,000. Erotic material. Inside, there is a bar that offers a variety of sexual pleasures. The establishment has been cited for numerous violations, including failure to comply with health and safety regulations. The location was previously occupied by a restaurant and a nightclub.

WIKI: 50,000. Independent. Music fan community. This location is known for its live music performances and diverse music styles. The establishment is a hub for music enthusiasts and hosts regular concerts and events.

Ham Wanted to Be a Big Fish

**Continued from page 43**

**RRR Survey**

Switch by 'Fat Daddy' Drops 'WSID Into 2d' **Continued from page 42**

But let them know they can't make up my mind for me about a record.

**Lacy Factor**

One reason why WBAL.com couldn't break even with such a larger factor in exposing new records, according to President Lacy Jackson, is that we're still working on records from the days of Joe Lacy who will be with us this week.

In 1964, WBAL.com's staffers were among the last to finalize the log for approximately 50% of the pop chart list. But WBAL.com's staffers, working together to create a cohesive list, were in place. And they didn't play a record enough until the last.

In the popular singles area, WBAL.com will continue its efforts to maintain its ability to influence sales, with both stations.

The deeper line-up showed many changes since last August. The station has made several changes since then, and the station's ratings are currently in the 4.8 to 5.3 range. However, the station is still the number one station in the market.

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Ham Wanted to Be a Big Fish

CINCINNATI — James D. Shouse, 62, former chairman of the board of the Crosby Broadcasting Company, died Aug. 21, at an apparent heart attack. He was 62.

J. D. Shouse Dies at 62

The station Kilroy was KX in Houston, using the call letters KX-FM. The station airs a variety of music genres and has a strong local following. It is a community-oriented station that supports local events and organizations.

Shouse was chairman of the board of the Crosby Broadcasting Company, a family-owned media company based in Cincinnati. He served in various capacities at the company, including as president and CEO. Shouse was known for his commitment to community service and his dedication to the company's values.

From Confedery

As for Yellow Rose of Texas, Bobby Darin recently released an album titled "The Yellow Rose," which included a version for sale at the "Yellow Rose of Texas" 통해. Bobby Darin took his bask back to New York with him. It was used as a springboard for his career.

Randle is also credited with exposing Marilyn in the early days of radio. He is often seen in a photo of an English repressed on a hill. Later, Randle helped bring Marilyn over for his first concerts in Toronto.

Oddly, but true, Randle also starred in the first Elvira Presley movie, the "Pink Cadillac of Cleveland." The movie was another676 release. Randle released "I'm The Boss of the World" and was immediately called "Mighty Miller" at Columbia Records and they decided to release a new Sun Records album.

But Columbia didn't want to buy Sun's masters and Presley ended up with RCA Victor.

KCP to Show R 'n R Contest

HOLLYWOOD — KCP-TV will be the local finale of the semifinals in a national "alternative" radio rock 'n' roll band contest. The telecast is set for Friday (10) at 8 p.m. on Fm. In the two other regions, competitions are also being held in Seattle, Vancouver, Toronto, Chicago, Philadelphia and New York, according to a news release from the station.

The bands will compete in the finals this fall.
Jerry Vale Unveils A Solid Performance

NEW YORK—The Copa- banas' latest release, on the Atlantic label, features Jerry Vale; he's been there before, but probably without the substantial opening night Thursday (13) that he got with his song, “Walking My Baby Back Home,” a hit in the 1930s.

He defied critics, a record, in that it featured “You Don’t Know Me,” “Immoralata” and “Tears Keep on Falling,” then went full-length into “Have You Ever Seen the Rain,” “Ragtime in Blue” and “Granada.” His ballads such as “It’s the Talk of the Town” and “You’re in Love With Me” were skillfully interpolated into his audience, and sold such songs with fervor and drama.

The transcendent appreciation led him to comment, “Wow, what an audience.” His biggest rose.

When he jokingly announced, “Here’s a song I wrote,” he won the approval of Co-lum-bia, Inc., prior to singing “Arrivederci, Roma.”

CLAUDE HALL

Tjader and Quartet Mix in Harmony

HOLLYWOOD—Ace vibist Cal Tjader and his quartet blended modern and Latin jazz at Shelly's Manne Hole Tuesday (11). The audience is well aware of Tjader's reputation as an exponent of both styles.

A leading attraction on Tjader, performs with both sensitivity and a captivating passion. But he also knows how to control the audience, which has been wowed by the song part and parcel of the Latin bag, Tjader's excellent rhythm section, including Armando Peraza (bongo and congas) and Victor Velasco (timbales) and the pianist is Al Zulica, who contributes material to the group. Bassist is

Terry Hilliard, whose strength offers everyone a solid foundation. Peraza holds down the chair formerly seated Mongo Santamaria, now out on his own.

Tjader maintains his successful formula of splitting his act into modern and Latin segments. The modern portion offers Tjader with Cal flying melodically across the vibes and then softening his tone on the ballads.

Tjader's respect for the Afro-Cuban influence is best displayed on such tunes as "Cuban Fantasy" when restrictions are fitted and the ensemble wails and romps.

Roach Makes Drums Talk At New York Cabaret Date

N E W Y O R K—The Max Roach Quintet had a near capacité audience at the opening Tuesday night (24). Roach, one of the most influential drummers, said his group has headed a group of five musicians including Freddie Hubbard on trumpet, J.J. Johnson on tenor sax, Ronnie Mathews on piano and J nærisaito on bass.

The Impulse Records artist demonstrated a style that has him to top selling jazz record talent for more than a decade. The occasion demands, he can take over with a wild tempo on the drums; and when the occasion demands, he can break the体系 with the lightest of touches. He has the ability to make the drums tell a story.

The opening night show was much more traditional jazz, far enough to outpour just about any jazz buffs, yet not too far out to suit the majority of the audience.

Perhaps that's why Roach selling albums. It's difficult for a jazz record to sell more than 10,000 each.

Hazelwood Signed

HOLLYWOOD—Reprise Records has signed Lee Hazelwood to a one-year production pact. He will work with Don, Del & Billy, Nancy Sinatra and Jack Nitzsche.

Mathis Gives 'Bravo' Show At Festival

NEW YORK—More than 15,000 fans jammed the West Side Tennis Stadium Saturday (15) to listen to the voice of Johnny Mathis. Mathis, who is strictly a top-ten singing artist, met with an abundance of vocal abilities as he set the tone of his high notes.

The Mercury recording star delighted the s.t.o. crowd, with such Mathis' hits; “Twelfth of Never,” “It’s Not For Me,” “Wild Is the Wind,” “Someday My Love” and “Chances Are.”

