CAB Told Fee Cut Would Herald New Distrib Era

By MILRED HALL

WASHINGTON — Record distribution of the future may well represent an air freight from a "one warehouse" base, with elimination of multiple warehousing and heavy inventories of waxed records. Records would go directly to retailers, eliminating much of today's costly obsolescence.

This is the way Mercury Records Vice-President Irwin H. Steinberg pictured it in last week's hearing before the CAB on proposed lowered freight rates for records by TWA, between Dayton, Ohio, and West Coast cities, Los Angeles and San Francisco. Fighting the special low rate proposed by TWA was the Flying Tiger freight airline.

Rail jobbers play a big role in today's distribution to multiple retail outlets. They will play a bigger role as the rack operators move from subdistributors to become distributors themselves and take over more retailing, Steinberg predicted. Where Mercury once had to service 300 to 400 retailers in an area, through a complex of warehouses, owned or independent, now three or four rack firms can take care of all outlets on a stand-alone premise. The racks use computerized programming out of reach of the average retailer.

In fact, the Mercury spokes-
man saw a possibility that one day "record distribution as we know it may have a total representa-
tion to the whole indus-
try." On the near horizon, he sees warehouses converted into sales offices (without inventories). They would relay dis-

(Continued on page 12)

DEAN COUNTRY AWARDS SHOW
Response to Poll Called Terrific

NEW YORK — The enthusiasm and cooperation of country music stations across the nation to Billboard's annual country Music Awards is shaping up as phenomenal. The awards will be presented on the "Jimmie Dean Show" Oct. 22 over ABC-TV.

WILD, Chicago's country outlet, printed the ballot on the back of its Aug. 16 hit list, with 30,000 copies of which are distributed to some 250 record shops and department stores, plus air announcements requesting nominations. George G. Dobbertz, vice-president and general manager, said the station received about 4,300 nomi-

(Continued on page 12)

3M Will Stage Massive Sales Campaign on Its New System

By LEE ZHITO

ST. PAUL—3M will back up its new direct-sale background music system with the Contours' 3M 7000 with what promises to be the most intensive sales drive in the history of the background music field.

An integral part of the sales drive is that its new system will be sold and serviced through more than 250 Thermofax sales offices throughout the country, (Thermofax is a 3M subsidiary). In addition, Thermofax will install the unit in commercial locations where multipositions are necessary. As exclusively re-

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(Advertisement)
John Gary's Got
A Great New Single

"DON'T THROW
THE ROSES AWAY"
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GET IT!

And don't forget his current chart-climbing album
"The Nearness of You" LPM/LSP-3349
RCA VICTOR
www.americanradiohistory.com
NARM Adds 10 Dists To Ranks; Total Now 31

By RAY BRACK

CHICAGO—Pulling its largest move of the year ever, the National Association of Record Merchandisers opened its annual meeting here Sept. 25 with the addition of 10 new associate distributor members by vote of its 722 members Sept. 24. Several additional distributor firms were expected to be admitted following completion of the conference following the meeting.

"This gives us a total of 31 distributor members," reported NARM president Al Malamud. He explained that the association membership previously included 25 distributors that companies incorporating rack operations.

In addition to distributors, NARM also added six new rack jobbers and four manufacturing members to the membership roster during the meeting. Presentation of new member applications was made by NARM president George E. Ray Jr. of Record Service, New Orleans, at a dinner meeting Sept. 24.

With the influx of distributors into the association, Malamud said he intends to expand its services into business areas of particular interest to distributors.

"For example," Malamud said, "we want to take advantage of the idea that NARM can organize a unified summer sales conference between Rack Jobbers and distributors that will eliminate the need for distributors to travel to numerous meetings."

Place for Distrib NARM officials pointed out Bill Raymond's idea of a tradi- tion of distributor associate members into the association will not immediately alter the official structure of the organization.

NARM officials will work toward suggestions for future improvement," a spokesman de-clared.

To Increase Activity Section 8—"A realization of more than the 200 persons expected at the membership and personnel meeting section, Malamud observed: "We are not quite used to it. Not only do we intend to play a major role in contributing to continued growth and development, we intend to increase our activity in legislation on all levels."

NARM officials indicated that a specific resolution regarding excise tax repeal, floor stock refunds, special committee and topic of discussion at the Chicago meeting. NARM general counsel Albert A. Carretta briefed members on the Government's antitrust proceedings and fielded specific questions from members during a special committee meeting last evening.

NARM officials indicated that a specific resolution regarding excise tax refunds might emerge from this meeting.

"We hope to effect a workable method of refunds where- by the great confusion now found in the IRS is avoided," Malamud said. "A simplified process has to be worked out, and our association may well come up with a solution."

Malamud announced that NARM's national convention will be held March 6-10 at the Fontainebleau Hotel in Miami Beach. A special surge of activity by NARM in behalf of all members now between and the conven- tion to be held June 8-10, the conference declared.

4. The following are distributor firms voted to NARM associate membership.

All-State Distributors, Chi- cago; A. S. Davis Distributors, New Jersey; Marmel Distributors, Philadelphia; David Ross, Jack's Record Distributors, Philadelphia; Library Distributors, Atlanta; Alpha Distri- butors, New York City; Eastern Distributors, Buffalo; Country; Royal Disc, Chicago; Tone Distributors, Miami; Di- manti Distributors, Boston.

The six new rack jobber mem- bers:

Disco, Inc., Boston; Mid State Distributors, Des Moines; Rack Suppliers, Seaville, Conn.; Rack Jobs, Inc., New York City; R&R Record Distributors, Chicago; Saco Distributors, Portland, Maine; and Wines Distributors, New York City.

Manufacturer associate mem- bers newly enrolled include: Disc Jockey Mfg. Co., San Jose, Calif.; Pharmacopeia, a manufacturer and Palos Products (music); and shelf numbers are located in the greater New York City area.

"We look forward to these NARM membership, including new members, it was told companies, Malamud reported.

NARM Moves on 'Refund Maze'

CHICAGO—The National Association of Record Merchandisers is interceding immediately with the Internal Revenue Service to prevent its members from the moun- tain of paperwork necessary to facilitate floor stock refunds granted under the 1965 Excise Tax Reduction Act.

Declared NARM general counsel Albert A. Carretta at the Association's mid-year meeting here last week: "Because of the practical impossibility of compli- cating with the letter of the IRS tax refund regulations, the rack jobbers (NARM) have conferred with several of the manufactur- ers for the purpose of seeking their co-operation in requesting either a liberal interpretation of the regulations or a complete suspension of the amend- ment of the regulations."

At an informal meeting in- volving NARM directors and major manufacturing executives on Wednesday (8) evening, Carretta disclosed a plan of action which was approved which would see NARM directors (NARM) conferring with the IRS, the IRS was notified of necessity to draw up revised regulations which will apply generally—and not only to the record industry.

He said that NARM has al- ready interceded with the IRS to obtain a "window" for the industry. Carretta said that if NARM has not already received its floor stock owners list all serial numbers in their inventory. It was agreed that listing album title or record price category would be sufficient. Carretta said.

Briefly, Carretta said, the June 21, 1965 Act provided: "A floor stock refund on all stock held as of the morning of June 22, 1965. Following enactment, the IRS instituted regulations stipulating the manner in which all dealers must file their re- quests for refunds from their suppliers. Dealers and rack jobbers may not file their requests for the government for refunds, he said, but may go directly to manufac- turers for refunds. Present IRS regulations re- quire Carretta explained, that "when the rack jobber hands the IRS a check they must file with the IRS a copy of the rack jobber's request for refunds from their suppliers."

Problems Arise At this point, he said, two big problems developed. The first is a per- mitted. Most racks and dis- tributors applied to handle the "loos of paperwork." "The second problem is the cost of preparing the material for excise tax refunds to make the refund amount of re- fund," added Carretta.

Add Workers He noted that many rack job- bers and distributors—as well as manufacturers—bought additional employees to handle the increased amount of "paperwork."

1,400 Writers Cut ASCAP Award Pot

NEW YORK—More than 1,400 writer members of the American Society of Composers, Authors and Publishers shared in a $1.4 million bonus this year in their contributions to American music for the year ended Sept. 30. The slide, however, was in the total amount of pay- ments, which is limited to writers whose royalties for the year are less than $10,000. A $2,000 cut in the popu- lar field or less than $20,000 in the classical field. They are paid for a 5 per cent contribution of all ASCAP royalties in the part of the field.

"The average field is $1,200, but the popular field is $2,000," said ASCAP president Manfred Menaker.

Top winners in the popular field include Jerry Herman, who wrote "The Fantasticks" and "Mame"; Tom Jones and Harvey Schmidt, who wrote "The Fantasticks"; Bob Dylan, folk singer who wrote "Blowing in the Wind" and "Mr. Tambourine Man"; Brill Bucharach, writer of "What a Wonderful World" and "What's New Pussycat?"; Ernest Maresca, writer of "Lovers Who Wander" and "Whistle Stop"; Ornette Core- ne, jazz performer and innova- tor; and Don Anthony Carlos Jobim, composer of bossa nova music.

"The awards were announced by a committee headed by ASCAP chairman Alexander Malek and including Carolyn Lewis, ASCAP's director of theкаус and Barbara Arnold and Charles Schwartz.

Committee members met with the ASCAP board of directors and announce the awards. It marks the first time that such a bonus has ever been held. ASCAP writing awards total now $3,220,000 since they were inaugurated in 1960.

"Problems America's leading writer of serious music," said said that the ASCAP royalty payments and awards give an economic stimulus to serious music.

"The pop artist who breaks a record every month is in the pop music field, and this industry does not have any influence over his career," said Mr. Thome, president of ASCAP. "The only industry that has influence over his career is the record company."

"The pop artist who breaks a record every month is in the pop music field, and this industry does not have any influence over his career," said Mr. Thome, president of ASCAP. "The only industry that has influence over his career is the record company.

Michael St. John, ASCAP's deputy general manager, said the ASCAP royalty payments and awards give an economic stimulus to serious music.

Brack Named Editor After Biro Resigns

NEW YORK—Raymond Brack has been named Midtown editor of Billboard, replacing Nick Biro, who resigned to ac- cept a position as public relations and promotion director of industry magazine Record World. Brack will also be Billboard's coin machine editor and editor (Continued on page 2).

Nashville Called Mayo Clinic of Music Industry

NASHVILLE—Frances Prest- ton, a vice-president of BMI and manager of the company's Nashville office, told the Exchange Club last week that Nashville had gained the reputation of the "Mayo Clinic of the music in- dustry."

She said top artists who popular popularity had dropped because they had run out of time spent in Nashville by their "managers for therapy and treatment."

She cited Perry Como and Elvis Presley as examples of re- turns. She said, "I have had a lot of interest in Nashville in recent months for "a cure."

Preston told Exchanges that Nashville is a music industry city is 60% music production center of Nashville's economy. She said there were 26,000 songwriters, 84 record pressing plants, 10 re- cord studios and 1,100 pro- fessional musicians. In the 15- State area the BMI Nashville office handles, there are 833 composers and 322 music pub- lishers, she said.

SON NASHVILLE—"Forty Acre Feud," a film featuring a dozen country music artists, was made in Nashville last spring, which was shown at a special premiere last weekend at the Theater.

A number of the artists in the movie attended, including Min- nie Pearl, Bill Jackson, and Bob Cogar, among others.

Performing artists, in addition to those named above are George Jones, Ray Price, Lor- etta Lynn, Roy Drusky, Skeeter Davis, Wilps Brothers and Hugh X. Lewis, Talent co-ordinator for the film was Hubert Long. The film was directed by Ron Ormond of Hollywood, who recently moved to Nashville. It was produced by John C. Berry, Jr., at Nashville's Barn at nearby Mt. Juliet, Tenn., a south of Nashville. Peter Decco, head of Decca's Nash- ville operation, who held together well with a good plot, has many good parts and will do well in the market it aims at and should be well received by country music fans. It displays a natural acting and comic talent which will surprise many.

MUSICOR RECORDS APPOINTS SCERBO

NEW YORK—Bob Scerbo has been named the pro- viding records, ASCAP/APR Records. He will work with the labels of the company's offices in co-ordinating LPs and sin- gles as well as with Musico staffs Chris Spinella, Penn Blanche Wilson.

Scherbo had been with United Artists Records for two years as production assistant.
H-B Bows New Exposure Idea

Several factors favor a successful reaction to the new idea, according to the chaperons and an integral part of the "Flintstones" series seen by an estimated 75 million persons each week. And most local music producers have already expressed interest in artists, so the inclusion of the two H-B "personalities" could give a show something new to boast about. The two cartoon characters have a mechanically jived up style.

In essence, if a local TV show likes the idea and slots the sequence for immediate showing, it can scoop the ABC network now which breaks Friday (17) at 7:30 p.m.

The forthcoming "Flintstones" series marks the first union of H-B television and record company, according to Frank K. No Biz But Show Biz, and introduces Pebbles and Bamm Bamm as a singing team and a Denny Hutton cartoon character to the long-running "Roses and Rainbow," on the H-B pop single.

On enabling auditioning.

Pebbles and Bamm Bamm singing "Open Up Your Heart and Let the Sun Shine In," which is a new H-B single. By offering the free film clip to TV stations, H-B's general manager Don Bohanan envisions his idea will prompt much of the nation to reach radio.

So local TV stations will receive their prints Monday (13) and take the responsibility to take the performance and to local TV music shows for auditioning. Be produced with a black background, enabling the originating show to supervise the choice of the singers. The entire performance will be coming open segment (17) of the new "Flintstones" ABC series.

Disk Industry Aiding Drive On Dropouts

NEW YORK—The record industry's promotion of the Government's Youth Opportunity Back-to-School Campaign, Growth, and Education in the national promotion for Columbia Records, the sales of the record industry's contribution to the campaign.

The industry will coordinate its efforts in support of the campaign through the release of a single on a special label. The record will be distributed in stores nationwide across the country. In addition, the industry will release 10, 30 and 60-second spots featuring well-known artists who will emphasize the importance of, utilizing the slogan "the record industry is giving you your future," be presented on radio and television as public service announcements.

The recording industry committee, in addition to Bohanan, includes John Rosicka, RCA Victor's national promotion director; Willard Seeley, promotion manager of Capitol Records; and Leonard Silver, national promotion manager of Decca Records. The chairman of the committee is Sidney Davis, head of the artists' committee; Johnny Carson, co-ordinator of the TV show, and Bob Considine, chairman of the press committee.

Col. Promotes Billy James

NEW YORK—Billy James has been promoted to the position of controller for talent acquisition and development at Columbia Records, James, who has been associated with the company on the Coast for the past 12 years, will now coordinate his activities to introduce new recording artists. In addition, he will assume responsibilities in marketing, national and field promotion as well as other areas of the company.

In his new assignment, James will be responsible to Allen Stanton, executive producer on the West Coast, for scouting, auditioning acts and announcing potential talent for the label.
"If imitation is the sincerest form of flattery, then Bob Dylan must be one of the most flattered performers in American popular music today..."

BUT NOBODY SINGS DYLAN LIKE DYLAN!

"POSITIVELY 4TH STREET"
.c/w "FROM A BUICK 6"

ON COLUMBIA RECORDS
At Mercury Sales Meetings

NEW YORK MEETING at International Hotel, Clockwise (from extreme left), are Karl Rollison, Herb Silverman, Cliff Lane, Irv Gospriecht, all of Zamoski, Baltimore; Kenny Myers, Chicago; Mervy Bass and Mel Sterling of Zamoski; Sonny Kerner, Mercury eastern regional representative, and Bob Felesky of Zamoski.