The entertainment was ably handled by the Young Americans, 18 very talented young stage performers. This was a perfect backdrop for several Mathis' numbers. The kids, who also wax for Mercury, warmed up the audience with 45 minutes of singing and dancing. The audience was highlighted by a moving rendition of "Someday My Love," which served as an effective introduction for Mathis. The show was almost cut short when Mathis accidentally plowed his finger into the stage drum. Fortunately, the singer was unhurt.

Mathis and the Young Americans were backed by 30-piece orchestra which provided lush string support for two standout tunes, "Misty" and "More." It was a hit and another success for the Forest Hills Music Festival.

Herb Wood

Ethel Ennis a Pleaser As Nightclub Performer

NEW YORK—Ethel Ennis, RCA Victor recording artist who opened Monday (17) at the Living Room, drew heavily on her album material in a pleasing and polished performance.

Miss Ennis sings in a romantic vein and favors the slow, dreamy material. She also projects with livelier with perfect pitch and imaginative phrasing.

Sho-stopper was "Somebody's My Prince Will Come," which he produces a good, solid commercial sound.

Roach himself gains a national reputation, "Orchidee," "Wast," Freedom Now Suite recently took top prize at the International Jazz Competition, Las Lougaro, Switzerland. The Italian Jazz Concert film, a Rainier production on the completion will be shown at the Lincoln Center Festival here this fall.

AARON STERNFIELD

ABC-Paramount Signs McGuire

NEW YORK—The McGuire Sisters have been signed to an exclusive contract with ABC-Paramount Records, President Larry Newton announced last week. The move permits the act to appear with Bob Thiele, the label’s adr director. There was first to record this act number of years ago, producing the record "Someday My Love" and 'We'll Plan a session for two releases for an October release. The label is also going to release singles by Phyllis McGuire.

Howard Named

LAS VEGAS—Merle Howard, who formerly headed his own band, has been named vice-president and executive producer for the Sahara-Nevada Corp. and Del Webb hotels. He will be responsible for booking all talent for the two properties.

People and Places

Gale Garnett, who just returned from Italy and France where he recorded an album of his own material, slated for a concert Sept. 29 at New York's Adolph Coors Temple. Bill Cosby is also on the bill. Connie Francis will headline the Sahara show in Las Vegas for four weeks beginning Sept. 7. The Jimmy Dorsey orchestra opens Aug. 30 at the Mark Twain Riverboat in New York, appearing through Labor Day.

Chris Conner stars at New York's Pool Room for two weeks starting Aug. 30. Roy Orbison and Bobby Goldsboro slated to do a one-nighter at Municipal Auditorium, Columbus, Ga., Aug. 31. with a double, "East Is East" begins nationwide showings in October. Featured in the film are Casey Paxton, who recorded the title song for Southern Sound; Freddie and the Dreamers, the Beach Boys, Peter and Gordon, Freddie Cannon, the Monkees, and the Chiffons.

The Barry Sisters, returning from Australia appearances Aug. 13, have been booked for the Holiday House, Pittsburgh, Ott. 16.

George Kirby headlines at the Illinois State Fair, Du Quoin, Aug. 30·Sept. 5. Lenna Stone launched four-weeks at the Blue Bunny, New York, Aug. 25. Murray the K opens another big package show at 10 days, Sept. 3 at Brooklyn's First Theater; show include the Four Tops, Marvin Gaye, the Stevie Wonder, Jordan Christopher and the Wild Ones, Martha and the Vandellas, the Temptations, the Louvin Brothers, Brenda Holiday, Patti and the Bluehealls and the Del Satins.

Alberto Roch's first Mercury Records release in English is "Come and See," the record was cut by Lenni de Jesus. . . Johnny Nash has been set for West Coast TV shows to promote his new "Money and Groove," by which . . . Lesley Gore of Mercury Records slated for the Safari Room, San Jose, Calif., Aug. 31-Sept. 9.

Teddy Wilson planned a four-month tour of the Far East at the Hotel Goodwood, Singapore . . . Karate Records' the Emotions headed for Russia from Aug. 22 through Sept. 6 . . . Paul Revere and the Raiders. Columbia Records vocal-instru- mental group, is on a cross-country tour of 12 cities; they'll end up with a show at Yankee Stadium Sept. 4 to fill in between a doubleheader.

Claude Hall

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TOP SELLING RHYTHM & BLUES SINGLES
Billboard SPECIAL SURVEY For Week ending 9/4/65

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<td>17</td>
<td>SCOTT, KGF, Los Angeles</td>
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NEW ACTION R&B SINGLES

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<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
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<tr>
<td>DON'T NEED, Ike &amp; Tike Turner, Modern 1012</td>
<td>-Blues and Soul, Tall 9014 (Soul)</td>
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<tr>
<td>WILLIAM COOK</td>
<td>Brown</td>
<td>JET, BEATON, Ten</td>
<td>13</td>
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<td>IMP 122</td>
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<td>REED, KP'S</td>
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NEW ACTION R&B LP'S

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<tr>
<td>TEMPLATIONS SING SOOTY</td>
<td>Gordy 912 (R&amp;B)</td>
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<td>THE IN CROWD</td>
<td>Ramsey Lewis Trio, Argv LP 757 (R&amp;B)</td>
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<td>MORE HITS BY THE SUPREMES</td>
<td>Motown 627 (R&amp;B)</td>
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<td>THE TOPS</td>
<td>Motown 622 (Soul)</td>
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<td>JACK &amp; THE ALL STARS PLAY SHOTGUN</td>
<td>Soul 701 (Soul)</td>
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<td>MIRACLES GREATEST HITS FROM THE TAMLS, Tall 254 (R&amp;B)</td>
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<td>LOVE</td>
<td>You</td>
<td>706 (Soul)</td>
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<td>GENTLE IS MY LOVE</td>
<td>Billy Stewart, Chess LP 1456</td>
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<td>BEAT IT</td>
<td>One</td>
<td>500 (Soul)</td>
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<td>BEST OF SOUL FUNK</td>
<td>Atlantic 9319 (Soul)</td>
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<td>DOUBLE HEADER WITH ARTHUR PAXSFOLD, Old Town 2009</td>
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NEW ALBUM RELEASES

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<td>DEDICATION</td>
<td>The Josh Egan Quartet</td>
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<td>YOUR JUKE BOX</td>
<td>The Five Roulettes, ABC 529 (R&amp;B)</td>
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<td>TALL PAUL</td>
<td>Need</td>
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<td>RESPECT</td>
<td>You</td>
<td>ABC 529 (R&amp;B)</td>
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<td>DOWN</td>
<td>Your</td>
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<td>ALWAYS</td>
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NEW JOCKEY'S PICK OF THE WEEK

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RHYTHM & BLUES
Coast Clamors for Dylan Tunes

Continued from page 12

"It Ain't Me Babe" by Joe and Eddie in new Crescendo album.