Stanton Chides W. Coast Spread

HOLLYWOOD—"What the West Coast needs is a Brill Building," states Al Stanton, Columbia Records ad head here. The problem for Hollywood recording companies in acquiring good, solid songs is compounded by the lack of a music industry center, which is what the famous Brill Building is in Manhattan. "Everything is so spread out here," Stanton said last week, "that you don't know where to look first for material." In New York he could make one phone call to a firm in the Brill Building—or at 1650 Broadway, another chief publishing mecca—and walk a few steps. Yet within a few days he has sufficient material to choose from. After a year of California living, Stanton feels the vacuum in the publishing ranks. He says a central location housing many publishers tends to "feed itself." Word gets around these Brills that people hear about your plans and start producing material for your consideration.

WJRZ's First Country Show In November

NEW YORK—WJRZ, New­ark station which switches to country music Sept. 15, will promote a monthly series of live concerts in concert shows in the Newark and New York City areas. The first show will probably be in November and will feature name talent.

WJRZ will be this area's first full-time country music outlet. The possibility of these shows—nothing new in the way of promotions for the nation's country music outlets—was reported exclusively in Billboard several weeks ago.

A deal for the monthly series was completed Sept. 3 between the firm of Gerald W. Purcell Associates and the radio station. The Purcell firm is primarily a personal management company. It represents artists under its wing are Eddy Arnold, Minnie Pearl, Buddy Farmer, Sonny James, and the Anita Kerr Singers. These artists are being lent to appear in some of these shows.

Purcell has also been extremely active in the concert field. The firm has set a show in Atlanta for Sept. 25, which will feature Eddy Arnold and Homer and Jethro, a show in Boston, Oct. 15, will feature Eddy Arnold and Sonny James; in conjunction with radio station WWOL, Baltimore, an Oct. 16 show will feature Eddy Arnold and Homer and Jethro; and in Syracuse, in conjunction with radio station WENY, a show will feature Eddy Arnold, Homer and Jethro, and Connie Siggins.

Purcell is working with other radio stations across the nation to complete similar deals. Marty Klein, East Coast concert manager for the firm, will handle the WJRZ promotion. He said the Purcell organization will likely produce some 100 similar concerts during the year, many in co-operation with radio stations.

Electro Music Is Purchased By Columbia

NEW YORK—Columbia Records Distribution Corp. con­cluded its acquisition of Electro Music last week, and the firm will now be a large company's adr staff, he explains. In the past a man was a publisher or a writer. To­day he's recording his own ma­terial as an independent pro­ducer. Yet within a few days he has sufficient material to choose from. After a year of California living, Stanton feels the vacuum in the publishing ranks. He says a central location housing many publishers tends to "feed itself." Word gets around these Brills that people hear about your plans and start producing material for your consideration. "An artist's image is more important," according to the executive noted. "It's even supplanting talent. If the image is away from Pico Boulevard we have to be that great." Part of James' new job will be to discover an artist's main force and surround it in the proper atmosphere. Stanton has worked strenuously on creating the Byrds folk-rock image. Marks will work primarily with new, young artists. "In a few years his size will be that of a major record company," the former manager said.

Custom Fidelity Expanding

PASADENA, Calif.—Custom Fidelity is expanding to com­mercial as well as educational recordings. The Dave Berkus­owned complete custom house has just released its first com­mercial LP, "Sing Nowell!" on its own label, by the Occidental College Glee Club, currently in Europe on a concert tour. Custom Fidelity sold 1,500 copies of the LP to a limited collegiate audience, and is now offering the LP through regular distributors.

The studio works with Dick Friesen Productions, a Holly­wood commercial house, Ron and Music of Long Beach and Daina-Life Records, the only American-based Latvian record operation.

The company began in 1958 and works with Occidental Col­lege, Stanford, Cal Tech, the Southern California Band and Orchestra, and the Holly­wood Bowl's Battle of the Bands, producing premiums product. Berkus claims his firm is the second largest independent manufacturer emphasizing non­commercial activities. Century of Saugus, Calif., is the leading educational house, he says.

Lewerke, Kaffel Firms Relocate

LOS ANGELES—Mari Dist­ributing, Hitville, Inc., and California Records will con­solidate operations here Oct. 1, when the three com­panies move to new quarters at 2252 West Olive Street. All com­panies are owned by Jack Lewerke and Rik, W.K. Inc.

Merit will vacate its location at 2800 West Pico Boulevard and Pep Records will move into the California Hitville space at 3009 West Pico, Kaffel will say.

Approximately 30 employees working for the three distributor­ships will shift to the new loca­tion, just five minutes away from the new site, which will be a two-story building. The two-story building will be an office building and will have a number of retail outlets on the main floor. Each distributor will retain its own identity, with the consolidation offering the own­ers 15,000 square feet of space.

RCA RECORDS GOSPEL ALBUM

NASHVILLE—Country music star Porter Wagoner and the Blackwood Brothers recorded a new album for RCA last week under direction of Chart Atkins, first time for a country star to be re­corded with a top gospel quartet.

The album, titled "Grand Ole Gospel," contains old standard gospel numbers and one original. Arrangements were by Wagoner and the Blackwoods. The album will be released in January.

IN LOS ANGELES, Seattle quartet Ronnie Saul, Norm Larsen, Stan Saltman and Chuck Blacksmith hear Morris Diamond speech as Kenny Myers sits by.

ATLANTA MEETING brought together (from left) Eddie Lambert, Wink Burch, Alabama; Burt Fleckman, and Carl Kline of Charlotte, N. C.
BERT BERNS - JULIE RIFKIND
Our friends, and even those that don’t like us say...
WHAT A SONG!
WHAT A SOUND!
WHAT A GROUP!
WHAT A RECORD!

THE GIRL I LOVE

Sung by

THE LOST SOULS

wear your hair long
when you touch me
put perfume on

...and we're still not tired

the gang at bang

BANG 509

PRODUCED BY: BERT BERNS

WEB IV PRODUCTION

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TEL: LT 1-3747
Polydor in U.K. Formed by DGG

LONDON—Deutsche Grammophon is developing its international activities in the United Kingdom through formation of Polydor Records in England.

Polydor Records, Ltd., will absorb the activities of the existing Decca Polydor subsidiary, as well as that of Polydor Records, Inc. of New York, which will cease to exist under this arrangement.

Appointed managing director of the new operation is Roland Reissner, a British music executive generally known for his associate to the managing director of EMI two years ago to manage the Trans Global Music Co. in New York.

A hunt for new British talent and American product will be started immediately. The group of something that can be called uncommercial music will be a prime target, according to Reissner, who was managing director of DG Great Britain, becomes a director of Polydor and will continue to handle the classical repertoire.

World Pacific

Says Fuller: "Movies are an area that I've always thought about and I've been thinking about it for the last year. I'm convinced that I have a good handle on the sort of material that I want to put on LPs. When we get into the LP business, we're going to have a different emphasis, a new approach."

FOLLY—When producer Frank Fuller of Gospel Truth, Inc., heard the announcement by Decca Records that it was going to put forth an aggressive program to develop the LP market through the signing of Jimmie Haskell to produce a series of LP's for Decca, he immediately approached the signing of the label's manager, and asked Fuller to produce a new label that would be devoted to the promotion of the material that is left up to you."

In some cases the producers know that the name writer is forming out the assignment. The "ghost" and his employer may work together to create the symphony or action. Sometimes the name composer—if he has that much stature—gets a part with the house and the "ghost" labor there.

"Composers look for "ghosts,"" Fuller charges. An average "ghost" scores three to five films a year. Since producers take the names of the "ghosts" from the serious writers who are becoming discovered and signed for title themes—Fuller cannot use his credits in proving his ability as a film composer. It would be difficult to tell who is the "ghost" composer or who is the real composer."

This attitude is a safe way of working. If asked specifically about a "ghost composer," Fuller would probably reply with a smile: "A composer who doesn't make his own way."

Says Fuller: "Movies are being made about modern situations and settings but composers are being used from another era. Change is inevitable but some composers are too slow to change."

Fuller is intent on denying the film market in his right. He prefers working in this medium because it allows greater expression and freedom. There is a certain medium in which you can work and it is the study."

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DeMann Elevated

NEW YORK—Fred DeMann has been promoted national sales and promotion director for Atlantic and Bell Records. This includes all activities with these two companies. DeMann will be based in New York with the label.

DeMann has over 20 years of experience in the music business. He is said to be one of the biggest names in the business, and has been involved in many successful projects. He has worked with legendary artists such as the Beatles, Elvis Presley, and the Rolling Stones. His dedication to music and his ability to connect with fans have made him a valuable asset to the music industry. With this move, DeMann will have even more opportunities to influence the industry and continue his work in promoting music.
HIGHLIGHTING "HULLABALOO" ON SEPTEMBER 20th—GARY’S BIGGEST SMASH EVER!

“EVERYBODY LOVES A CLOWN”
and “TIME STANDS STILL”

GARY LEWIS
& THE PLAYBOYS

...and everybody loves Gary’s two smash Liberty albums!

A Snuff Garrett Production
3M Will Stage Massive Sales Campaign on Its New Product Line

By Larry Finley

The expression, "hustling at the seams," has many connotations, however, everyone at ITCC knows the exact meaning.

Three months ago two people were employed by ITCC, today we boast a staff of forty.

The growth of ITCC stems from the nationwide acceptance of the tape cartridge concept, and because ITCC is the only firm delivering the Fidelitac four track, Lumaritone eight track and Ortronics eight track cartridges.

Another reason for our expansion is because we are basically music people, and our entire staff are considered to be experts in the music field.

We have taken the "cream" from each of the record companies, and offer a cross-section of everything that is "hot" on the market today. Our current list now has these 30 gold labels:

ABC PARAMOUNT
AUDIO FIDELITY
COMMAN

DANA
DECCA
DOT
ELEKTRA
FONTANA
GLAD-HAMP

GRAND AMERICAN
HORIZON
IMFUSEL
JOSIE
JUBLI
KENDALL
LIGHTWRIGHT
MGM
MERCURY

NOMISUCH
PHILIPS
PRIMA
ROUETTE
SEEDO
SEASAC
SMASH
SPEBERN ARTS
TICO
VCOM-JAY
VERVE
WESTMINSTER

If you would like these labels to earn money for you tomorrow, why not contact us today?

TAPE CARTRIDGE TIPS

by Larry Finley

NEW YORK—Controversy—an old meaning of creating publicity—is proving to be a major contributor to the success of an album. A case in point is the 13 track LP by Barry McGuire on Dunhill Records. The record reached No. 2 on the Billboard charts this week in spite of the fact that Barry McGuire never sang the song, while others induced by the stir have given it extra attention.

Among the stations which have refused to play the LP are WLS (Chicago), WWDC (Washington), WCAO (Baltimore), and WHC (Miami). Banning the record temporarily—until it saw national acceptance on the charts—the WLS, WHC, Miami, and WPOL, Atlanta.

On the other hand, WCHA, Chambersburg, Pa., not only played the record, but opened the phone lines for comment and received about 50-50 comments on the song. WCHA deejay Bob Hollands then sang the song on the network the next consecutive hours in the display window of a local record store, on which he played a portion of his marathon solo in 21/2 hours. Bob Hollands said he felt the record should be played to "alert people to the financing around the world." He's now thinking of a similar debate about "Dawn of NARM Moves on 'Refund Maze'

By CLAUDE HALL

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A second problem with this arrangement is the inclusion of product by all manufacturers on each store list. If duplicates of store lists are sent to all manufacturers, they would have a handy reference to the current shelf space accorded a competitor by a specific outlet, the attorney pointed out.

Suggest Solution

Carretta suggested a solution to these problems that "all the manufacturer needs is a certification —under penalty of perjury—that as of June 22, the customer had in stock the sub-listed unit of the manufacturer's product."

The informal regulations, issued on Aug. 13, provide a "dealer on classification due date of Dec. 31, 1965. Carretta said, by that date every dealer desiring to enroll in the plan must have filed with the manufacturers. No dealer is permitted to receive the refunds from the government unless they have filed these requests to the IRS by Feb. 10, 1966."

Because this gives manufacturers only five weeks to process all the paper, Carretta said, several firms have set earliest deadlines for the filing of dealer requests. One company arbitrarily set a Sept. 15 deadline, he said.

In a meeting Wednesday night, major record manufacturers—excluding Capitol, Columbia, Mercury and RCA Victor—agreed not to enforce an early deadline date. Carretta said NARM will recommend a later deadline of either Oct. 15 or even Nov. 15.

"The intent of the Excise Tax Reimbursement Act of 1965 is that the holder of records as of June 22, 1965, will receive a refund of 90 percent of the original price," Carretta stressed, "and the legitimate holder will get amount in full."

The question of passing current tax rates on to the consumer — as recently raised by the President — would be covered by the NARM meeting, the association counsel said, and could not be brought up. "Most rack jobbers sell well under list price already," he remarked.

Eve Gains From Fruits of Rubhurab

By CLAUDE HALL

NEW YORK—Controversy—another old meaning of creating publicity—is proving to be a major contributor to the success of an album. A case in point is the 13 track LP by Barry McGuire on Dunhill Records. The record reached No. 2 on the Billboard charts this week in spite of the fact that Barry McGuire never sang the song, while others induced by the stir have given it extra attention.

Correction," the answer to WCAO's hit list, distributed throughout the Baltimore area, calls attention to the fact that while the "Eve" record is high in retail sales, dropping to No. 17 according to their tabulation, they are not playing it. Bill Saunders of WACO said, "We just thought it was in the price range," as a radio station, we reserve the right to determine any and all records that are to be played, or not played."

Miami's WFUN started playing the record several weeks ago, said vice-president and general manager Arnold Kaufman, but received protests and pulled the record. Requests for the song, however, constantly came in. Kaufman invited several public figures to hear the record at the studio and discuss it. All showed no unfavorable reaction to the record and Professor Thomas Wood of the University of Miami said he'd heard that WFUN is playing "Eve" and "Dawn" back-to-back.

KFWB, Hollywood, with a commentary program with Barry McGuire as guest to discuss the record, was the answer to the WFUN, said Kaufman, but received protests and pulled the record. Requests for the song, however, constantly came in. Kaufman invited several public figures to hear the record at the studio and discuss it. All showed no unfavorable reaction to the record and Professor Thomas Wood of the University of Miami said he'd heard that WFUN is playing "Eve" and "Dawn" back-to-back.

Gene Taylor, station manager at WLS, Chicago, said that "Eve" was spun one weekend about four weeks ago. "By the time the record got their attention," he said, "there were about 30 telephone calls contesting the song." So the record was pulled from the play list and is still banned. But this is the normal procedure, he said, on records that may have doubtful qualities.

In Philadelphia, program director at WWDC, Washington, said his station was not playing the record because of its controversial nature. "If you're going to listen to it, you might as well, but when you're not, you're supposed to live a little longer and not die," he said. WWDC wasn't playing "Dawn" either because "you've got to know where you're coming back from." Neither record has been aired at the station.

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September 18, 1965, BILLBOARD

Record Crowd Sees Dean at Fair in Ohio

NEW YORK—Jimmy Dean broke the 116-year attendance record at the Ohio State Fair in Columbus with two shows a day on Sept. 4 and 5. During the two DL presentations the crowd was seen by an estimated 80,000, who overwhelmed the normal fairground capacity. Extra chairs were set up and the open stage Theater was completely surrounded.

Negotiations are now being held to bring him back to the same location for the next year.

CHICAGO — A policy meeting called by all the producers in the Mercury Parle line, also known under the name of the Mercury Parle, was held here on Monday (13). Major item on the agenda was the question of working closer with all the independent record producers to find new talent. At a press conference held by President V -JAY, INNION, the owner, some 20 artists were introduced to the press.

The firm recently acquired product from such other indie producers as George Martin, Snuff Garrett, Jr., Bill Smith, Ellie Gritsch and Dave Bar- dacades. Two new producers picked up last week were a boy-group, "The Changes" and the Five American's, from Dallas.

Mercury Parle For Producers

INTERNATIONAL TAPE CARTRIDGE CORPORATION

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212-265-4858

Complete line of stereo tape cartridges—prices: $7.98, $3.98, $4.98, $1.98 and up.
A GREAT HIT RECORDING (WHAT THE WORLD NEEDS NOW IS LOVE) IS NOW FOLLOWED BY THIS MOVING PERFORMANCE...

JACKIE DE SHANNON'S

A LIFETIME OF LONELINESS

Arranged & Conducted by Burt Bacharach
Written & Produced by Burt Bacharach & Hal David
DEAN COUNTRY AWARDS SHOW

Response to Poll Called Terrific

WFPY, Hammond, La., not only distributed 6,000 ballots at local business places, but offered them for 20 days at the Saturday night Louisiana Hayride show in Shreveport, La. A director, Rube Rogers, said it was great publicity for the station and the joke box men, record shops, and others are using the results in their respective businesses.

In Flint, Mich., WMKF mailed two polls—one for the husband, one for the wife—to 10,000 homes. 「The number of replies, we think, is amazing, but then country music is first in the Flint area and WMKF is #1 in the market,」 said program manager Don Tweedy.

KVRE, Santa Rosa, Calif., aired the poll via spot announcements, one per quarter hour for 20 days at the Saturday night KPIX, and put it up with entry coupons in the Press-Democrat for 10 days, and 3,200 ballots in those leading country music nightclubs in the area. 「Our initial response was incredible,」 said Tom Brennen. 「We received over 3,000 replies. To say that country music is in the ascendency is in understatement... it is the thing.」

Other stations who reported successful response are: WPSM, Waco, Tex.; WDDN, Wheaton, Ill.; WOR, Augusta, Ga.; and WYVE, Evansville, Ind.

September 18, 1965, BILLBOARD
In the hit tradition of...

12 STRING GUITAR
The Followings
ST-1812/WP-1812

12 STRING GUITAR
WALK RIGHT IN
HUMPER SONG
ST-1814/WP-1814

12 STRING GUITAR
Don't Talk 'Bout It
ST-1815/WP-1815

12 STRING GUITAR
JOE PASS
CHARITY/LABOR OF LOVE
ST-1816/WP-1816

MR. 12 STRING GUITAR
LIKE A ROLLING STONE
EVE OF DESTRUCTION
ST-1817/WP-1817

Mr. Tambourine Man
IT AIN'T ME BABE - THE "IN" SOUND
MR. TAMBOURINE MAN
ST-1818/WP-1818

All I Really Want to Do
SUBTERRANEAN HOMESICK BLUES
ST-1819/WP-1819

CATCH THE WIND
ST-1820/WP-1820

YOU GOT YOUR TROUBLES
ST-1821/WP-1821

I DON'T BELIEVE YOU
ST-1822/WP-1822

...only "gianter"!
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<tr>
<th>City</th>
<th>Chart</th>
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<th>Record</th>
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<td>Top Sellers</td>
<td>Lenny Welch</td>
<td>&quot;Let's Get It Together&quot;</td>
<td>Imperial 66113</td>
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<td>Sonny Bono</td>
<td>&quot;My Love, My Life&quot;</td>
<td>MGM</td>
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<td>The Turtles</td>
<td>&quot;8-Track Tape&quot;</td>
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<td>The Animals</td>
<td>&quot;Don't Make Me Over&quot;</td>
<td>Columbia</td>
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**THE SUCCESS STORY OF 1965!!!**

**ENGLISH GIRL MAKES GOOD!!!**

**SAMANTHA HAYON**

Sings Her Fast-Rising New Hit

**DON'T COME ANY CLOSER**

*it's on United of course*

**UA 909**

September 18, 1965, BILLBOARD
Barbara With an 'A' Gets 'A'in 'Clear Day'

BOSTON—"On a Clear Day You Can See Forever," a tunefully wrought, but confounding musical, has opened the theatrical season at the Boston Colonial Theatre and it will doubtless take all of the five-week pre-Broadway run to mold it into acceptable shape. But this Alan Jay Lerner-Burt Lane musical need have few fears as the lane has its star, Barbara Harris. She sings manically, clownishly, delightfully, and even dances creditably. She is without doubt a winner.

From a girl endowed with extraordinary perception who believes she is inferior to her peers, to the characterization of a beauty of 18th Century England, she sings her way gloriously through songs that are hot, cool and sweet. At one time she is the high, piping voice, New York "babe" at others the dignified and poised dream of an elocution teacher. For example, in the bel canto "What Did I Have That I Don't Have," she undersews and goes into the quiet ballad, "Toasty and Couth" beautifully. Barbara Harris has no equal on any level. All the charm needed in a male lead is brought by Louis Jourdan as the psychiatrist who takes Daisy Gumble back through hypnosis to her previous life in Olde England and her search for love, fame, death and a little title song, and his appeal overcomes her. In "Marry, Marry, Marry," he puts his personality into several other numbers such as "The Normal Thing To Do," "Mom," and "Mama," a satirical note on psychiatry.

The difficulty arises in the dual character of Miss Harris. When the story goes back to England there is trouble. It wanders through lachrymose love affairs, and while the scenery and costumes are dazzling, confusion reigns frequently. This also is true as the book develops a number of sub-plots, as in the case of psychiatrists whose overemphashed is nonexistent and tiresome. There are just too many characters about as in the case with Titus Vanous at a trek millionair and all sorts of friends of Daisy's rooftop.

But RCA Victor should be happy about its album there being nothing that can come out of the voice box. "On a Clear Day" from doing well properly edited. The show's running time has been three and one-half hours and comes a voice tack. He has a lot, humorous, charming and tuneful to shave off at least an hour.

CAMERON DEWAR

Jane Morgan

Like a Jewel

At Hotel Date

NEW YORK—Jane Morgan goes up to the descent Wednesday night (8) at the opening of a four-week stint at the Plaza Hotel's Persian Room. Her performance, broadcast by radio station WNEW, featured such dynamic songs as "Beverly," "Mama," and "Till the Rivers Run Dry." Every song was a polished gem, and the Epic Records star sparkled before the backing of a 17-piece orchestra.

The flavor of her material, while featuring the good music type of sound she's noted for also carried a steady heat of drums on most numbers, giving them much contemporary appeal. These included up-dated versions of "My Heart Belongs to Daddy" and "Bless Them All." A selection of tunes from the Broadway musical "Fiddler on the Roof" was delivered with verve and feeling.

Her act was well-paced with slow tunes, show tunes, record material and some new songs. WNEW's William B. Williams hosted for radio, Jack Benny introduced MARY CLAUDE HALL.

Acuff-Rose Unit

Riding TV Waves

NASHVILLE — Acuff-Rose Artists Bureau is hitting the TV circuit in a big way with several of its major artists have set for many TV exposure in the next few weeks.

Leading the video-parade is England's Tom Jones, who is set for his third and fourth appearances on Ed Sullivan's CBS-TV show in two weeks, Dec. 1. In between, he'll do the TV Nov. 19. Another Britisher, Oscar Peterson, has already booked for a "Halluballoo" taping Dec. 18. The German Hockry Records' Sue Thompson already has taped "9th Street West" and "Shivers" and she's scheduled for the Lloyd Thaxton Show Dec. 16. Don Gibson does the Johnny Dean Show Dec. 14 and George and Elliot Thompson will appear on the Dean show to be taped in Nashville Nov. 10-17 for telecasting Oct. 21 in conjunction with the annual country music convention. But the biggest thing will be Hockry, artist, who will be a four segments of the "Grand Ole Opry" syndicated show this month.

AARON STEINFIELD

Chris Connor Charms

Phone Booth Patrons

NEW YORK—Chris Connor, Atlantic Records artist, turned in a relaxed, subdued and pleasant performance at her Phone Booth opening here Monday night (20).

Miss Connor, who sings in the jazz idiom, drove heavily on the showmanship front and played "Bing Crosby's" theme, "Hard Day's Night," "No Strings" and "Who's Afraid of Virginia Woolf?" from "Roar of the Greasepaint."

Her throaty voice and sophisticated way with even the intimacy of the patrons, particularly with "All or Nothing at All." And Miss Connor's smooth, seductive and torchy version of "Ten Cents a Dance."
AL HIRT
EXCLUSIVELY: RCA VICTOR RECORDS

PERSONAL MANAGEMENT: GERARD W. PURCELL ASSOCIATES LTD. NEW YORK - HOLLYWOOD

Many Thanks and Best Wishes for continued success

Al Hirt
JOE TEX

Has his biggest record yet!

ONE MONKEY DON'T STOP NO SHOW
A WOMAN CAN CHANGE A MAN
YOU GOT WHAT IT TAKES/ YOU BETTER GET IT
HOLD WHAT YOU GOT

I WANT TO (DO EVERYTHING FOR YOU)

JOE TEX

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Exclusively on Dial 4016

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THE DJ's . . .
THE DISTRIBUTORS . . .
THE DEALERS . . .
THE OPERATORS . . .
THE RACK JOBBERS . . .
AND THE
CHAIN STORES
ARE MAKING IT
THE NEXT
NO. 1
TOP R & B
IN THE NATION . . .

TREAT HER RIGHT
by the new singing sensation
ROY HEAD
BACK BEAT 546

watch for his TV appearances in Ninth Street West; Lloyd Thaxton Show; Where The Action Is and Shebang.

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The First Big Verve/Folkways Single

JENNIFER LEWIS & ANGELA STRANGE

BRING IT TO ME

KF 5001

A CEE CEE PRODUCTION

Verve/Folkways Records is distributed by MGM Records, a division of Metro-Goldwyn-Mayer, Inc.
New Mama

1. HELP
2. EYE OF DESTRUCTION
3. 60S ROLLING STONE
4. YOU WERE ON MY MIND
5. CATCH US IF YOU CAN
6. THE "IN" CROWD
7. I AIN'T ME BABE
8. I GOT YOU BABE
9. HEART FULL OF SOUL
10. PAPA'S GOT A BRAND NEW RAG
11. ACTION
12. LAUGH AT ME
13. CALIFORNIA GIRLS
14. HOPE YOU DON'T TROUBLE
15. WE Gotta GET OUT OF THIS PLACE
16. IT'S THE SAME OLD SONIC
17. TRACKS OF MY TEARS
18. HOUStON
19. BABY DON'T GO
20. NOTHING BUT HEARTACHES
21. AGENT O-O-SOMEBODY
22. SINCE I LOST MY BABY
23. TREAT HER RIGHT
24. SUMMER NIGHTS
25. DO YOU BELIEVE IN MAGIC
26. BABY, BABY, BABY
27. I'M YOURS
28. I'M GONNA MAKE ALL YOUR DREAMS COME TRUE

RIDING AWAY

YOU'VE BEEN IN LOVE TOO LONG

WITH THESE HANDS

I'M A HAPPY MAN

IN THE MIDST O' THE HOUR

SHAKE AND FINGERPOP

IT'S GONNA TAKE A MIRACLE

BABY I'M YOURS

HOME OF THE BRAVE...

THE MUSICS PLAYING

HEARTACHES BY THE NUMBER

MOONLIGHT AND ROSES

SUGAR DUMPLING

I DON'T WANT YOU...

KANSAS CITY STAR

FIRST I LOOK AT THE PURSE

AIN'T IT TRUE

KEEP ON DANCING

N-N-NEVROUS

COLOURS

DANGER HEARTBREAK AHEAD

JUST A LITTLE BIT BETTER

I NEED YOU

TWO DIFFERENT WORLDS

YOU'LL BE THE NEXT IN LINE

WHY CAN'T YOU LOVE ME

YOU'VE BEEN DEVILISH

YOU'VE BEEN MAGIC

HOT 100—A TO Z—(Publisher-Licensed)

HOT 100—A TO Z—(Publisher-Licensed)

BUBBLING UNDER THE HOT 100

Compiled from national retail sales and radio station playby by the Music Popularity Dept. of Record Market Research, Billboard.
**Welcome home MONTY**

The best of luck on your 1965 American Tour

Date City Date City Date City Date City


His Latest LP...

**MANTOVANI OLÉ**

Jealousy; Mexican Hat Dance; Tico-Tico; Valencia; Spanish Gypsy Dance; Perhaps, Perhaps; Ay-Ay-Ay; Adios; The Green Cockatoe; Piccolo Bolero; El Relicario; Carmen Fantasy.

Stereo PS 022 / Mono LL 3482

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**OTHER TOP SELLING MANTOVANI LPs**

- The Unforgettable Mantovani
-陕北民歌：山歌
de la ronda: pria a traves de la sierra
- Mexican Dance: Dances of the Mexican People

---

**CLASSICAL ENCORES**

- Smetana: Dance of the Little Mice; Tchaikovsky: Hawaii; Haydn: The Clock.
- Debussy: Claire de Lune; Ravel: Boléro; Rimsky-Korsakov: Scheherazade.
- Beethoven: Symphony No. 5; Tchaikovsky: Swan Lake.
- Brahms: Hungarian Dances; Schubert: Symphony No. 9.
PARIS—Recognition of the increasing importance of TV exposure in promoting record sales has led to a new plan by Philips of France for training its up-
coming artists in TV techniques.
Philips is using closed-circuit TV to coach its talent, recording the sequences on video tape and then playing them back to the artists so that they can study the faults in their presentation.
The scheme, announced at the two-day annual Philips Congress in Paris, is being piloted by top-French TV personality Jacqueline Jouberti, who has been specially engaged to coach the company's rising stars.
One of the first singers to benefit from the scheme is Herve Villard, who is booked for a run of TV appearances in the Central Europe and Scandinavia.
Philips, which has already released its first TV sound recording in France, plans to extend the system continent-wide in the near future.

**Highlights of the various repertoire**

- Philips is planning big promotion for a striking crossing of the year period 3, for the recording and distribution of albums by BDP.
- The success of jazz classics in France—largely achieved through the Swingin Singers and back band ex-
- points Jacques Fielding—im- philips hopes to do much more in this field.

**Jazz Releases**

For forthcoming releases, both the Paris Jazz label and Philips' French subsidiary, Philips Radio, have signed prominent top performers.
- Johnny Griffin, Fat Sadi, Art Taylor and Jimmy Ellis
- The Jazz Band of London

**The TV day**

**A**

**Parisian**

**day**

**one**

**of**

**the**

**biggest**

**sales**

**stories.**

**It**

**was**

**announced**

**that**

**the**

**two-week**

**sales**

**run**

**of**

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**new**

**Philips**

**novelty**

**was**

**750,000**

**copies.**

**In**

**addition**

**to**

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**Parisian**

**pop**

**charts,**

**Philips**

**has**

**announced**

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**following**

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**other**

**major**

**cities.**

**Berlin**

**sales**

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**800,000**

**copies.**

**The**

**sales**

**in**

**London,**

**New**

**York,**

**and**

**other**

**major**

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**were**

**similarly**

**high.**

**The**

**Philips**

**chart**

**(see**

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**at**

**back**

**of**

**this**

**issue.**

**French**

**Station**

**Will**

**Honor**

**Barbara**

**in**

**Precedent Act**

PARIS—For the first time in the history of French broadcasting one of the French State radio channels was devoting a whole day to one artist—Bar-
bara.

The France-Inter Program on Sept. 15 was to be given over to a day in the life of the singer—the day on which she was due to start a season at the Paris Bobino Theater.

From 8:15 a.m. to 1 a.m., the radio station planned to feature conversations with the singer, interviews with her fans and the traders in the area where she shops, excerpts from her afternoon rehearsal at the theater and a direct transmission of a concert at the Bobino.

The Philips folk singer, whose disk "Barbara Chante Barbara" won the Prix Paul Gil-

son in the 1965 Academie Charles-Cros awards, began her career 10 years ago in cabaret and specializes in dramatic, melancholy songs, many of which she writes herself.