Set for Release

Soon-to-be-released tunes include "It Ain't Me Babe," "Like a Rolling Stone," "Love Minus Zero," and "I Don't Believe You" by the Beatles in their first White Whale LP; "Chimes of Freedom," "Rolling Stone," "It Ain't Me Babe," and "Tambourine Man" in a Dino, Delilah and Billy Reprise LP; "Don't Think Twice, 'It's All Right" by Randy Boone on his Decca LP; "It Ain't Me Babe," "All I Really Wanna Do," "Rolling Stone," and "You Were On My Mind" in a new Safaris Decca LP; "Tambourine Man" and "All I Really Wanna Do" in a new David Rose MGM LP; "All I Really Wanna Do," "Blowin' in the Wind," "Don't Think Twice, 'It's All Right" in a new Cher Imperial LP; "Tambourine Man," "Don't Think Twice, 'It's All Right," "Love Minus Zero," "All I Really Wanna Do," "Blowin' in the Wind," "She Belongs to Me," and "It Ain't Me Babe" in Duane Eddy's new Columbia LP.

Leroy Van Dyke's first single for Warner Bros. is Dylan's "It's All Over Now Baby Blue." World Peace is releasing a band LP featuring 10 Dylan tunes.

Mass claims teen-agers are listening to the lyrics. Despite the heavy commercial rock n' roll beat and the blasting over-amplified guitars, tradesteads state that the lyrical content of a song is getting through to young people. The rock background helped get the singles on top 40 stations. There are some skepticism, however, who feels the kids aren't listening to the words, only the beat.

Dylan's Columbia albums are loaded with message, protest and satire songs, very cerebral and complex which have not yet been "discovered" by the long-haired folk-rock performers and the awakening akr men.

Beach Boys on Chart

The Beach Boys are the only group represented on the charts with a summertime, teen, out-door song, "California Girls." All the Beach Boystyle groups have been washed out to sea by the Dylan-influenced groups who have also begun imitating Dylan's droning, monotonous vocal style.

Asked by Billboard to comment on the current rage to record message songs—some meaningful, some otherwise—folk singer Harry Belafonte said that folk music has always stressed social interest in protest. "Characteristics of the folk and rock idioms may be found in such established musicians as Odetta and Brownie McGhee," Belafonte said. "Folk and rock aren't separate, they have their roots in Negro music," Belafonte noted.

The traditional folk music singers may be compared to troubadours of yesterday, he said. The intensity of Negro music is part and parcel of the music reflecting the world's changing society, the entertainer continued.

Dylan's overwhelming emergence as the chief of the meaningful protest songwriters has all but obliterated other young folk-oriented writers also creating in this vein. This group includes Phil Ochs, Mark Spoelstra, Len Chandler, Richard and Mimi Liberta and Pamela Polland. Paul Sloan has suddenly gained notoriety for penning "Evie of Destruction," a powerful single which has begun its climb on the charts.

The current message trend has all but eliminated Caucasian groups from singing "let's go to the hop-type songs." The newest teen topic is protesting about a person's abnormally long hair. On the other hand, rhythm and blues group have not yet discovered Dylan and are singing in their soulfully shaking style, with enough drums and "yeah babies" to satisfy listeners.

Industry's Future

Continued from page 18

Independent Recordings will be to find new talent, sign them to AIR and release masters to record companies.

Shot-in-Arm

All this is considered by some to be a much needed shot-in-the-arm for the disk business here, which will become more selective in the material put out on the market. Retailers will give a sigh of relief if the number of records issued each week is smaller but better. If the purse strings of the public are pulled tighter during next winter and the implication of Resale Price Maintenance continues indefinitely, new line-ups in the industry will be watched by the Big Five (EMI, Decca, Pye, Philips and CBS) with a more careful eye than new companies' entry into the business a few years ago.

When Pye entered the disk field, the industry gave them six months to live. Now, this company is virtually bustling at the seams handling 17 labels, has just taken over the Warner Bros. label, and in a few short years is itself in the ranks of the Big Five. The future looks interesting to say the least.

No Holiday

Continued from page 18

heads cracked as police drew truncheons to control the wilder elements in the crowd.

In Geneva, where Hallyday appeared at the Vernet's ice rink, the upheaval was even greater. Sides broken, lamps shattered—and the Swiss police had to interrupt the show for a quarter of an hour to restore order, again using truncheons on the more abandoned spectators. Twelve youngsters were arrested but later released.

The concert organizers afterwards announced that there would be an inquiry into the riot.

Headin' for a Smash!

The Mad Lads "Don't Have to Shop Around"

VOLT 127

Tremendous action already in Washington, Baltimore, Buffalo, Cleveland, Dallas, Houston, Nashville, Cincinnati.
NEw YORK—Such terms as “list price and comparable values” are deleted in a new comprehensive standards for advertising and sales of home entertainment equipment distributed recently by the Better Business Bureau Metropolitan New York.

The code is a major revision of BBB standards originally adopted in 1950 and covers phonographs, recording equipment, TV's, radios and other home appliances.

The code was circulated recently by BBB to over 1,100 dealers and distributors in the New York area. Major provisions of the 25-point standards cover such subjects as competitive price claims, comparative claims, illustration and layout, description of advertised items, prices and extra charges, bait and switch methods, guarantees and warranties.

Price Rules

The code contains various rules under which advertisers can properly disclose price reductions from either their own bona fide selling price or from the price at which identical merchandise is selling generally in the trade area. The standards not only ban the use of “list” prices and advertised “comparable value” claims, they clarify conditions for the use of terms such as “sale,” “special purchase” and “manufacturer’s closeout.”

The code notes that products and services should be advertised as advertised on their own merits. It bans both disparagement of the products or services of others or direct comparison with them.

Illustration should not be used in such a way as to suggest that new products are similar in every respect to the illustrated model when such is not the case, the code says. Use of model numbers or such phrases as “not illustrated” are not considered sufficient disclosures.

Stereo Rules

Specific rules governing the use of the terms “automatic” and “stereophonic” are also spelled out. Additional charges required for an item, not available with others, should not be used to disguise the total selling price of an item, the code says.

The standards ban the use of bait advertising—an attractively priced but insincere offering of merchandise designed to gain the attention of prospective customers and become the turntable for switching the customer’s attention to much higher-priced merchandise.

In cases where the advertised offer refers to a limited available number of items, or where the advertised item is available only at certain of the store’s outlets, this fact must be stated in the ad.

The code requires guarantees or warranties with terms, duration and basic limitation to appear in the advertising. The code also bans false advertising that a company is an authorized service for certain manufacturer's, or that estimates are “free.”