Paris-born and of Russian origin, Barbara lived for some years in Belgium. She returned to Paris, was engaged at the L'Ecluse for 15 days and stayed five years.

One of her biggest successes was the "Duo. Quand Revien-

dras-Tu."
BRIDGEPORT • BALTIMORE • BIRMINGHAM
DAYTON • DETROIT • MEMPHIS • NASHVILLE
MILWAUKEE • NEW ORLEANS • SEATTLE
ROCHESTER • ALLENTOWN • MIAMI
DENVER • CINCINNATI • HULLABALOO
MIKE DOUGLAS TV SHOW • SHINDIG

FROM CITY TO CITY THEY'VE CAPTIVATED
AUDIENCES DURING TWO NATIONAL TOURS

WAYNE FONTANA AND THE MINDBENDERS
SHE NEEDS LOVE
A CAPTIVATING NEW SINGLE

FONTANA SINGLE F-1524
CAMELBACK MOUNTAIN MUSIC CORP. (ASCAP)
**Naples: Where (Festa) Action Is**

NAPLES — Four events in succession have turned the spotlight on this one-time center of international Italian song once again.

The revamped 13th Neapolitan Song Festival, between Sept. 16 and 18, still ranks as top event, but its winner will not be known until next year on Domenico Di Giorgio's grand finale. Out of 12 numbers presented each of the first two nights, seven will be crowd-voted. The first two evenings, ‘The seventh highest, according to votes by eight outside panels, will be chosen as the leading group. One of these will win the coveted platter at the winner at the 1966 renewal.

Prior to the festival will be the Onesta spectacle and the Piegrotta 1965 traditional celebration. The former presented top-ranking singers Minna, Little Tony, Edoardo Vianello, Nino Giallo, Jimmy Fontana and Giancarlo Guardabassi. Each received the Golden Juke Box Award from one of the Naples dailies.

Piegrotta is the Neapolitan folktest which runs for a week, presenting new and old songs. During the 1964 schism, it served as the launching point for the three new disk companies as Vis-Radio, a joint venture which tapes the Festival. But, generally speaking, this event renews interest in established hits of the current and past seasons.

Last of the events will be in the nearby Neapolitan resort of Sorrento, where the third International Juta Montfils will take place during the Sept. 18-24 period. As a means of encouraging film music it will offer a prize for the best soundtrack in an Italian film during the year.

**British Record Sales Increase 8% in June**

LONDON — Although only 5,601,000 records were pressed in June, 1,069,000 more than in the same month last year, British record sales rose 5,460,000, or 8 per cent higher than the previous year.

The industry has no swing toward any particular type of record as there was to albums last year, the year that sales were mainly to export sales being increased by 2,570,000 and home sales by 2,890,000.

Breaking down the number of records pressed in June there were 1,852,000 albums (a decrease of 200,000), and 5,032,000 EPs of a increase of 1,360,000.

In the first six months of the year 1966, albums were 29,190,000 and EPs a decrease of 200,000, or 4 per cent lower than in the same period last year. Home sales fell by 6 per cent but export sales were higher.

The number of albums sold in the first four months of 1965 was 33,335,000 (an increase of 3,250,000 over last year), and 28,419,000 singles and EPs were sold (a decrease of 5,612,000, or 16 per cent with 1964’s first six months).

**Output, Disk Sales Up 5.1% in Canada**

TORONTO — Dominion Bureau of Statistics figures on the production of recorded music in Canada for the first six months of 1965, just released, show a 5.1 per cent increase over the same period last year.

Canadian disk makers reported at this time last year that sales were up at its peak during this period in 1964, the 5.1 per cent increase to $10,982,000 (distributors’ net selling price) is regarded as a healthy one.

Dollar sales in June, traditionally not a good sales month, were up 24.5 per cent over the same month in 1964, and expectations are that when July and August figures are available they will confirm indications of an exceptionally strong summer. Although singles sales were up 5.9 per cent in units in June, 45-rpm sales were down 4.5 per cent over the six-month period, compared with last year’s phenomenal single boom in the same period.

Unit sales of non-album LPs in the first half of the year dropped 21 per cent, with solid album sales up 28.4 per cent in the first six months and 1.6 per cent for the six month period, the mono-stereo ratio of Canadian recording approaching that of the U.S.

The DBS breakdown of dollar of sales and per cent of sales are down in the Atlantic provinces and in Quebec and Alberta. However, sales in Manitoba and Saskatchewan and home increases in Ontario and British Columbia.

**RCA Introduces Cassettes Program to W. Germany**

HAMBURG — RCA is introducing its cassette tape cartridge in West Germany, in a link-up with two of Europe's biggest tape recorder manufacturers.

RCA Cassettes will be made available through Telefunken, of Teldeco (Teldec) for standardised 25 cassettes being placed on the market with the termination of RCE, RCA's standardisation partner.

Cassettes will include titles by Peggy March, Rita Pavone, Paul Anka, Engelbert Humperdinck, Catheina Valente and Teddy Statzer's orchestra.

The program will offer classes, light classics, evergreens, country and western and German folk music.

Telefunken and Grundig— the latter is Europe's biggest tape recorder manufacturer— have jointly developed a so-called "Tape Cassette System." Under this system, two basic cassettes are being offered.

Teled is offering the DC 90 cassette model featuring the ability of playing time on each track of the two-track tape and the DC 120 cassette, a single-track tape.

Telefunken is manufacturing the manufacturer's M 6001 tape recorder for the DC-international standard and Grundig M 100 model. Both models retail for 300 Deutsche marks ($25). They are high fidelity recorders and can be used for playback as well as playing the cassettes.

The aim of the program is to develop a single international cassette system which will facilitate rapid expansion of the cassette music market.

**BBC Opens TV Door to Nero**

LONDON—Peter Nero is the first American to be invited by the BBC to appear in a TV series. He is better known as "The Peter Nero Show." He made his first appearance in September 1964, which was a "test run" for BBC-2 which proved a tremendous success.

Now he has recorded two 54-minute spectaculars for BBC-2 and two 50-minute shows for BBC-1. He has also made two guest appearances on "The Kathy Kirby Show."

His agent, Tio Burns, is hoping to bring him back, for certain dates in the near future, and RCA Victor will issue a single by him in late October.

**Stone's Re-Sign With Us Decca**

LONDON—U. S. Decca will continue distributing the Rolling Stones in Britain and through Europe, after all. Although the Stones were negotiating for a different label they have agreed to stay with Decca. The label is financing their first five films.

The Stones have also announced big management changes in the handling of their business. Paul and Andrew Old- ham is now their sole manager, and both are lawyers. Tony Tino Burns, who handles Dutty Springfield, the Searchers and Zephyr, is their agent. Their former co-manager Eric Evans is not associated with the company.

American producer Allen Klein will become business manager to the Stones and Andrew Oldham. He will commute between Britain and the U.S. and bookers for them in the States will be handled by the William Morris Agency.

The group begins a tour of the U.S. Oct. 29. Booked thus far are New York’s Madison Square Garden on Nov. 5 and Hollywood Bowl Dec. 4, single, "Chip Chip," "Ree Mr Ritt Do Schon," has his potential. The group regularly performs in this country, in Holland and in Germany.

**MUSIC CAPITAL OF THE WORLD**

**Phonodisc Sales Force Presented With Fall Plans**

TORONTO—Phonodisc branch managers and salesmen from Eastern and Central Canada met at the Lord Simeo Hotel in Toronto last month for an informal one-day introduction of full product and sales plans.

Kapp Records' Eric Steinmes, vice-president in charge of the Phonodisc operations, was on hand for the slide-film presentation which outlined the company's philosophy and the "why's" of releasing product, as well as introducing such Kapp LP's as "You Don't Have to Be Jewish," Roger Williams' "Summer Wind," and Jack Jones' single, "Chip Chip."

"There's Love and There's Love and There's Love," the Phonodisc executives and salesmen took pride in the presentation's message based on that and approved by all others in the sale of Robertson's "O Sole Mio" LP last season.

Highlights of the fall program include packages by the Stereo Symphony, the Ramsey Lewis Trio and Chuck Berry, among others.

National sales manager Ron Newman is now visiting distributors in Western Canada with the new Phonodisc line. After that, he will set up new offices at 155/157 Oxford Street, London W1.

International News Reports

September 18, 1965, Billboard
FOUR THAT SCORE!

1. AL MARTINO
FORGIVE ME b/w What Now, My Love
5506
A solid Top 40 hit backed with a favorite track from the Martino "My Charie" album.

2. LOU RAWLS
WHAT'LL I DO b/w Can I Please
5505
Here's Rawls' "3 O'clock In The Morning" technique with a new beat that just won't stop!

3. KAY STARR
I KNOW THAT YOU KNOW THAT WE KNOW THAT THEY KNOW b/w Never Dreamed I Could Love Someone
5492
Done to the melody of "Chopsticks," "IKTYKTKTTK" is chopping its way up the charts right now.

4. THE SHACKLEFORDS - FIVE FEET HIGH AND RISING b/w One
5478
This hit group's first release for Capitol. Top deck is from the pen of Johnny Cash.
MUSIC CAPITALS OF THE WORLD

- Continued from page 26

Hamburg during a TV show, for his record "Il Silenzio." Ornella Vanoni's record will be aired in Paris, London and New York, in order to be presented as the release of her records by Festival Records, Philips Records and Columbia Records via Epic label.

Anna Marchetti and Franco Regina of Messini Records will participate in the Zurich International Film Festival. Oct 30, presenting the songs, "Di di ieri," "Seni Cara," respectively. "Il Silenzio," "The Sound," and "Where Once," will tour Japan, where they will promote the release of their records to help King Records, their Japanese counterparts.

Isabella Jannetti and Maria Trevi will perform in the coming Naples Film Festival, "Grandi danze" and "Niente Chiusi." Ricordi Records has just created the songs, and Ricordi will release the songs in the U.S. and in Europe.

The Supreme court has affirmed the decision to grant the U.S. radio, "The Sound," and "The Sound," the right to use the music in their program. France, has had all been jazz, but in this musical show, the music will be scheduled by Johnny Mathis, Frank Sinatra, Reddy Greco and Johnny Mathis are at your service for a unique European tour. Mel Torme will also be present in November. He will play club in London, on Nov. 23rd and on Nov. 24th, and on Nov. 25th, he will be in Sweden.

Ezio Vespucci has announced that his single, "Amo mio Bambina," is one of the two singles that will be released in November.

MUSICAL EVENTS

PARIS

France Gall, who starred in the 1965 Eurovision winner "Poupée de Cire, Poupée de Son," has just released more than 300,000 copies outside France, has just released her first album, "France Gall," on France Gall's label, "Side One, Side Two." CBS will release the album in the U.S. in November. France Gall's first album will be released in France and in Europe.

The Stamps' "Brother Can You Spare A Dime," has been a huge hit in France. Along with the William Planner's "Deutsche Overture," it was featured on October 15th.

Germany's "The Sound," a French singer, introduced Bob Dylan's "Blowing in the Wind," to France by releasing an album for Barclay devoted entirely to Dylan songs. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia. "The Sound," has a hit in France, and he has released a disk in Italian, which RCA will distribute in the U.S. in the next month. "The Sound," Spanish which will be distributed in Italy, by Columbia.

STOCKHOLM

Cornelis Vreeswijk, the biggest singer in the "singing-and-playing guitar" idiom, is rehearsing for a show on the ABC theater with singer Suna Malagard and pianist Charlie Norman. Cornelis writes the texts in the show, opening in a fortnight. "The Sound," another big singing star here, has switched labels. He went from Philips to Metronome. "The Sound," and the Nyegaard, three English pop groups, did a TV program, "Keep It," here last week. All are now touring Sweden.

The main event on the Stockholm, is the "Doors" and "The Sound," a Swedish singer. The main event on the Stockholm, is the "Doors" and "The Sound," a Swedish singer. The main event on the Stockholm, is the "Doors" and "The Sound," a Swedish singer. The main event on the Stockholm, is the "Doors" and "The Sound," a Swedish singer. The main event on the Stockholm, is the "Doors" and "The Sound," a Swedish singer.

CHRIS HITCHENS

MILAN

Rino Rossa, international Duran's hit maker was awarded the Gold Medal at the Grammy Awards of the Common Market last week in Milan.

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HONORED FOR HAVING Benefactors' best-selling album the past three years are Mr. and Mrs. Louis Safari. For the third straight year, the Safaris' Elise Regina. The party was held by Mrs. Safari at the Park Hotel in Rio de Janeiro. Miss Regina's "2 Na Beira" album was No. 1 on the charts in Brazil. Her latest single release is "Zambéz."
THIS IS THE ONLY GROUP RECORDING AS THE KINGSMEN . . . YOU GET WHAT YOU PAY FOR!

THE KINGSMEN
LATEST SINGLE RELEASE
ANNE FANNY
WAND 180

LATEST ALBUM RELEASE
KINGSMEN ON CAMPUS
WAND S670

EXCLUSIVELY: WILLIAM MORRIS AGENCY, INC.
PERSONAL MANAGEMENT: Scandoré Hollywood, Shayne Inc. New York
**ARGENTINA**

**Dominates local origin**

This Last Week

1. VENERINA SIN TI—Charly Amsterdam (Portasica)/Patricia Ramos (RCA)
2. CHANDELIER—Charly Amsterdam (Portasica)/Patricia Ramos (RCA)
3. NUESTRO OJERO—Charly Amsterdam (Portasica)/Patricia Ramos (RCA)
4. LA LUZ DE SUAM—Parla (CBS)—Kotas (CBS)
5. WINDY HOLIDAY—Nico Picasso (RCA); Alfonso Cachivache (CBS)
6. LO SORGONI—Cecio del Rino (RCA); Los Titulares (CBS)
7. N. E. V. L. A.—Patlu Ortega (CBS)
8. MI TAMBOROUNE MAN—The Birth (CBS)

**AUSTRALIA**

**Dominates local origin**

This Last Week

1. 5 WALK IN THE BLACK FOREST—Hörnt Jaksowski (CBS)
2. HELP!—The Beatles (Parlophone)
3. UNEARTHED MELODY—Chuck (CBS); Ch Swoop (CBS)
4. YOU'VE GOT YOUR TROUBLE—The Forests (CBS); Decca (CBS)
5. I GOT YOU BABE—Sonny & Cher (FD)
6. EYE OF DESTRUCTION—The Illusionists (FD); Capitol
7. 3 MACHINES—Decca (CBS); Decca (CBS)
8. DOWN IN THE BADNIGHT—Boys From The Bay (CBS); Decca (CBS)
9. 10 — I SILENCE—Nico Rosso (CBS)

**BRITAIN**

(Courier New Musical Express, London) **Dominates local origin**

This Last Week

1. SATISFACTION—The Rolling Stones (Decca)
2. I GOT YOU BABE—Sonny & Cher (CBS)
3. HELP!—The Beatles (Parlophone)
4. I'VE GOTTEN YOU—The Beatles (Parlophone)
5. THE LONELY—and the Beautiful—The Byrds (CBS)
6. 3 MACHINES—additional—Decca (CBS); Decca (CBS)
7. 4 SILENCE—Nico Rosso (CBS)

**CHILE**

This Last Week

1. CACHIVACHE Y0—Chile (CBS); Lago (CBS)
2. CRIPING IN THE CHAPEL—The Byrds (Parlophone)
3. LECCION DE RENO—Barbi (CBS); Puro (CBS)
4. NENA ERES TUS—Las Brasitas
5. VOY POR EL—Gianluca (CBS)
6. THE UPSTAIRS—The Beatles (Parlophone)
7. MY SISTER MAN—The Byrds (CBS)
8. SUCH AN ASKING QUESTION—The Beatles (Parlophone)
9. THE BEATLES—The Beatles (Parlophone)
10. ON AIR—The Beatles (Parlophone)