Repair Imports

Ericked by competition from cheap, imported tape recorders, Leon Trujillo of Albuquerque, N. M., decided to fight fire with fire. He reversed a long-standing policy of refusing to repair such equipment and instead, ran newspaper ads that his store would repair "all makes." Many of the recorders brought in by customers were found to be beyond repair and, of course, parts were not available, but Trujillo was often able to sell such customers a new unit. All broken recorders were placed in a basket on the counter, producing a silent reminder that investment in good equipment pays off. The idea paid off for Trujillo too, with increased tape recorder sales.

Record Your Own

Bill Schumaker, Denver, has found a low-pressure way of building friends—and customers. Whenever he finds someone who tape records music from records, radio or TV, he asks him to bring in the tape. Schumaker will duplicate it and at the same time, give the customer some tips on recording techniques. The tape may even be played on the store’s system. Not only is the customer satisfied, but he feels that Schumaker is interested in his problems. It’s not surprising that when the customer thinks of buying a new recorder, Schumaker is the one who gets his business.

Radio Promo

Yes and Tedby Electric Co., Manhattan, Kan., has incorporated a contest into its radio advertising. The store records its own radio show complete with music and announcements of home entertainment, temperature and forecast. The announcement also invites listeners to qualify for a miniature plastic weather station (including thermometer, humidity gauge and barometer) by sending in a postcard with their name and address. Names are drawn at random and telephone while the store’s program is on. If the customer can turn the temperature and barometer reading as it was given during the store’s last commercial announcement, he wins a weather station. When yet another postcard is turned in, yes and Trubey ask that the customer pick up his prize in the store. The prize winner often ends up buying something as well.

Get Involved

Stanley Wirtz’s main business is selling cameras, but his Store does not sell cameras, but instead, built up its tape recorder sales by having a recorder built into a high-end cartridge made for the unit. The machine is always on and the customer is free to experiment by taping his own voice or even music from a radio. Once the customer is involved, his interest is stimulated. If the tape recorder isn’t made then, it often is at a later date.

School Angle

"Take a Tape Recorder to School" is the theme around which Harold Eckroll, head of Zink’s camera department in Salt Lake City, has built a tape recorder campaign. "Take a Tape Recorder to School" is the theme around which Harold Eckroll, head of Zink’s camera department in Salt Lake City, has built a tape recorder campaign. The store promotes the idea among the high school and college students. "It can be a lot of fun," says John Trujillo, who heads the promotion. Students are given demonstrations on the equipment, the advantages and disadvantages, and asked to bring in their old turntables.

Christmas Clinic

A Christmas clinic with manufacturers’ representatives on hand to demonstrate equipment is held every holiday season. Record Dolores and "Missing Record," head of Zink’s camera department, is the clinic’s host. He answers all questions on the equipment, and helps the customer to choose the right equipment for his needs.

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Monaural automatic phonograph by Capitol. All-transistor, Alnico V PM speaker, 6-speed jam-proof changer with last record shut-off, two controls, mono and stereo. List price $23.50.


Automatic stereo phonograph by Capitol. Dual-channel six-transistor amplifier, 10-watt power, frequency response 50-12,000 cps. Two six-inch ceramic magnet speakers in separate enclosures. Garrard four-speed automatic changer. Turnover cartridge, three controls. List price $99.95.


Monaural automatic phonograph by Capitol. All-transistor, Alnico V PM speaker, 4-speed with built-in 45-r.p.m. adapter, front-mounted Alnico V PM speaker, on/off volume control. Available in three colors. Price $19.95.

welcomed the clinic as a pleasant change from the normal Christmas hub-a-heap. Store traffic increased as did tape recorder sales.

September 4, 1965, BILLBOARD
Levy Views the Record Business

- Continued from page 3

have data processing equipment and this scientific approach is necessary in order to sustain oneself in this changing era.

Because of the present difficult trading situation, but in a larger, more important way there is more excitement than ever. "Whereas the old trend of activity may be diminished, the horizontal and LP's-music today are greater. We must keep our eye on this larger view and avoid getting lost in the market of small details."

Levy joined Epic four years ago, when the label's sales were miniscule compared to today's operation. We first built a foundation of single sales, and then we started to develop LP's. What we aim for is the consistent sale of catalog.

He added, "even though sometimes Epic now realizes a sales volume from LP's far in excess of what was forecast for 1965—despite the strength of singles by such artists as Dave Clark, and The Animals."

Sub-Distribution

Commenting upon the changing merchandising and marketing picture, Levy stated that 12 of 19 independent distributors were active in sub-distribution—either as rack jobbers or outright distributors—"and further, distribution have their function," he said, "even though they sometimes seem to differ."

Epic seeks to solidify the position of its distributors in their area. "We try to make them stronger by teaching them how to merchandise and how to cope with a changing market; we show them refinements in inventory control."

With regard to promotion—traditionally regarded as a distribution function—Levy stated it was true that many distributors were lacking in this area, leaving the major part of it to the manufacturer. There is much room for improvement of distributors in this area, he indicated. As for promotion on the part of the rack jobber, Levy feels this is very possible—if the rack jobber does it in conjunction with the distributor who services him, and the manufacturer.

Adams Supports Copyright Change

MEMPHIS—Stanley Adams, president of the American Society of Composers, Authors and Publishers, backed the proposed copyright bill in a speech here yesterday (28), framing the copyright law "would finally put manufacturers of coin-operated machines on a par with other performers of copyrighted works for elimination of parece and for all, the jive box exception."

Car Dealers

- Continued from page 1

to 590, Finley said his ITCC will have 650 single albums and 200 double LP's available in full. Complete arrangements of single albums and double LP's have been prepared.

Finley's ITCC makes its catalog available in the older four-track form as well as Lear's eight-track system. Setter's racks at the Ford dealer level will either offer only the Lear eight-track packages.

The racks, according to Setter, will be set up to handle cartridges in multiples of 36 packages. Thus, a Ford dealer will be able to offer his customers eight-track stereo tape cartridges of recordings by a number of labels in addition to RCA Victor product.

Nor Cal Expands Quarterm & Line

SAN FRANCISCO—Nor Cal One Stop, Inc., a wholesaler and distributor to the northern California record, phonograph, tape recorder, disc jockey and general entertainment music market, has acquired the All Distributors, Inc. company.

The warehouse at 1775 Howard Street has been enlarged by about half again as much in order to include the added stock. It was opened to the trade in late August. Nor Cal is a division of the Nor Cal Distributors, who moved from this address to a location in the Downtown area, a section of San Francisco where several record distributors have recently congregated.

September 4, 1965, BILLBOARD
WASHINGTON — National Vendors Association witnesses emerged from an Aug. 24 non-nutritive-substances-in-confectionery hearing by the Senate Labor and Public Welfare special health subcommittee with this declaration: "The senators understand our problem and indicate they’ll take favorable action."

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Trade Statements on Commingling

National Vendors Association counsel Donald Mitchell and New England Grocers Association counsel Harold Fols (Folz Vending Co.) presented a trade position at a special Labor and Public Welfare Subcommittee hearing October 9, 1939, which would prohibit the commingling of confidentiality and confectionery.

"Bulk vending machines primarily offer for sale colored gum-balls, nuts, hard candy, jelly beans, chocolate pieces, and similar confections. These machines may be found in almost every supermarket, drugstore, grocery store, drug store, or similar location in this country. Many such machines are operated in conjunction with and for the benefit of local charities and many more as an additional source of income, on a part-time basis, by persons, personal and others seeking additional funds with which to raise a family and ultimate retirement income.

"The industry is geared primarily to furnish products to children. Children purchase from the machines because they are excited by and they see them in the glass globe.

"Some years ago, the very foundation of the industry was threatened in a landmark case, "U.S. vs. CAVALIER VENDING," filed by the Food and Drug Administration, under Section 402, wherein the Department sought to condemn the machines and their confections. The Court held that such vending was not adulteration within the meaning of the Act, and that the collection of trinkets within the meaning of Section 402. The Court held that such vending was not adulteration within the meaning of the Act and that the collection of trinkets within the sale of candy or gum does not add anything of food for consumption, nor do they affect such trinket in any way.

"The Cavalier decision was rendered some 14 years ago, and the law no public need which should cause Congress to outlaw its effect.

"We estimate that there are well over 1,000,000 bulk vending machines in operation in the United States, both in the National Association, we know no of serious harm to anyone. As a result of this decision, the practice of vending machines is old enough to distinguish between a trinket and other objects. The history would certainly indicate this to be the fact. We do not argue against the danger of nonfunctional inedible objects being imbedded in or affixed to the confections. We have no objection to the provisions of Section 402 as they are interpreted by the Cavalier decision."
Chicago Operators Push for Mechanic Training Program

BY NICK BIBO

CHICAGO — Trade school courses for vending and juke box mechanics have become as acute in Chicago—just as in other parts of the country. Distributors and operators have felt the problem for years, but up to a few weeks ago, little was done. Now, a group of operators are spearheading efforts to get a whole school course started—some for phonograph mechanics, some for vending.

The operators have been offered by the late Wayne Coyne, Electronics Institute, a nationally known trade school for numerous occupations in the electronic and electronic fields. Full courses have also been offered by the city's four juke box distributors and the major coin-op companies. Recruits would be given basic electronic and electrical courses followed by specialized courses in either phonograph or vending operations.

Total cost of the schooling would be approximately $400 with the training of trained people talking about students being reimbursed by their employers. The major firms would cooperate in the completion of the courses and take an active interest.

Minimum Enrollment

Coyne has indicated a minimum of 12 to 14 persons to sign up; theием 3-4 people to kick off either the vending or juke box programs. The only thing needed is students.

Students Study Circuitry

In a basic electronic class at Coyne Electronics Institute in Chicago, eight students were hard at work with coin-operated phonographs or vending equipment.

On the pending end, the ball is being carried by Bill Garrett, head of the school located at 320 Ohio Street here. Garrett met with Coyne officials back in July and is planning to whip up interest in the program with a meeting for operating companies and manufacturing representatives "within the next two weeks."

Garrett termed the vending machine mechanic shortage one of the industry's most pressing problems.

"You can judge by the price these fellows demand," Garrett said. "A good mechanic earns $50-55 per week and there were no such things as beginning. You're either a mechanic or you're not."

Basic Training

Training for Coyne's program for such a position would consist of a course in basic electricity, one in phonograph mechanics, and one which the school would set up in vending.

On the phonograph end, Bob Lindelof, of General Music, is the group anxious to get a class started the ball rolling a couple of weeks ago when he called the meeting of World Wide Distributing Co., the local Seeburg outlet.

Feinstein in turn garnered John Chapin, head of Seeburg's field engineering effort, and Bob Cotula, a Seeburg vice-president, and together with Lindelof, the group went to Coyne.

John P. Hanan, Coyne's director of training, offered full cooperation, suggesting a full program that would consist of a basic electricity course, one in basic electronics, and finally a specialized juke box course that the school would prepare especially for the coin machine industry.

The courses at Coyne are eight weeks in duration and cost a little under $200. Classes start every eight weeks, so in effect, the first mechanical training program could be started almost any time. The next Coyne school starts Oct. 11.

Industry enthusiasm for the program has been extremely strong. All four juke box distributors have offered to supply phonographs to vending equipment.

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South Dakota Trade Discusses Sales Tax Problem at Conclave

DEADWOOD, S. D.—Business complications resulting from court cases on coin-operated equipment transactions were discussed by members of the Missouri and Vending Association of South Dakota, both of Minneapolis, meeting here Aug. 15-16.

Noting that operators cannot collect the tax directly from the consumer as required by law, the association approved a resolution directing its legislative committee and counsel to work for a sales tax clarification amendment.

Presiding over the convention was Pierre businessmman Darlow Maxwell, host for the event was association director and local businessman John Truscus.

Vending talk

Fargo, N. D. operator Irv Linderholm was a special convention guest, addressing a special forum on vending. Music, amusement game and background music forums were also conducted.

About 30 operators and their wives registered for the convention at the Franklin Hotel.

Equipment designed and built during the meet by H. Z. Vending Sales of Omaha, K. C. Sales and Service of St. Paul, Lieberman Music Co. and Sandler Distributing Co. of Minneapolis.

A highlight of the convention was a sightseeing jaunt through the scenic Black Hills area arranged by Truscus. A banquet at Turgeon's Supper Club dinned the convention.

According to Truscus, the State association will be well represented at the annual convention of the Music Operators of America in Chicago Sept. 11-13.

"It was an enthusiasm about the VOA convention is running high in our association," Truscus said.

Ron Gold Named President Cleveland Coin Exchange

CLEVELAND — Ronald A. Gold, a 65-year veteran of the coin machine industry and a director of Cleveland Machine Exchange since 1956, has been elected president of the firm (successor to Morris Gisser, who died here recently).

Gold also named to key posts were David H. Liebling, vice-president in charge of sales, and Henry L. Gisser, corporation secretary.

Gold indicated that Cleveland Coin would follow the precedents of policies. International development and expansion in vending were among goals cited by Gold.

Cleveland Coin is distributor for Wurlitzer, Midway, Gottlieb, Williams-United, Automatic Products, Northwestern Corp. and Universal Vendors. Gold is a Phi Beta Kappa graduate of Dartmouth and Western Reserve University Law School, was elected treasurer of Cleveland Coin in 1960 and has specialized in the development of the firm's vending machine division during the past three years.