**IRE**

This Last Week

1. HELP!—The Beatles (Parlophone)
2. MY OWN PARTICULAR WAY—The Beatles (Parlophone)
3. HUCKLEBERRY SHOES—The Beatles (Parlophone)
4. SWEET BEE—The Beatles (Parlophone)
5. ZOBA'S DANCE—Marcello (CBS)
6. ALL I REALLY WANT TO DO—Byrds—CBS

**IRELAND**

This Last Week

1. Ciao Ciao—Peppe Clark (Vega)
2. TI-TE-TERS—Joseph Clark (CBS)
3. I NEED YOU—Desmond Ryan (CBS)
4. WE'VE GOTTEN OUT OF TOUCH—The Beatles (Parlophone)
5. SILENCE—Nico Rosso (CBS)
6. THE TIMES IN BETWEEN—Cinis de Cuba (CBS)
7. SUMMER NIGHTS—The Beatles (Parlophone)
8. DON'T BE BLUE—David Brock (CBS)
9. DANCE WITH THE PHARAOHS—The Beatles (Parlophone)
10. SATISFACTION—The Rolling Stones (CBS)

**ITALY**

This Last Week

1. I TUE PIL - VERDE—Pino Tassi (Fonti)
2. I SILENCE—Nico Rosso (CBS)
3. GOOD TIMES—Antonino Clooney (Cuba)
4. I SILENCE—Nico Rosso (CBS)
5. I SILENCE—Nico Rosso (CBS)
6. SILENCE—Nico Rosso (CBS)
7. SILENCE—Nico Rosso (CBS)
8. SILENCE—Nico Rosso (CBS)
9. SILENCE—Nico Rosso (CBS)
10. SILENCE—Nico Rosso (CBS)

**PHILIPPINES**

This Last Week

1. HIKING DOLLY—Robby Daza (Cubol); Louis Almera (RCA)
2. PRELUDE AND THE SOUND OF MUSIC—Ricky Manggul (RCA); Filipino Music Corp.
3. MATAAILENE—Ricky Manggul (RCA); Filipino Music Corp.
4. OH, PRETTY WOMAN—Boy Cat (CBS); Philippine Records Corp.
5. WHERE LOVE HAS GONE—Ricky Manggul (RCA); Filipino Music Corp.
6. SANGIT—Rudy Quintero—Erna Frankley (RCA)
7. LOLLIPOPS & ROSES—Steve Alton (CBS)
8. HELP ME, RHONDA—The Beach Boys—Columbia
9. DO KE ME—Julie Andrews (CBS)

**RIO DE JANEIRO**

**Dominates local origin**

This Last Week

1. TAKE FESTA DO BOLINHA—Festa Expression (CBS); Sertao (CBS)
2. EASY QUESTION—Ricky Manggul (RCA); Filipino Music Corp.
3. HELP!—The Beatles (CBS)
4. SILVER THREADS AND GOLDEN FEATHERS—The Beatles (CBS)
5. THE KNEE DEEP—The Beatles (CBS)
6. TEARS IN PEACE—Ricky Manggul (RCA); Filipino Music Corp.

**SINGAPORE**

(Chinese Radio Singapore) **Dominates local origin**

This Last Week

1. A WALK IN THE BLACK FOREST—Hoe Kock (CBS)
2. HELP!—The Beatles (CBS)
3. I CAN'T GET NO—The Rolling Stones (CBS)
4. I'M ALIVE—The Beatles (CBS)
5. CAN'T NO SATISFACTION—Ricky Manggul (RCA); Filipino Music Corp.
6. ALL I REALLY WANT TO DO—Byrds (CBS)
7. THE BIRTH—CBS

**SWEDEN**

This Last Week

1. SIPPA SARA—Gimli (CBS)
2. LEIFF PARR—Gimli (CBS)
3. KEN MARINEL—Gimli (CBS)
4. FRANCO TIZZI—Gimli (CBS)
5. MARIA AND TURNING—Amarcord (CBS)
6. EASY QUESTION—Ricky Manggul (RCA); Filipino Music Corp.
This Could Easily Be Your Most Potent Album Selling Tool During the Big Xmas Sales Season!

Big 32-Page Christmas Issue in Glamorous Full Color!
... with Nov. 20 delivery guaranteed or you don’t pay the bill!

More LP Sales & Profits a Sure Thing!
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Use the Coupon Below ... TODAY!

Please fill my order for copies of the Christmas Gift Issue of full-color Record Preview, for which I agree to pay $____ (based on price schedule shown above).

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Please send invoice.  □
I am ordering 500 or more copies and am therefore entitled to imprinting. Please imprint copy shown at the right:  □

Guaranteed Delivery!
It is agreed that if my shipment arrives after Nov. 20, I may return it and refuse to honor your invoice—provided I advise you by mail of my intent to do so within 72 hours of receipt of the shipment.

Attention of Order Authorized By: ____________________________

(available only on orders for 500 or more)
ABC-Paramount Head Is Rugged But Reasonable

LARRY NEWTON, president of ABC-Paramount, is given credit for some major changes at the label. He moved from his previous position as the man in charge of sales, and now is in charge of purchasing, and he is responsible for the label's new shipments of product. He is also responsible for the label's advertising and promotion, and he is responsible for the label's marketing and public relations. He is also responsible for the label's distribution, and he is responsible for the label's research and development.

ABC-Paramount Through the Years

1955
- ABC-Paramount Records Corp. organized as a record division of American Broadcasting-Paramount Theaters, Inc. Samuel H. Gant, who later would be the label's first contract artist, signed by the label.
- First million-selling single released on the ABC-Paramount label. Two subsidiary publishing firms set up: AMFCO (ASCAP) and PAMCO BMI.
- SEPTEMBER 24: First million-selling single release: "Come Home" by Eddy Goerne, the first contract artist to be signed.
- SEPTEMBER 30: First LP released, "Smart Alec" by Abe Templeton.
- JANUARY 1: First single record released.
- FEBRUARY 1: First million-selling single release: "Chain Lights" by Bobby Scott.
- OCTOBER 1: First million-selling single release: "A Rose and a Baby Ruth" by George Hamilton IV.

1956
- JANUARY 1: First million-selling single release: "Diana" by Paul Anka.
- OCTOBER 1: First million-selling single release: "At the Hop" by Danny & the Juniors. The label's first million-selling single is recorded by their recording contracts for ABC-Paramount to distribute all other records. One of the first such agreements to be made is with the label's first contract artist, signed by the label.
- JANUARY 1: First million-selling single release: "I'm a Little Rich Girl" by Carol Reed.
- MAY: First million-selling single release: "Lone Boy" by Paul Anka.
- AUGUST: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- NOVEMBER: First million-selling single release: "Georgia on My Mind" by Ray Charles.

The First Decade

Ten years ago, almost to the day, Eddy Goerne recorded "Sincerely Yours" and "Come Home" on a new label. It was the first release for Am-Par Records (later to become ABC-Paramount Records). Newton was the third executive to head the label.

Today, ABC-Paramount is a major label in every sense of the word. It has a million-dollar budget, a permanent staff of 200, and it produces many of the records issued by the label. The label's first five years were not easy, but Newton managed to keep the label alive.

However, there were more to come. In 1956, Newton was hired by ABC-Paramount Records, the job of sales manager for the label, and new artist. Newton resigned in 1958, after the label's first five years of operations. He was reunited with the label at last year's ABC-Paramount Record Corporation, and is now back at the label as an executive.

Billboard congratulates the ABC-Paramount organization on its first decade and hopes that the succeeding decades will be marked with the same pioneering spirit as the first.

ABC-Paramount Executive Line-Up

LARRY NEWTON, President, ABC-Paramount Records, Inc., and subsidiaries.
HARRY LEVINE, Executive Vice-President, also guides all operations, and supervises all artists and affiliations, the promotion, the music and the distribution.
DAVID BERGER, Vice-President in Charge of Artists Relations, controls the entire advantage of recording artists, special promotions, and radio stations.
IRWIN GARR, Vice-President, heads up the West Coast activities for the label.

BOB THIELE, Director of Artists & Repertoire, supervises the recording of artists and material for ABC-Paramount and its jazz label, Impulse.
PETER DEANGELIS, shares A&R duties with Bob Thiele.
JONNY PATE, Director of Midwestern Artists & Repertoire, based in Chicago.
STEVE CLARK, Director of Artists & Repertoire for A&R Records.
PAUL WEXLER, Director of Diversification.
JAMES GRAYSON, Managing Director, Westminster and Music Guild.
LOREN BECKER, General Manager, Command Records.
ALBERT GENOVESE, Administrator and Comptroller.
ALLAN COSENTINO, Director of Sales, plans and executes album merchandising plans.
HOWARD STARK, Director of Sales, directs activities centered around the singles market.
MIKE BRUCE and EDDIE THOMAS share the title and duties of promotion as Promotion Directors.
RICK WARD, Director of Publicity and Advertising.
MARY KALLAVER, Director of Production for LP's and singles.
JOHN NATHOL, Director of Production and Westminster and Music Guild Records, also directs album production.
MARILYN GOLDSTEIN, Director of Sales, Westminster and Music Guild.
WILLIAM KAPLAN, General Attorney.
MARCUS ROSS, Executive Manager.
AARON (Goldie) GOLDFARM, Professional Manager of publications, who manages the music firms Weispar and Porgie (all BMI; Ampeo and Ape (both ASCAP).
ROMEO FABRIZIO, Plant Manager, True Sound Mfg. Corp.
WALTER LAM, General Manager, Jet Record Distributors.

ABC-Paramount

www.americanradiohistory.com

ABC-Paramount celebrates "The Big Stamps" anniversary, after five successful years in the record business.

ABC-Paramount also specializes in jazz, organized and recorded sessions began.

Three Grammy awards to ABC-Paramount from the National Academy of Recording Arts & Sciences.

1. The best performance by a vocal group—Eddy Goerne & Southern Belles—"Georgia on My Mind" by ABC-Paramount Records.
2. The best vocal performance single record or track—Ray Charles—ABC-Paramount Records, "Georgia on My Mind." The best performance by a pop single artist—Ray Charles—"Georgia on My Mind." When Ray Charles signed with ABC-Paramount, he was highly regarded as a jazz artist, but he was still struggling to establish himself in the pop market.

JANUARY: Acquisition of the classical Westminster label, thus extending the company's repertoire into every field of music.
JANUARY: Acquisition of four albums of classical music.
DEC.: Corporate name changed from Am-Par Record Corp. to ABC-Paramount Records, Inc.
GRANT TO THE NATIONAL ACADEMY OF RESEARCH ARTS & SCIENCES TO RAY CHARLES FOR THE BEST RHYTHM & BLUES RECORDING, "Hit the Road Jack". Four albums recorded on 35mm magnetic film achieve great popularity, and the new recording technique creates much comment in the industry.

1962
- JANUARY 1: ABC-Paramount opens office in Los Angeles, Calif.
- APRIL: Million-selling single, "I Can't Stop Loving You" by Ray Charles.
- JULY: Dick jockeys vote as favorite single and favorite album of 1962, Ray Charles' "I Can't Stop Loving You" and "Modern Sounds in Country & Western Music.
- SEPTEMBER: President Samuel H. Clark states, "...one of the greatest records of all time," by Ray Charles.

DECEMBER: Ray Charles signed with ABC-Paramount Records, and this year the label is recognized as a major force in the pop music industry.
- GRANT TO RAY CHARLES FROM THE NATIONAL ACADEMY OF RECORDING ARTS & SCIENCES FOR THE BEST RHYTHM & BLUES RECORDING, "I Can't Stop Loving You".
- AUGUST: The album "Songs I Sing on the Jackie Gleason Show" by Frank Fontaine first in place on music trade charts. Fontaine unexpectedly established as a recording artist.
- JET RECORD DISTRIBUTORS established in Long Island City, N.Y., as ABC-Paramount's local distribution branch.
- JANUARY 1: First million-selling single release: "I'm a Little Rich Girl" by Carol Reed.
- FEBRUARY 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- OCTOBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- NOVEMBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- DECEMBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- JANUARY 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- FEBRUARY 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- MARCH 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- APRIL 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- MAY 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- JUNE 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- JULY 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- AUGUST 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- SEPTEMBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- OCTOBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
- NOVEMBER 1: First million-selling single release: "Georgia on My Mind" by Ray Charles.
September, 1965

A business anniversary is never the accomplishment of any particular individual or organization. It represents the combined talent, cooperation, and just plain hard work of many, many people. I believe that almost everyone in the music industry, at one time or another, has been touched in some way by the activities of ABC-Paramount during the past ten years.

To all of you, on the occasion of our Big Tenth anniversary, this letter and the following pages are intended to convey, as sincerely as the printed word can express it, a simple but important "Thank You".

We have tried to single out, in the next few pages, some of those who deserve special attention because of their efforts on behalf of ABC-Paramount. There are many more who must remain unlisted. Of these, I particularly want to mention music publishers, songwriters, the music trade papers, rack jobbers, one-stops, jukebox operators, our advertising agency, and our suppliers for their continuing interest and cooperation which have made our Big Tenth possible.

This is a happy and memorable anniversary for our ABC-Paramount family, and one we'll never forget. We aren't selling anything in the following pages; instead, we're giving something away -- our very sincere appreciation.

Larry Newton
Thank You...

...THANKS TO THE MORE THAN 50 DISTRIBUTORS AND THEIR SALESMEN WHO SELL OUR RECORDS IN THE UNITED STATES, MANY OF WHOM HAVE BEEN WITH US FROM THE BEGINNING. AN IMMEASURABLE AMOUNT OF OUR SUCCESS IS DUE TO THEIR UNTIRING EFFORTS.

Without Programmers to select our records, Disc Jockeys to play them, and Radio Stations to air them, the Public might never have known about us. Our sincere gratitude to each and every radio station in the world and its personnel.
The catalogs of the labels in the ABC-Paramount Records, Inc. family contain records by the most distinguished recording artists in the world. We are grateful to all of our artists, past and present, with a special bow to those now recording for ABC-Paramount and its subsidiaries:

STEVE ALAIMO
JOHN COLTRANE
THE HIGHWAYMEN
DICK HYMAN
THE IMPRESSIONS
B. B. KING
THE MCGUIRE SISTERS
CHARLES MAGNANTE
ANGELA MARTIN
THE MARVELLOWS
TONY MESSINA
CARLOS MONTOTA
JAY P. MORGAN
TONY MONTORA
RON MURPHY
SOUPY SALES
THE SISTERS
THE SISTERS
YUNITZ
THE TANGLES
CHARLES TAYLOR
THE TEACHERS
TOMMY ROE
THE ROSMANS
SONNY ROLLINS
SOUPI SZELES
TOM T. & JERRY
TOM & JERRY
THE TRENDS
DENNIS TURNER
TWO GUYS
FREDIE WEBER
RAY WHITNEY

We especially thank DUNHILL RECORDS, LTD.; TANGERINE RECORD CORP., and their recording artists, whose records it is our privilege to distribute.

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impulse • apt • command • westminster • music guild
WITHOUT OUR FAITHFUL EMPLOYEES, THERE'D BE NO "BIG TENTH"

We Thank Them

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Loren Becker  Larry Fogel  Harry Levine  Ferdinand Romero
dave berger  Gladys Friedman  Enoch Light  Lee Saner
Robert Byrne  Irwin Gurr  Josephine Lyons  Lillian Seyfert
John Calabrese  Albert Genovese  R. A. Maclean  William Shoulsky
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Peter Curiel  Julia Gottlieb  John Natoli  Sal Uterano
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Janet Despenza  Mike Grazzadei  Allan Parker  Florence Visconti
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Diane Erdos  Sidney Hess  Daniel Pezza  Rick Ward
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Robert Rensch  Margaret Felitto  Ida Kreig  Our Very Special Thanks to
William Rogers  Walter Lam  John Ledee  SAMUEL H. CLARK
Adrienne Rogers  Harry Levine  Enoch Light  who organized Am-Par Record Corp.
Ferdinand Romero  Josephine Lyons  R. A. Maclean  in 1955, and as President, skillfully
Lee Saner  Josephine Lyons  R. A. Maclean  guided it through its first nine
Lillian Seyfert  Josephine Lyons  R. A. Maclean  successful years. ABC-Paramount's
William Shoulsky  Matty Singer  Howard Stark prominent position in the recording industry
today is largely due to his dedication.

The Big Tenth

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successful years. ABC-Paramount's
prominent position in the recording industry
today is largely due to his dedication.

ALBUM REVIEWS (continued)

POP SPOTLIGHT

SHOUT

Vibrations, Oklah. OKM 12111 (S)

The rhythms, vocals and overall energy of this album fits the formula that makes the Vibrations an appealing—though only an appealing—group. It's not a bad album, but it isn't a great one either.

POP SPOTLIGHT

MARCHES FROM THE MOVIES

Band of the Grenadier Guards, London IL 3414 (M): PS 454 (S)


NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, are getting strong sales action by dealers in major markets.

TOMO RIVERS . . . . .

Brenda Lee, Decca DL 4484 (M): DL 74684 (S)

EVE OF DESTRUCTION

Barry McGuire, Dunhill D 80003 (M): DS 80003 (S)

BEAT & SOUL

Everly Brothers, Warner Bros. W 1605 (M): W 1605 (S)

POP SPOTLIGHT

THIS LAND IS YOUR LAND

Morris Talmudic Choir (Candie)/Philip Deschenes Orch (Ottawa). Columbia ML 6147 (M): CS 3474 (S)

A built-in market lies waiting for this album. Its music is a selection of the harmonies of the Western Talmudic Choir, but it's the Philadelphia (under conductor Eugene Ormandy). An additional feature to the Talmudic Choir is the "The Prophet's Call" and "BeautifulSwearers.

COUNTRY SPOTLIGHT

GREAT TRAIN SONGS

AN AMERICAN LEGEND

Roy Acuff, MGM LPM 125 (M)

An immediate collector's item. Roy Acuff, with a brand new production of the Great Train Song Book, is again at his best.

JAZZ SPOTLIGHT

GLAD TO BE UNHAPPY

Paul Desmond, RCA Victor LPM 3407 (M): LSP 3407 (S)

This recent collection of vocal material is a true representative of the great Paul Desmond. His relaxed, slow tempo, makes this album a real winner for all enthusiasts of modern jazz.

CLASSICAL SPOTLIGHT

BEETHOVEN: FIVE PIANO CONCERTOS

(C-12 LPs)

Concertgebouw Orch, Amsterdam (Haitink). Animer (Klipsch). Philips PH 570 (S)

A notable addition to the complete Beethoven concertos package, and one which will give enthusiastic response for its excellence. The stereo recording is excellent.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music.

Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.
HERE'S 18 MORE NEW

**Randy Boone**
*DL 4663 (Mono)*
*DL 74663 (Stereo)*

**Golden Trombone Favorites**
*DL 4667 (Mono)*
*DL 74667 (Stereo)*

**Pete Duchin**
*DL 4685 (Mono)*
*DL 74685 (Stereo)*

**Judy Little**
*CRL 57481 (Mono)*
*CRL 757481 (Stereo)*

**It Ain't Me, Babe**
*DL 4683 (Mono)*
*DL 74683 (Stereo)*

**Gino Tonetti Sings**
*CRL 57482 (Mono)*
*CRL 757482 (Stereo)*

**The Surfaris**

**Haydn: Quartet in E-Flat**
*DL 10117 (Mono)*
*DL 710117 (Stereo)*

**Beethoven**
*Serenade in D Major for Flute, Violin and Viola, Op. 25*
*DL 10116 (Mono)*
*DL 710116 (Stereo)*

CONTACT YOUR DECCA BRANCH FOR DETAILS OF AN
MEAN BUSINESS....
WAYS TO PROVE IT!

EXCITING INCENTIVE MERCHANDISING PROGRAM!
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*Compiled from nationwide retail sales and radio playlists by the Music Popularity Dept., of Record Market Research, Billboard.*
GREAT!

ROBERT GOULET

"ON A CLEAR DAY YOU CAN SEE FOREVER"
(The Title Song From The New Broadway Musical)

ON COLUMBIA RECORDS
\* ALBUM REVIEWS

\* Continued from page 37

\* SPECIAL MERIT PICKS

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

\* POP SPECIAL MERIT

THE NEW SOUND OF THE OSMOND BROTHERS

MCA E 4291 (M); SE 4291 (S)

The four talented lads who appear on the "Andy Williams Show" come through with a mixed bag, ranging from "Sweet and Low" to a rocking "Downtown." They also half get "My World" in free-lance style.

\* LOW PRICE POP SPECIAL MERIT

THE SOUL OF BROOK BENTON

Harmony HL 7246 (A)

The album is well layered. Benton manages to inject on the "Detroit Stomp," and also has "Last Year's Love" in the style of a popular song, but he fails in the style of "Black 'n' Tall That Mystery."}

\* POP SPECIAL MERIT

THE SOUL OF ITALY

Richard Tucker, Columbia AL 6164 (M); NS 6764 (S)

The voice is full of Italian operatic talent. His "Cavalleria Rusticana" and "Mozart" are done with style and in the Italian tradition.

\* ORIGINAL MUSIC FROM "THE ADDAMS FAMILY"

BAC Victor VMP 5247 (M); LPV 5247 (S)

Appropriately gothic music captures the spirit of the Addams TV family. The orchestra and chorus have a lot of fun with this one, and so will the Charles Addams fans.

\* FOLK SPECIAL MERIT

TAKE THIS HAMMER

Jimmie Davis. Verve Folkways FY 9001 (M); FY 9001 (S)

The down home singing with folkish harmony is Mitch Miller and his Mello's. They can do "Take This Hammer" and "La Bamba." Lead singer's 12-string guitar picking and harmonica are well handled with skill and inspiration.

\* FIVE-STAR ALBUMS

The four-star rating is awarded New albums with sufficient commercial potential in their respective categories to merit being stocked by record dealers, with special emphasis being placed on the "five-star" category.

\* SOUNDTRACK

THE MOMENT OF TRUTH

Original soundtrack recording, Mainstream 5065 (M); 5067 (S)

POPULAR

LADIES MAN

Sammy Jackson. Ardee M 424 (M)

LOW PRICE POPULAR

THE LITTLE DRUMMER BOY

Louis Jordan. Columbia CAL 911 (M); CAS 911 (S)

THE BEAT OF THE DRUMS OF DEERFIELD

Harmony HLP 6745 (M); HS 11449 (S)

INTRODUCING THE EN-FECT

Cordova CAL 900 (M); CAS 900 (S)

COUNTRY

LONG LIVE KING GEORGE

George Jones. Starday SLP 344 (M)

TRAVELLER ON

Alex Campbell & Odellle. Starday SLP 342 (M)

\* CLASSICAL

BARDON: MINOR CHORDS (3-47)

Decca Sereet Barak. LPX 1933-35 (M)

EVENSONG FOR ASH WEDNESDAY

Choir of King's College, Cambridge/John Millard. Sings College. London Alpha RC 297 (M)

VON HAUPEC OVERTURES (SU) (SU)

Vienna State Opera Orch. (Mozartsy). Audio Fidelity PSC 5650 (S)

SCHUBERT: DIE SCHONE MULLERIN

Georg Senger, Baritone; Dorst Soloists. Philips' PHS 500-871 (S)

BRADSHAW: CONCERTO NO. 3 IN E FLAT MINOR

Edward Mauroh; Vienna State Opera Orch. (Swarowsky). Audio Fidelity PFC 5612 (S)

ERKEK: BANK MAN (3-47)

Opera House Foundation; Qualiton LPX 198-52 (M)

JAZZ

SONNY ROLLINS ON IMPULSE!

Impulse! A-91 (M); A-91 (S)

\* REVIEWS

If we've said "Dynarange" once, we'll say it again.

New SCOTCH® Brand "Dynarange" Series Recording Tape offers twice the music per foot. Lets your customers cut recording speed by half, yet retain full fidelity.

There, we've said it again. And beginning right now and continuing through the end of the year, we'll be telling your customers in consumer and hobbyist magazines, on network television and over FM radio. Individual ad impressions in magazines plus the cumulative broadcast audience will total over 25 million.

The particulars: A 90-second commercial will appear on the October 3M-sponsored documentary, "The Teen-age Revolution," on ABC television. There will be a weekly FM radio program, "Stage 3," featuring Skitch Henderson, beginning in November in major markets across the country. Many of these FM commercials will actually demonstrate the excellence of "Dynarange" Tape at slow speed.

There will also be over 6,250,000 consumer magazine advertising impressions in Sports Illustrated and The New Yorker. And over 2,700,000 more impressions in leading audiophile fan magazines.

September 18, 1965, BILLBOARD
NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

ATLANTIC

DOLTON

BERNIE BARR (Sings: "Singing"") - LP 1937, DLP 1938.

DOLTON

THE VICTORIES & "6049; - DLP 9037, SIST 9037.

E.P.

PAPA BOY PERFORMANCE - LP 1933, SLP 1933.

FOLKWAYS

ERIC BENTLEY - LP 1934, SLP 1935.

MUSIC


STARRAY

THE CROWD CAPS - SLP 9 347.

VARIOUS ARTISTS - "Four Young Country Artists" - SLP 9 350.

SUGGESTED GUITAR - LP 9 351.

SUPPLEMENT

WILLIAM MARTIN - "Merle Kilgore" - LP 9 352.

KPOI Marathon

HONOLULU — The sixth annual Labor Day weekend "Marathon of Hit Survey" on KPOI Radio was held Saturday (4) from 6 a.m. to midnight. The marathon played the top 200 hits, based on a postcard survey listing the 10 all-time favorite records of listeners.

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WSIX Lauds Jimmy Dean At Breakfast

NASHVILLE—Jimmy Dean told a group of some 200 persons in the music and advertising industry at a breakfast last week (8) that his most successful TV show of the season last year was the one taped in Nashville.

That was the reason, he said, the first Jimmy Dean show of the 1965-1966 season was being taped in Nashville.

Dean was honored guest at the breakfast at TV Station WSIX, ABC affiliate. Gov. Frank G. Clement was among guests at the event, at which a premiere film of ABC's 1965-1966 shows was shown.

"The Jimmy Dean Show," with guests Eddy Arnold, Connie Smith, Buck Owens, Gene Pitney and Linda Gayle, was taped before an audience at 8 p.m. Thursday (9) at the Grand Ole Opry House. It will be aired this week (17).

The Dean show cast and staff will return to Nashville the week of Oct. 11 to film the show on which Dean's country music awards will be presented. The show will be taped Oct. 14 in the Grand Ole Opry House and telecast Oct. 22 during the Country Music Festival in Nashville.

Country Music
Du Quoin Clicks
Adds Day In '66

DU QUOIN, Ill.—The country music spectacular at the Du Quoin State Fair here was so successful it will be staged for two nights next year instead of one, fair President Don Hayes announced last week. Dates next year will be Aug. 27-28.

Last month's show, produced by the Bob Neal Agency, Nashville, in co-operation with E. O. Stacy, of GAC, drew 16,000 and was the first time a grandstand show at the State Fair sold out in advance.

Artists on the show were Buck Owens, Minnie Pearl, Roger Miller, Sonny James, Roy Clark, Connie Smith and Charlie Louvin.

Gemmill Signs Teenie Chenaunt

RICHMOND, Va.—A Lear Records artist Teenie Chenaunt has been signed to an exclusive booking pact with Jim Gemmill Productions here and has been booked with Smiley Burnett to headline the grandstand show at the Goldsboro, N. C., Fair Sept. 20-21.

Chenaunt is also set to appear with Barbara Allen, another Gemmill talent, at the Shelby, N. C., Fair Sept. 22-25. When not on tour, Chenaunt will appear as a regular on "New Dimension Barn Dance" here each Saturday night.

Miss Allen was recently signed as a regular on the Billy Grammer TV show.

CBS Music�

NASHVILLE SCENE

By ELTON WHISENHEART

Two talented young ladies have opened an office in Record Row, across from the RCA Building. They are Martha Wilson, composer, who has won three BMI awards and Lorene Mans, composer and RCA artist, who has won two. They own and operate November Music, Inc. Marie says there's a story behind that name and she'll tell it sometime.... Bill Burke, Memphis Press-Scimitar columnist, is now reviewing new records and albums, invites same.

CONGRATULATIONS — To Warren Mack, a nice guy, who was jubilant when his "The Bridge Washed Out" hit No. 1 on Billboard's country chart. "I'm thankful to all who had a part in it," he said, "Merry Wax Promotions, New York, sent out this item, a lesson in unique ways to promote a record: "John Talley, national sales manager for Ric Records, Nashville, reports a boost. They were working on the wrong side of the new Wayne Walker record. The A side is now "When Passion Calls," which has received enthusiastic response."

Larry Steele, a Cherokee Indian from Colorado Springs, Colo., and a pop artist, switched to country on his newest, cut in Nashville.

Carl Belew has a country-wide hit!
"CRYSTAL CHANDELIER"
Published by Harbot Music (SESAC)
c/w "LONELY HEARTS DO FOOLISH THINGS" — 8633
Published by 4 Star Sales Co. (BMI)
Get With It Now!
RCA VICTOR

(Carl Belew has a country-wide hit!)
NEW DAY!
It’s relaxed and relaxing . . . every Friday night a full hour of informal, variety entertainment with Jimmy. Presenting the tops in country music, pop songs and comedy. The opening show, “The Pop and Country World of Nashville” from the stage of the Grand Ole Opry stars Eddy Arnold, Gene Pitney, Connie Smith, Linda Gayle, Rowlf and Buck Owens & His Buckaroos.

AND IN THE COMING WEEKS:
YESTERYEAR’S COUNTRY HITS
Chore-duo-pace programming from your librarian’s shelves, featuring the disks that were the hottest 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.

<table>
<thead>
<tr>
<th>COUNTRY SINGLES— 5 Years Ago</th>
<th>September 12, 1960</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Hank Williams, Jr.</td>
<td>I’m So Lonesome I Could Cry</td>
</tr>
<tr>
<td>2. Johnny Cash</td>
<td>Ring of Fire</td>
</tr>
<tr>
<td>3. Lefty Frizzell</td>
<td>The Great Pretender</td>
</tr>
<tr>
<td>4. Patsy Cline</td>
<td>I Fall to Pieces</td>
</tr>
<tr>
<td>5. Hank Williams</td>
<td>I’m Your Huckleberry</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>COUNTRY SINGLES— 10 Years Ago</th>
<th>September 10, 1955</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Hank Williams</td>
<td>I'm So Lonesome I Could Cry</td>
</tr>
<tr>
<td>2. Johnny Cash</td>
<td>Ring of Fire</td>
</tr>
<tr>
<td>3. Lefty Frizzell</td>
<td>The Great Pretender</td>
</tr>
<tr>
<td>4. Patsy Cline</td>
<td>I Fall to Pieces</td>
</tr>
<tr>
<td>5. Hank Williams</td>
<td>I’m Your Huckleberry</td>
</tr>
</tbody>
</table>

Theater

NASHVILLE—“Forty-Acre Feud,” film starring country music stars which was made in Nashville last spring, was shown at a special premiere last week (8) at the Belcourt Theater here.

A number of the artists in the movie attended, including Minnie Pearl, Bill Anderson, Janie Moore, Del Reeves and Eddie Hill. The others were out of town on tour.