David Liebling has been a key member of Cleveland Coin for the past 20 years. Gold said that in his new position, he would be concentrating on development of the firm's overseas business. Henry Gisser has been with Cleveland Coin for 27 years, serving as an officer of the corporation for the past 20 years. He was credited by Gold with being greatly instrumental in the growth of the organization for the past two decades.
Eight MOA Discussion Topics Are Scheduled

CHICAGO—Key trade topics for consideration during the "Carnival of Ideas" segment of the Music Operators of America industry seminar have been set.

The seminar, scheduled for 3:30 to 6 p.m. on Saturday, Sept. 11, will be divided into two parts, separated by a coffee break. The first session, moderated by Millie McCarty, will include discussion of customer, public and political relations. New York State Sen. Thomas Laverne will speak on the third topic.

The second seminar session, under moderator Norman Gefke, will include a forum on record programming and then will see delegates split up into groups for discussion of topics of their choice. Subjects scheduled to date are:

1) MOA Group Insurance (moderated by a representative of Bankers Life Insurance Co.)
2) Finance
3) Record Companies
4) Copyright Legislation (moderated by MOA counsel Nicholas Allen)
5) Distributor-Operator Relations (moderated by Bob Slifer, executive director of the National Coin Machine Distributors Association)
6) Wage and Hour Laws
7) Phonograph Manufacturers (the four major firms have been invited to answer questions and hear suggestions from operators)
8) Game Manufacturers (major firms have been invited to answer questions and hear suggestions from operators)

Additional discussion topics will be added to the program before the convention, according to MOA Executive Vice-President Frederick M. Granger.

Dean McKenzie, 48, Dies in K. C.

KANSAS CITY, Mo.—Dean McKenzie, well-known distributor salesman here, died at his North Kansas City home recently after a prolonged illness. He was 48.

McKenzie entered the business in the employ of Bill Manhe in Wichita. He moved to Omaha before coming here to work for John Bulk at Midwest Dist. In 1956 McKenzie moved to W.B. Music and in 1961 to Sutherland Distributors.

McKenzie is survived by his widow, Lucille; three daughters and two grandchildren.
California Coin Industry Expands 15 Per Cent in '64

SAN FRANCISCO—The coin machine industry here is expanding, according to figures released by the State Department of Employment. The department reports a 15 per cent hike in employment in the category of "merchandise vending machine operators," a group that includes juke box operators.

Some 3,000 persons were employed in the coin machine business here in 1964 compared to 2,600 in 1963. The average number of firms in business climbed from 250 to 262 in the same period. Coin machine payrolls for the period climbed from $3,783 to $4,461,394.

During the same period in 1962, the department reported 2,400 persons employed by 232 companies. Payrolls were $3,441,153.

In the bowling alley and billiard parlor classification, employment dropped from 14,300 to 13,600. The number of establishments declined from 752 to 745. In dance halls, employment remained at level, but number of establishments declined from 328 to 302.

In the miscellaneous amusement and recreation services category, the number of firms rose from 2,615 to 2,970 and average monthly employment from 25,500 to 27,100. Quarterly payroll for the spring period in 1963 was $26,160,878 compared to $28,576,735 in 1964.

El Toro, Ole!

WEST MEMPHIS, Ark.—Louis Jack Berger, operator and restaurant owner, opened a nightclub last week, and automatically created a location for a phonograph, cigarette vending machine and several games. The club, El Toro, features live music. The phonograph is used during intermissions. The club drew capacity crowds during its first weekend. One of the attractions was pretty waitresses in red Spanish off-shoulder-style dresses with black sombrero hats.

NEW EQUIPMENT

ACES HIGH. Four-player, flipper-type game by Daily Manufacturing Co. Play features include Bonus Chart (500 points for lighting three lights, 200 for three kings; 100 for three queens or jacks; 50 for three 10's; 300 for dealing a royal flush). Bonus points are awarded by player's striking bumpers and rollover buttons assigned to various ranks in the card deck ranks. Single ball may collect some bonus repeatedly. Player "deals" by putting new ball in play. Additional special play features are two "thousand per cent rollovers," which jump from 10 to 100 points due to special mechanism cycling.

PERMA-VEND. Plastic sealing machine Model 66 from the Perma-Vend Corp. Seals in plastic nearly all cards and photos, etc., which are normally carried in purse or wallet. Operates at 25 cents (50 cents for extra large items).
‘Destruction’ Causes Furor

OAKLAND, Calif. — Barry McGuire’s “Eye of Destruction,” which hit the No. 3 position in Billboard’s San Francisco chart last week, could go even higher if enthusiastic juke box play here is any indication.

However, the record is being opposed by right-wing political groups who consider it “subversive” and want it banned. The groups have been in touch with Judge Gold at the law firm of McGuire’s "Destruction," in order to have the song banned.

Tucker, at the local radio stations requesting “equal time.”

If “Eye of Destruction” is played, it should be followed by a patriotic song,” the right-wingers claim.

Cindi Churchill, of rocking McGuire’s "Destruction," gave a response which is typical of other stations.

“Fine, we’ll give equal time if the right-wingers come up with an equally hot pop version of ‘It’s a Grand Old Flag.’” He acknowledged that KVA was being pressured but said the station’s function was entertainment and the playing of his records—not politics.

Build Your Own, Says David Rosen

PHILADELPHIA—Operators interested in David Rosen’s Filmotheque-Discotheque music-film equipment combination are being urged to buy the components and make their own installation.

Filmotheque-Discotheque combines the Cinebox movie machine equipment with a Rowco AMI Diplomat juke box. Rosen is selling operators the Cinebox and the Diplomat and showing them how to put the two together.

“The simplicity of installation has impressed the operators coming here,” Rosen said.

Rosen is also supplying complete Filmotheque-Discotheque units and said that only about 10 per cent of his cinema juke box sales were in this category, the rest being of separate Cinebox and Diplomat units.

A GO-GO TIME was had by all when Phil Smith, Kanosh, Wis., operator, made this discotheque installation in Liggett’s A GO-GO in the Brown’s Lake area of Burlington, Wis. Go-Go girls on velvet swings and in dance cages are a feature of the establishment.

Say You Saw It in Billboard

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September 4, 1965, BILLBOARD
Kentucky Southern Rejoins Seeburg

LOUISVILLE—Southern Automatic Co., Inc., Seeburg distributor from 1934 to 1948, rejoined the factory fold last week. Southern had been distributor here for Rowe AC.

Leo Weinberger, head of Southern, heard the firm welcomed by William F. Adair, Seeburg's executive vice-president, at the firm's national distribution center in Chicago last week.

Southern will continue as a distributor for the Williams–United amusement equipment line and will handle the Seeburg music, vending and background music lines.

Weinberger said a series of service school classes would begin Aug. 30 in Louisville. He said that additions are also being made to the firm's building. Southern is one of the largest distributors in the Mid-South with 35 employees on its roll. Weinberger said that additional personnel would be added as necessary.