Star of the show is Ferlin Husky, starring as one of the main characters. Relationship of the two leading characters was definite, and it was the audience who decided whether they would be married or not.

Performing artists in addition to those named above, are George Jones, Ray Price, Loretta Lynn, Roy Drusky, Skeeter Davis, the Willis Brothers and Hugh X. Lewis. Talent is provided for the film by Hubert Long, Nashville booking agency. The film was produced by Ron Grondahl of Hollywood, who recently moved to Nashville. It was shot at Bradley’s Barn at nearby Mount Juliet, Tenn., sound studio owned by Owen Bradley, head of Nashville’s Columbia Studio.

CMA Adds Members

NASHVILLE—The Country Music Association, with headquarters here, last week added eight new members to its membership roster. New members are Charles B. Green, New York; Ansley Moses, Chattanooga; Harold W. Peck, Memphis, Ark.; Lindsey Keast, Alington, Texas; Roy E. Rumble, Brisbane, Queensland, Australia; Floyd Turner, Tazewell, Tenn., and Buddy Vague, Newark, Ohio.

Wagoner Teams With Blackwoods

NASHVILLE—Country music artist Porter Wagoner and the Blackwood Brothers recorded an album for RCA last week under direction of Chet Atkins, first time for a country singer to be recorded with a top gospel quartet.

The album, titled “Grand Ole Gospel,” contains old standard gospel numbers and one original. Arrangements were by Wagoner. The album will be released in January.

Blue Boys Re-Signed

CINCINNATI — The Blue Boys, the late Jim Reeves’ band, have just re-signed a new recording pact with RCA Victor and are slated for a new release soon. Their current release on the label is “I’ll Follow Each Rainbow.” The Blue Boys are currently working on a string of personalities through Illinois, Tennessee, Missouri and Texas.

New C&W Label

MONTGOMERY, Ala. — A new C&W label, Morgan Records, bowed here last week, with headquarters at 3658 South Perry Street. The label’s president is Milton Vaughn, and the firm’s initial release is “Mirro, Mirro,” by Betty Howard, Brite Star Record Agency, Newbury, Ohio, is handling distribution for the Morgan disckery.

WESC to All-Country

GREENVILLE, S.C.—Radio Station WESC, daytime clear channel 10,000 watt, switched to all-country music programming last week (1), sales manager Wally Maxfield announced. The station is owned by Robert A. Schmid, former vice-president of the Mutual Network, and managed by John Davenport.

Maxfield said the station has a listening potential of 1,250,000 persons. There are four other stations in Greenville and six more within a 10-mile radius. WESC is the first to go all-country.

KETV-TV Slates Bar-S Jamboree

OMAHA — KETV-TV here will be the Springboard for an hour-long TV special to star Hank Snow, Roy Clark, Webb Pierce and Marion Worth. The show, titled “Bar-S Jamboree,” will be presented live Oct. 15 on KETV-TV and then carried via tape on 32 TV stations in the following week or two.

The show, supported by the Cudahy Packing Co., Phoenix, will be recorded and an album will be offered via TV advertisement by the meat packing firm, which is considering other such specials during 1966.

Si Simon Producer On Tractor Jingle

SPRINGFIELD, Mo.—Si Simon, veteran producer of country and western music, has completed production of a new jingle for the Massey-Ferguson Tractor Co. of Toronto.

The commercial was produced in Nashville with the popular country music stars Lester Flatt and Earl Scruggs. Arranged through the Needham, Harper & Steers Agency, Chicago, the jingle will be aired for six months.

The Brightest New Name in Country Music

MIDWEST

JIM NESBITT

IN THE CHARTS AGAIN WITH

“The Friendly Undertaker”

(Chart 1240) Written by Jim Nesbitt • Peach Music • SESAC

“Over There With Her”

(Chart 1260)

Glancy Wright

“The Bridge Washed Out”

(Chart 1260)

Ott Stephens

“I Keep Forgetting That I Forgot About You”

(Capitol)

Wynn Stewart

“A Picture That’s New”

(Columbia)

George Morgan

96

September 18, 1965, BILLBOARD

和尚修行

NABBIT/STEPHENS/WRIGHT • Exclusive Bookings & Management

COUNTRY TALENT AGENCY 806-16th Ave. S. • Nashville, Tenn. • AC 615—254-9333
For America's Outstanding Country & Western Nominees as Selected by Billboard Magazine

OFFICIAL BALLOT IN SEPTEMBER 25th ISSUE OF BILLBOARD MAGAZINE, WINNERS TO BE ANNOUNCED ON "JIMMY DEAN SHOW" OCTOBER 22nd

FAVORITE MALE ARTIST
FAVORITE SINGING GROUP
MOST PROMISING SINGING GROUP
FAVORABLE SINGLE RECORD 1964-1965
THINGS HAVE GONE TO PIECES (GEORGE JONES)

Thank You,
MUSICOR RECORDS 826 7TH AVE. NEW YORK

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**Hot Country Singles**

<table>
<thead>
<tr>
<th>Week Ending 9/18/65</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>IS IT REALLY OVER?</td>
<td>George Jones, RCA Victor 4025</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
<td>ONLY YOU (Can Break My Heart)</td>
<td>Buck Owens, Capitol 5665 (label, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>TELL ME PETERS</td>
<td>Buck Owens &amp; Princess Nichelle, Mercury 72545 (Epic-Emi, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>4</td>
<td>7</td>
<td>BEHIND THE TEAR</td>
<td>Eddy Morris, Capitol 5666 (label, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>10</td>
<td>TAKING A AXE</td>
<td>Chet Atkins, RCA Victor 7970 (Bmi, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>2</td>
<td>THE BRIDGE WASHED OUT</td>
<td>Loretta Lynn, Capitol 5667 (Bmi, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>7</td>
<td>9</td>
<td>GREEN GRASS OF HOME</td>
<td>Eddy Morris, Capitol 5668 (label, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>8</td>
<td>10</td>
<td>TRUCK DRIVIN' SON-OF-A-GUN</td>
<td>Gene Autry, Capitol 5669 (label, BMI)</td>
<td>2</td>
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<tr>
<td>9</td>
<td>12</td>
<td>SINNER'S WEEK</td>
<td>Claude King, Columbia 42099 (Capitol, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>1</td>
<td>ONE BY ONE &amp; A BURROW</td>
<td>Roger Miller, RCA Victor 4026 (Bmi, BMI)</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>6</td>
<td>THE OTHER WOMAN</td>
<td>Elvis Presley, RCA Victor 4027 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>12</td>
<td>11</td>
<td>HELLO VIETNAM</td>
<td>Johnny Wright, Decca 31101 (Bmi, BMI)</td>
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<tr>
<td>13</td>
<td>14</td>
<td>THE BELLES OF SOUTHERN BELL</td>
<td>Del Reeves, United Artists 4440 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>14</td>
<td>16</td>
<td>THE NORTHERN WAY</td>
<td>Don &amp; Sandy, Capitol 5670 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>15</td>
<td>15</td>
<td>MISTER GARFIELD</td>
<td>Johnny Cash, Columbia 42133 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>16</td>
<td>8</td>
<td>WILD AS A WILDCAT</td>
<td>George Jones, Capitol 5671 (Bmi, BMI)</td>
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<tr>
<td>17</td>
<td>18</td>
<td>GONNA HAVE LOVE</td>
<td>Buck Owens, Capitol 5672 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>18</td>
<td>13</td>
<td>THE FIRST THING EYEV MORNING</td>
<td>Jimmy Dean, Columbia 42230 (Bmi, BMI)</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>WALKING THE FLOOR OVER YOU</td>
<td>George Hamilton IV, RCA Victor 4028</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>THE DJ CRIED</td>
<td>Ernest Tubb, Hickory 1533 (Bmi, BMI)</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>23</td>
<td>HICKETOWN</td>
<td>Tammy Wynette, Capitol 5673 (Bmi, BMI)</td>
<td></td>
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<tr>
<td>22</td>
<td>25</td>
<td>NOW IS THE SHUFFLE</td>
<td>Don Williams, Columbia 42234 (Bmi, BMI)</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>24</td>
<td>WINE</td>
<td>Mel Tillis, No. 18 (Capitol, BMI)</td>
<td></td>
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<tr>
<td>24</td>
<td>17</td>
<td>BEFORE YOU GO</td>
<td>Buck Owens, Capitol 5674 (Bmi, BMI)</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>26</td>
<td>LONESTAR SAD AND BLUE</td>
<td>Kitty Wells, Decca 31817 (Wilderness, BMI)</td>
<td></td>
</tr>
</tbody>
</table>

**Hot Country Albums**

<table>
<thead>
<tr>
<th>Week Ending 9/18/65</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>I'VE GOT A THING TO TELL YOU</td>
<td>Bill Anderson, RCA Victor LP 3034 (M; LSP 3034)</td>
<td>28</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>SONG OF THE SOUTH</td>
<td>RCA Victor LP 3035 (M; LSP 3035)</td>
<td>21</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>THE 3RD TIME AROUND</td>
<td>George Jones, RCA Victor LP 3036 (M; LSP 3036)</td>
<td>9</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>BEFORE YOU GO NO ONE BUT YOU</td>
<td>Buck Owens, Capitol T 2500 (M; ST 2500)</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>THE EASY WAY</td>
<td>Eddy Arnold, RCA Victor LP 3037 (M; LSP 3037)</td>
<td>4</td>
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<tr>
<td>6</td>
<td>6</td>
<td>THE JIM REEVES WAY</td>
<td>Jim Reeves, RCA Victor LP 2998 (M; LSP 2998)</td>
<td>29</td>
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<tr>
<td>7</td>
<td>7</td>
<td>THE RETURN OF ROGER MILLER</td>
<td>Smokey Moore, RCA Victor LP 27061 (M; LSP 27061)</td>
<td>30</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>COUNTRY GUITAR</td>
<td>Bill Anderson, Longhorn LP 002 (M; LSP 002)</td>
<td>7</td>
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<tr>
<td>9</td>
<td>9</td>
<td>MEMORY #1</td>
<td>Weebo Plane, Decca DL 4104 (M)</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>12</td>
<td>UP THROUGH THE YEARS</td>
<td>Kenny Rogers, RCA Victor LP 5427 (M; LSP 5427)</td>
<td>4</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>LONESOME SAD AND BLUE</td>
<td>Kitty Wells, Decca 4026 (M; DL 74105)</td>
<td>8</td>
</tr>
</tbody>
</table>

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September 18, 1965, BILLBOARD
ABC-Paramount Through the Years

*Continued from page 32*

Inc., in recognition of the great national popularity attained by "Amera."

NOV.—Samuel H. Clark elected vice-president in charge of theater operations for American Broadcasting-Paramount Theatres, Inc. Larry Newton, vice-president in charge of sales for ABC-Paramount Records, Inc., named as ABC-Paramount's new president.

1965

JAN.—Larry Newton takes over as president of ABC-Paramount Records, Inc.

JAN.—Strengthening its activities in the music publishing field, song catalogs and copyrights of Cole Corporation and LeMour Music Co. acquired, to be known as Westarp Music Corp. (BMI). In addition, company's publishing firms now include of Pamoce Music (BMI), Ampur Music (BMI), Ampaco Music (ASCAP), and Apt Music (ASCAP).

FEB.—Opening of newly constructed ultramodern record pressing plant—True Sound Manufacturing Corp., in Hauppauge, N.Y., with half-million-dollar facilities.

MAY.—First distribution of all LP product through a record club as ABC-Paramount signs agreement with Capitol Record Club covering all labels in the ABC-Paramount family.

MAY.—Negotiations completed for ABC-Paramount distribution of all Dunhill Records, Ltd., product domestically.

MAY.—Acquisition of all product of Inter Global Records Corp. for the United States.

JULY.—ABC-Paramount adds ABC Records as a new logo, signaling closer identification with its parent firm, American Broadcasting Companies, Inc. (officially changed from American Broadcasting-Paramount Theatres in April).

SEPT.—ABC-Paramount Records, Inc. prepares to move from its 10-year home in New York Paramount Building, and into the newly constructed ABC Records Building at 1330 Avenue of the Americas, joining the other divisions of American Broadcasting Companies, Inc., in one location.

Dear Sir:

The skinwear now covering most LP's keeps them cleaner and is an overall advance in merchandising.

You also conceives a vicious re-gression in merchandising—damaged records are sold and restocked as new merchandise. Some are spindled marked, others are sold as is, and in some cases you show the gray, grooved records where a needle skipped.

Interesting issue of borderline quality. Producer is counting on increased consumer return of records that skip and repeat.

When returned records are re-packed and circled back for resale the producer claims good purchase and even a normal dealer arm to skip.

But since we are to blame the cost of cleaning and restocking is switched on to the consumer.

Because customers always blame a record for skipping, never the player ("all our records play all right"), record makers alone accumulate the reputation for lack of quality product. Could they care less?

But why let a stigma of cleanliness once implied by the "Made in Japan" stamp be acquired by records made in U.S.A.?

Industry disregard of the skipping (10) noise is classic. But resale of the damaged records as new is not within the code.

Yours truly,

C. W. Farrington, Farrington's Record Store

Dear Sir:

This letter is one of praise for your Radio-TV editor, Claude H. Heavy, and the staff of Billboard. When your publication was finished, it was noted for its accuracy and for its editors in seeing the data regarding the Billboard Dance Response Ratings.

We feel that the Radio Response Ratings were fair and accurate and the fact that Billboard has published them in its pages many times the sources of the Radio Response Ratings should satisfy Mr. Payne. We were not the No. 1 influence in all segments in the Billboard Album, Smooth Classics, Smooth Pop, and Smooth R & B. As you are not fighting on our record, so it speaks.

We believe there was treated fairly and can find no room for complaints in such a cost-effective undertaking.

You initiated it, you paid for it, and you published it. It is up to broad-casters and the record industry to use it for the valuable tool that it is.

Congratulations on taking a first stand and please keep up the good work.

L. Newton

Dear Sir:

L. Newton Rugged But Reasonable

Continued from page 32

one-selling single. Subsequent unusually successful master purchases by the company include "At the Hop," by Danny and the Juniors (another million-seller), "Get Shorty," by the Royal Teens; and the discovery of Ford Price through the master purchase of the hit, "Just Because."

Distribution of independent labels by a major company was another innovation original with ABC-Paramount. Activated by the executive team of Clark and Newton, Chanceller Records was one of the first such labels to come under this arrangement. Chancellor produced such artists as Frank Avalon and Fabian during the tenure of its unique distribution by ABC-Paramount.

ABC-Paramount was first to introduce a pre-sale, per cent return privilege to its distributors (up until then, 5 per cent had been customary) — new a standard practice of most record companies.
Some things in Life can be Described by only one word -

RARE

Such as this . . .

or this . . .

Coming October 30
Division reports that college students bought about 18 million albums and six million singles last year. Brown also points to the rapidly increasing number of college radio stations being built to reach the nation's five million college students.

Brown first became aware of college radio while he was an advance man for the Charlie Spivak band in 1964. Spivak's itinerary brought Brown into many college towns, where he gave out records to the local college stations as well as the AM's. Although the number of college radio stations was few, he found them very helpful in promoting Spivak's concert dates. Brown continued to correspond with the stations when he became an independent promotion man. And as new stations were formed, the name Paul Brown became more and more familiar in college radio.

By 1953, when college attendance was booming, Brown pictured college radio as another means to express his artists.

SEND MAILINGS

Now Brown keeps deejays throughout the nation up-to-date about his clients by sending out over 4,000 mailings each month, including copies of their latest recordings. In addition, he supplies the stations with personalized J.D.'s made by his clients as a free service. This is of particular importance to college radio stations because it gives them an extra personal sound plus a boost in prestige value. The taped promo also induces the station to air the artist's records more often.