Wurlitzer Bows RCA Discotheque Package

Volume II of Wurlitzer's discotheque dance records is now being shipped to distributors. The discs were selected by the Arthur Murray Studios and produced by RCA Victor. The 10-record package has more emphasis on teen appeal than the first. The sets are sold to operators for $20. The first volume of Wurlitzer discs was produced for the firm by Columbia. Selections in Volume II follow.

<table>
<thead>
<tr>
<th>DANCE</th>
<th>TITLE</th>
<th>TIMING</th>
<th>ALBUMS TAKEN FROM</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRUG</td>
<td>(DANCE WITH THE) GUITAR MAN</td>
<td>1:26</td>
<td>LSP-5944–BOYSE FORTY</td>
</tr>
<tr>
<td>TWIST</td>
<td>LIMBO ROCK</td>
<td>1:31</td>
<td>LSP-5744–BOYSE FORTY</td>
</tr>
<tr>
<td>WATUSI</td>
<td></td>
<td>2:36</td>
<td></td>
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<tr>
<td>THUR/TRO/FOOD</td>
<td>SPANISH TWIST</td>
<td>2:44</td>
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<tr>
<td>MILO/LOCOTINION</td>
<td></td>
<td>2:47</td>
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<tr>
<td>MASHED POTATO</td>
<td>CREAMY MASHED POTATOES</td>
<td>3:23</td>
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<td></td>
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<td>7:00</td>
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<tr>
<td>RUMBA</td>
<td>LOLLIPOP</td>
<td>3:18</td>
<td>LSP-5856–LIVING GUITARS</td>
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<tr>
<td>SHIMA</td>
<td></td>
<td>3:21</td>
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<tr>
<td>SHIMA</td>
<td></td>
<td>7:06</td>
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<tr>
<td>CLAM</td>
<td>DO THE CAM</td>
<td>3:30</td>
<td></td>
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<tr>
<td>TWIST</td>
<td>TURN SEAT</td>
<td>3:32</td>
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<tr>
<td>JERK</td>
<td>THE JERK</td>
<td>3:47</td>
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<td></td>
<td></td>
<td>7:18</td>
<td></td>
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<tr>
<td>RUMBA</td>
<td>FOX TROT</td>
<td>3:51</td>
<td>LSP-5938–LIVING STRINGS</td>
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<td>SHIMA</td>
<td></td>
<td>4:09</td>
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<td>SHIMA</td>
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<td>7:42</td>
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<tr>
<td>CHIA</td>
<td>CHIA</td>
<td>3:30</td>
<td>LSP-5931–LIVING STRINGS</td>
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<tr>
<td>MEREQUE</td>
<td>THE VERY FRIENDLY OF YOU</td>
<td>3:35</td>
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<tr>
<td>CHIA</td>
<td>(The Boy in the Background)</td>
<td>3:38</td>
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<tr>
<td></td>
<td></td>
<td>7:53</td>
<td></td>
</tr>
<tr>
<td>WATUSI/</td>
<td>WATUSI TRUMPETS</td>
<td>2:18</td>
<td>LSP-5945–BOYSE FORTY</td>
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<tr>
<td>FREDD</td>
<td>THE DOOMSDAYES</td>
<td>2:26</td>
<td>LSP-5946–BOYSE FORTY</td>
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<tr>
<td>SHIMA</td>
<td>HOUSE OF THE RISING SUN</td>
<td>3:33</td>
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<tr>
<td>SHIMA</td>
<td></td>
<td>7:31</td>
<td></td>
</tr>
<tr>
<td>CHIA</td>
<td>ALLEY CAT</td>
<td>3:19</td>
<td>LSP-5927–EASY ATKINS</td>
</tr>
<tr>
<td>FREDD</td>
<td>EACH HOME AGAIN IN TEXAS</td>
<td>3:24</td>
<td></td>
</tr>
<tr>
<td>MONKEY</td>
<td>SWEETIE BABY</td>
<td>3:48</td>
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<td></td>
<td>6:48</td>
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NEW! CHICAGO COIN'S

Gold Star

6-PLAYER PUCK BOWLER

NEW! EXTENDED PLAY

(Gold Star Feature)

★ FIRST TIME EXTENDED PLAY USED ON A BOWLING GAME!
★ IF ANY ONE OF A GROUP OF PLAYERS SKILLFULLY WINS AN EXTENDED PLAY—THEN ALL PLAYERS WIN!
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1c. 4c. or 10c. play.
31/2" Ball, 1-1/2" Cane Ball. 10c.
4" Cue, 3.50 vs. 4" Cue Ball. 3.50
21/2" Ball, 1-1/2" Cane Ball. 1.00
37" Cue, 4" Cue Ball. 1.30
44" Cue, 4" Cue Ball. 3.00
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15, 31, and/or 50 points Racerball
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-30 Lb. Bumper Pool Ball. $1.50
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-4" Cue, 3.50 vs. 4" Cue Ball. 3.50
-21/2" Ball, 1-1/2" Cane Ball. 1.00
-37" Cue, 4" Cue Ball. 1.30
-44" Cue, 4" Cue Ball. 3.00
-64" Cue Ball. 5.00
-84" Cue Ball. 5.00

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ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

September 4, 1965, BILLBOARD
MOA to Give Disk Awards

CHICAGO — Roger Miller, the Supremes and Dean Martin are finalists in Music Operators of America poll for best artist of the year.

Finalists for best record of the year are "King of the Road," "Downtown" and "Red Roses for Blue Lady."

For the title of record company most consistently supplying good records for coin-operated phonographs, finalists are Columbia, Capitol and RCA Victor. Awards will be made at the banquet and floor show which concludes MOA's annual convention in Chicago Sept. 13. Voting is by the full MOA membership.

Finalists were determined by a panel of buyers meeting with a second balloting being held this week to determine the winners.

Coming Soon:

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

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

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

Sept. 21 — Associated Buyers Club, Chicago. Location to be announced.

Oct. 5 — Missouri Coin Machine Council meeting, Jefferson Hotel, Mason, Mo.

Oct. 10 — North Carolina Coin Operators Association meeting.

Oct. 16-18 — National Automatic Merchandising Association convention in New York City; trade show, Miami Beach, Fla.


NEW & USED COIN INDEX

The "New and Used Coin Machines" listing in the rear of the magazine has been redesigned as a handy operator reference for inventory control and pricing information. It includes all actively traded photographic pin, game, shuffleboard and slot machines, pool table, uprights, arcade equipment, kiddy rides and coin operated devices. The equipment is listed alphabetically by manufacturer. Year introduced is shown whenever possible. The listing will appear in Billboard the first issue of each month.

KANSAS CITY, MO.

"MOA Fever" has swept through the K.C. coin scene and interest in the coin machines, including, but not limited to, the studies of the old Rock-Ola branch. Quite a few operators are wondering about their routine today.


Also convention-bound is Jack Boll who just returned from the Wurlitzer doings at Midwest Distributing, following an enjoyable campaign vacation in Las Vegas, N. V. In mid-1967, Frank Leutermann, Leutermann, Snell and Hutchinson, and many others, were enjoying a recent accident.

MERGENDORF Rowe-A's Bob McGregor and Ms. Marion J. Anderson, St. Louis, Mo., who have been on the road for the past week, have just arrived in W.B. looking for a new home to build. Art Seiden is now operating in W.B. where staff members Ken Smith, Jim Jackson and Jerry Becker were taking up the Sept. 1 vending school at the Rock-Ola branch. A few of the vendors are following a much-needed vacation with his family during the last 2 months. Frankie Priebe, Franklin, Minn., and Edmund Smith are staying busy lately, as many operators have been coming into town. Among them are Ken Lemon, Penrose; Pat Leonard, Bill Taylor, St. Joseph, Mo.; and McDonald, Emporia, Kans., and from over topeka way Marvin Merrell, of Missouri Coin Company, and Dave Garrettson, with Dave's Vending.

Everyone is looking forward to the convention in Lawrence where Carl Hoelzle is operating from a convention and wanting to get back to work at Bally Distributing where Scoby and coin-secretary Mervyn Vanderbilt are making the store. John Fling, executive secretary of Missouri Coin Company, is planning to find out what many operators are finding it difficult to locate. Plans to plan a successful, "especially," points out, noted featuring "a new feature," says contributors toward better public relations and the other benefits provided for this plan. John also points out that the various coin machines in the Double-Dashale parks in the big city come in handy at a reason.

EARL PAIGE

FRENCH ASSOCIATION IN ANTI-TAX FUND DRIVE

PARIS.—In a letter to all members, M. Robert Charlot, president of the Syndicat National des Professionnels de l'Automatique, and his associates, wrote that financial assistance is needed to help fight a government proposal to increase the tax on coin machines.

The proposal, part of a big plan to reform the area of indigent taxation which will be discussed by the French Parliament, is in favor of the tax on coin machines.

Training Program

Kies, head of the Record Music Service Association, the Chicago Coin Machine Association, sent the program to his membership at its annual meeting. Kees is the first one to be offered under the French system.

Fred Greger, Music Operator and coin machine operator, and president, said "a clearing house in the industry for trained mechanics," would present the program to his board of directors for study at the next regular meeting Sept. 14.

The plan in the bill is, as seen a serious threat to the already hard-hit coin machine industry.

In the event of its rejection by the industry, the plan will be submitted for full co-operation

Kingston, head of Record Music Service Association, the Chicago Coin Machine Association, sent the program to his membership at its annual meeting. Kingston and his associates plan to fully accord with the program.

French Association in Anti-Tax Fund Drive

Reconditioned Specials guaranteed in stock—subject to prior sale

PIN BALLS—BOWLERS

BOTTLELY

TROPIC ISLE—$1.15

GIGI

FLYING CHARIOT 2, P.1—$2.75

SHIPMATES—$4.50

UNITED BALL BOWLERS

FALCOM—$3.50

SAYOY—$2.95

TOP TOP—$2.50

DIEE—$1.25

CLASSIC—$1.50

BALLY

311—$12.50

TRADE WINNES—$1.85

FRIENDSHIP—$1.85

SKILL ROCK—$2.40

METRO—$2.25

MARDI GRAS—$4.50

CHICAGO COIN

SOUTH PACIFIC, 2-P.1—$3.50

MUSTANG, 2-P.1—$4.00

All-the-way SHUFFLE ALLEY

Like New $350

Write for complete 1965 Catalog of Phonographs, Vending and Games.

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Vending service throughout the Convention Hall

AND... a companion copy of Billboard's Big MOA Convention issue for every convention attender.

THE AMERICAN RED CROSS

Shaffer Adds Rowe Phonos in Kentucky

WHIPPANY, N. J.—Shaffer Music Co., Rowe AC Manufacturing Co.'s vending distributor in New York State, has added the Rock-Ola Music line for the State.

Shaffer will cover Kentucky from its Cincinnati office. Shaffer also has offices in Cleveland and Columbus, Ohio, and Buffalo, N. Y.

Kentucky municipalities frequently supplement State vending taxes with their own supplemental taxes or controls. Operators are urged to investigate local ordinances.

For complete information on State vending laws, write to Shaffer Music Co., James L. Shaffer, President, 1045 East South Street, Frankfort, Kentucky 40601.
Turn ordinary locations into MONEY A GO GO WITH WURLITZER’S ARTHUR MURRAY DISCOTHEQUE DANCE MUSIC

What an extra profit producer this package is! A special Wurlitzer Discthèque Phonograph with two tremendous matching speakers to create the boom beat and the fun sound that is Discothèque Music. A special music library with the initial 60 selections PROGRAMMED BY ARTHUR MURRAY STUDIOS using big name artists. Special title strips. An out-of-this-world Promo Pak of in-location play-promoting material available at prices that make their use a real dividend-paying investment. And, to top it all, a flip of the switch converts this great phonograph from Discothèque play to pop singles and Little LP’s.

Never before has a Wurlitzer Operator had so much to offer a location in high appeal play stimulation — so high a potential return on his own investment as is packed into Wurlitzer’s Arthur Murray Discothèque Dance Music. Hear it at your Wurlitzer Distributor. You’ll quickly realize that this is your opportunity to cash in on the greatest music trend to sweep the nation in years.

THE WURLITZER COMPANY • N. TONAWANDA, N. Y.
109 YEARS OF MUSICAL EXPERIENCE
Of the albums, "Satisfaction." The guitar gives off a lot of potential, albums light up in Billboard's Pop rankings in respective areas. This, along with the trend in the music industry, brings attention to the American singer's outstanding potential. "The Story of Bob Dylan's" is a popular song with a rich history. An album that moves from start to finish.

The smooth, mellow voice of Neil Young, with his distinct style. ABC is a great addition to the album. The package should be a hit with the fans. With Neil's voice, this album takes on a new dimension. The package is simple but effective. "It's a great album." The guitar brings out the potential in the song. The packaging is well done.

The new record of today's big band, Ray Charles. His voice is still powerful, and he brings new excitement and color to the album. The performances of Ray Charles and his band are sensational. It's a great album. The package should be a hit with the fans. With Ray's voice, this album takes on a new dimension. The packaging is well done.

This is an album that captures the essence of the time. Neil Young's voice is still powerful, and he brings new excitement and color to the album. The performances of Ray Charles and his band are sensational. It's a great album. The packaging is well done.