Brown became acquainted with many of the college radio stations through the Intercollege Broadcasting Association (ICA). The System, in its infancy in the early 50's, wanted to supply records to its member stations. Brown aided them by providing recordings of his artists. With this new service, IBS increased its membership substantially. IBS now has more than 200 members, most of whom receive records from Brown.

Through his dealings with the college stations Brown became a strong friendship with the students. Among the 400 letters (Continued on page 31)

Los Angeles Stations Are Must Stopover for Record Performers

Thaxton Show Is In High Gear

By ELIOT TIEGEL

LOS ANGELES—Some call it the mecca for popular music; others call it the backyard of the home of rock 'n roll. But to TV broadcasters Hollywood has become a key record company purveyor—and the end is no where in sight.

The "Lloyd Thaxton Show," "Shindig," "Shindaree" and "Hollywood Squares" have all cemented a season of national distribution as leading music shows. Dick Clark's ubiquitous "American Bandstand" still rolls merri

Six Best Outlets Battle for Spot

Six Best Outlets Battle for Spot

EDITOR'S NOTE: To expose a new record to introduce a new artist, record companies and personal managers are finding there's one place where it can be done easier and faster—Los Angeles. Not only does the market have several Top 40 radio stations, but many of the lea "Lloyd Thaxton Show," "Shindig," "Shindaree" and "Hollywood Squares" have all cemented a season of national distribution as leading music shows. Dick Clark's ubiquitous "American Bandstand" still rolls merrily along Saturdays. His "Where the Action Is" remote show is being released at a later time, 4:30 on ABC, and his locally produced "Shubang" is seeking distribution. Another local show, "9h St. West," aired by KKO-General, is using the syndication route and has been purchased by the chain's WOR, New York flagship. "Hollywood Discotheque" is the latest teen music entry, bowing on KCPG and hopefully seeking a syndicate.

The majority of these programs are similar in concept and content. Teen-oriented acts perform their hit records, the majority of the time through the commonly accepted practice of lip syncing.

The exposure value of these programs is dynamic and every record manufacturer sees Hollywood as a "must stop" for its acts. Groups try to make "the

Los Angeles Stations Are Must Stopover for Record Performers

Six Best Outlets Battle for Spot

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Six Best Outlets Battle for Spot
and telephone calls he receives each week, students frequently seek his advice to problems their stations encounter. In most instances, he is the first person in the record industry whom they become acquainted with.

Keep in Touch
Many of the college station personnel who go into the radio and TV fields after graduation, continue to keep in touch with Brown. Some of them are now in top executive positions at station managers and program directors.

Because of the heavy airplay Brown's clients receive on campus, the student concert committee often contacts the station as to how they can book one of the artists. The station in turn recommends that the committee consult Brown.

Most of Brown's clients have become big hits on the campus circuit in all fields of music. Much of Trini Lopez' greatest success with the college crowd is due to the efforts of Brown in promoting his records on campus. He has represented such talents as Tony Bennett, Jerry Vale, Woody Allen, Morton Gould, the Better End Singers and the Serendipity Singers. Currently he is working with Nancy Wilson, Ramsey Lewis, Trini Lopez and Paul Herr.

Brown is especially proud of the promotion he has done on Nancy Wilson and Nina Simone. "I saw Nina as a great talent who was not properly exposed," he said. By concentrating heavily on AM, FM and college radio, he quickly made the discovery aware of her. According to Brown, favorable reaction first came from the colleges.

In 1964, Nina Simone came in fifth in Billboard's "Top Artists on Campus" poll in the female favorite singer category—one year after Brown became her promotion manager. "She never placed in a survey before," he said. In the 1965 poll, she rated third—right behind one of his other clients, Nancy Wilson.

Rum Gauntlet
The stations that Brown sends promotional materials to, run the gauntlet from closed circuit student center systems and small-watt FM's to college stations broadcasting throughout the entire town—250 watts to 50,000 watts of commercial AM's.

Most people don't like to share a good thing, but Paul Brown has been trying to get the major record companies interested in college radio promotion for years. He has, however, met with little success. Capitol Records, he said, has attempted to token promotional campaigns several times, but it was always too small to be effective. Columbia will launch an intensive advertising drive this fall to strike female college record sales on the college level (Billboard), but has recently increased its budget for dealer advertising from 3½ per cent to 6 per cent with a view to go for campus radio and newspapers. Possibly, this will be the first step towards a promotional campaign by Columbia and other labels.

Beat Outlets Battle for Position

products. Even more significant is the emerging role of the Ankara rockers. KWIZ, which beams strongly into many areas in Southern California, although not into Los Angeles proper. But Pulse gets enough responses to place it in the top 15 positions.

KBLA, the Burbank station which has been unsuccessful thus far in its struggle to become a key rockier, is preceded in the standings by KWIZ (11), KFAC and KLAC (tied for 12), and KFOX (13). KBLA and KWKW, a Latin station, are in 14th place. KBIG makes 15.

The July-August Pulse should tell the tale for KHL, a Pulse spokesman said. The top 40 audience in light of all the competition has not increased that considerably to keep them all financially successful with that form of programming. With Orange County responsible for 11 per cent of the households surveyed, KWIZ covers one-fourth of the L.A. market.

In the adult music field, KMPK, KFI, KFAC, KBBS, KPOL, KNX and KKRD serve the community. KABC, the Los Angeles stations' top vein in programming comedy LP's and live interviews with the top Paul Condit show mornings. The move is seen as an attempt to share some of the audience formerly held by Bob Crane on KNX, who left last summer to star in his own CBS-TV series. Replacing him are two surprisingly funny men, George Walsh and Mel Baldwin, who may just retain Crane's audience until top-rated Regis and Kathie arrive in town from Pittsburgh in January. Crane's chief competition was KMPK's Dick Whittinghill, who retains his group of the morning audience with his folky program. The attempt at live morning humor carries over to Bob Hudson at KBLA, the team of Lohman and Barkley on KLAC, with Frank Evans' taped show on KGBS playing comedy tracks.

In the specialty areas, KFOX in Long Beach, and KFMB, Glendale, beam country music, with KFOX also on FM. (KHJ's simulcast on FM also brings its fast-paced rock programming to that medium.) KWKW and KALI are the chief Latin-American outlets and KFAC is the lone classical station.

Last July, the chief rockers agreed to abide by Capitol Records' suggested simultaneous singles release program, eliminating a rash of exclusive airings before release dates.

On the FM side, there is hardly any station advertising or promotion but the audience is sizable. KHBM plays popular, folk and jazz, KNOB, KBSC, KBHG and KPPC are all in the jazz bag, KFAC, KCBH and KFMM are the most popular. There are FM stations along the coastal line which supplement the high power signal stations, offering Southern California tastes of this and tastes of that. As whipped cream for the medium, there's FM stereo for greater realism.
Radio TV Programming

Story Behind the Song

By Jack Burton

The first song to sell more than a million copies—and which has been sung by millions of mothers to millions of babies—was written by children. Eiffy Cacnin and Min Cunning was an actress who played with William Gillette in "Secret Service" and in support of other stars about the turn of the century.

One hot, sultry summer evening in 1887, she heard a baby crying in the house across the street and offered to mend the fretful infant while the mother did the supper dishes. She luffed the baby to sleep with an improvised tune for a Mother Goose rhyme—"Rock-a-Bye Baby."

While she gained some measure of temporary fame when the song was published, apparently she did not profit exclusively from the song. She died in poverty at the age of 84.

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

Radio-Television Rating

Boston, Mass. 3rd Cycle September 18, 1965

Top Stations

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>% of Total Population</th>
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<tbody>
<tr>
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Top Disk Jockeys

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Music, Program, Director, Or Librarian

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AM Radio Frequencies

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FM Radio Frequencies

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LeRoy Van Dyke Show to KTTV

Nashville-KTTV Channel 11, Los Angeles, was the first market to buy "The LeRoy Van Dyke Show," a half-hour syndicated series. The first, with guest star Skeeeter Davis, aired Monday, Sept. 20, in the 9:30 p.m. slot.

Tape of the first 13 shows was recently completed in Toronto. Stars spotlighted are Van Dyke, his group, the Auctioneers, and these other guests on various shows: Bill Anderson, Slim Hunter, George Hamilton IV, Stringbean, Marge Singleton and Roy Drucker.

The shows were written, directed and produced by Van Dyke.

Speaking of Billboard's Handbook of Radio Response Ratings and Stations by Format

YGR's Ray Jones Jr. Broadcast Media Relations

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

Crescendo Records VP Bud Dalin

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

And everybody who has seen a copy

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

Order now while the present supply lasts (or further printing is planned)

$4.25 per copy

$50.00 per copy

With full-year subscription to weekly Billboard, for automatic up-dating with new reports published in Billboard on a regular basis (full-year Billboard subscription price: $15 per year)

(Continued on page 54)
YESTERYEARS’ HITS
Change-of-pace programming from your libran’s shelves, featuring the disks that were the hottest in the land 3 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s chart at that time:

POP SINGLES—5 Years Ago September 12, 1960
1. It’s Now or Never, Elvis Presley, RCA Victor
2. Twist, Chuckie Checkers, Parkway
3. My Heart Has a Mind of Its Own, Connie Francis, MGM
4. Mr. Cutter, Larry Venne, Era
5. Walk, Don’t Run, Ventures, Bell
6. Chain Gang, Sam Cooke, RCA Victor
7. Volaré (That Blu Di Pato Di Blu), Bobby Rydell, Cameo
8. Kiddie, Brook Benton, Mercury
9. Fagi, Ivy Three, Shell
10. Minnie Bell, Donnie Brooks, Era

POP SINGLES—10 Years Ago September 10, 1955
1. Yellow Rose of Texas, Mitch Miller, Columbia
2. Ain’t That a Shame?, Pat Boone, Dot
3. Rock Around the Clock, Bill Haley, Decca
4. Love Is a Many Splendored Thing, Four Aces, Decca
5. Movieland, Chuck Berry, Chess
6. Yellow Rose of Texas, Johnny Desmond, Coral
7. Autumn Leaves, Roger Williams, ABC
8. Seventeen, Fontane Sisters, Dot
9. Seventeen, R. Bennett, King

R&B SINGLES—5 Years Ago September 12, 1960
1. Kiddie, Brook Benton, Mercury
2. Twist, Chuckie Checkers, Parkway
3. Feel In Love, Ike and Tina Turner, Sue
4. I Want to Know, Sugarpie Desanto, Checker
5. Finger Poppin’ Time, Hank Ballard and the Midnighters, King
6. If I Can’t Have You, Ella and Harvey, Chess
7. It’s Now or Never, Elvis Presley, RCA Victor
8. A Woman, a Lover, a Friend, Jackie Wilson, Brunswick
9. Chain Gang, Sam Cooke, RCA Victor
10. The Twist, Hank Ballard and the Midnighters, King

POP LPS—5 Years Ago September 12, 1960
2. String Along, Kingston Trio, Capitol
3. Nice and Easy, Frank Sinatra, Capitol
4. Paul Anka Sings His Big 15, ABC-Paramount
5. The Sound of Music, Original Cast, Columbia
6. Love’s Out, Kingston Trio, Capitol
7. Edge of Shelby Bonner, Verve
8. Johnny’s Mood, Johnny Mathis, Columbia
9. Brenda Lee, Decca
10. Ella Is Back, Elvis Presley, RCA Victor

KXYZ Posts Poll
HOUSTON—Again this year, radio Station KXYZ printed six questionnaires in the two local dailies asking for listeners’ suggestions on the type of programming wanted. The majority of the 1,000 listeners who sent in the forms asked for light classics, show tunes, and standards. The listeners voted against the modern “Top 40” type of music.

RED FOXX
on Dooto’s Best Selling Comedy Albums

LOAD UP NOW FOR BIG HOLIDAY SALES!
DEALERS, ORDER NOW!
5 Plus 1 DEAL!
Over 50 Red Hot Catalog Items

DOOTO RECORDS
9512 S. Central, Los Angeles 2, Calif.

MERRELL and the EXILES

 Appeared on Sam Riddle’s Final L.A. TV Show “9th STREET WEST” Fri. 9-3-65
At which time they presented their new single release:
“CAN’T WE GET ALONG” b/w “That’s All I Want From You” GMW #102 ★
Our best wishes to you Sam—on your New Syndicated TV Show “9th STREET WEST”

GOLDEN CROWN PRODUCTIONS
6201 Santa Monica Blvd. Hollywood 28, Calif.
George Jay: National Promotidn

September 18, 1965, BILLBOARD
Murray the K, Blast Split

NEW YORK—Murray (the K) Kaufman and Blast, a newsletter about rare rock records and their promoters, are launching Radio Pulphead, a new magazine devoted to the world of early rock and roll. The two partners also produce Radio Pulphead, a weekly two-hour music show heard on WOR-FM, 800, in the New York area.

Kaufman said he never had an opportunity to publish the newspaper except that they bought an album of his. He said the magazine was “an idea in the hands of his attorney. On the other hand, Jay Levy, publisher of Blast, said Kaufman was in violation of his agreement with Radio Pulphead. Kaufman declined to produce usable material for Blast, he said. Levy said Kaufman was likely to be sued in arbitration. Kaufman said he was based on his claiming to be a “true friend” of Levy’s.

WORC Barometer for the Boston Area

- Continued from page 50

breakout potential of the station, according to Smith, is the music format of the station. Owner Bob Bryan, a former New England radio talk show host, purchased the station several years ago and has taken a hands-on approach. “The format lets the audience virtually decide the programming via requests,” he said. “We’ve seen request telephone lines and they’re used constantly. It’s like playing a slot machine. Just goes with the records we have on our playlist.”

Eubanks Host

HOLLYWOOD — Eubanks has been set as host of a rock ’n’ roll panel show, “Hit or Miss.” The show will be taped in Los Angeles by Peter Petta, KTLA shows the show in Los Angeles Oct. 21.

STATIONS BY FORMAT

Thaxton Show Is in High Gear

- Continued from page 50

records” of as many of these Hollywood-originated programs as will accept them. One is entirely different—and overwhelmingly successful.

Thaxton, star of this video tape syndicated show, said that the show has two concepts in booking talent. First is the popularity of the LP’s and records of the day. For instance, he sells the Beatles to the Byrds. We also know artists and people of the same caliber of records ‘n’ roll, so we booked acts like Frank Zappa, Spaceman, Peter, Paul and Mary, David Brooks and Cal Tjader.

Another role is that of other rock acts appearing on the other Hollywood-originated teen-age music programs. “We know the kids like these other acts,” Thaxton explained in his Station Boulevard offices, “but we can’t go on the show and say to the audience, ‘Hey, don’t buy this act because they need the hit record association.’

Thaxton’s show differs on style. It has an all-girl personality show of the long, flowing hair, miniskirts and glamorous forms and conforms into his audience in bits other than commercials.

Thaxton’s comic mien is played in four bits each show and has a personal personality show of the long, flowing hair, miniskirts and glamorous forms and conforms into his audience in bits other than commercials.

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Chicago Orchestral Assn., Musicians Reach Accord

CHICAGO — The contract paper which annually threatens the season of the Chicago Symphony Orchestra ended last week with apparent accord between Local 10-208 of the Chicago Federation of Musicians and the Orchestral Association. The Orchestral Association "canceled" the symphony's 20-hour-plus salary last month in the face of what Association officials described as "contract demands that would cause the symphony to go bankrupt soon."

As that announcement was made, however, it was noted that the Association had not sent notices of cancellation to soloists and guest conductors scheduled during the season, and box-office employees at Orchestra Hall continued to take season ticket orders.

The dispute arose over union demands for a full, guaranteed work year, wage minimum increases, increased pensions and changes in pension fund structure to permit orchestra members to participate in its management.

The 105 members of the orchestra are currently paid a minimum of $210 a week, said to be about the highest rate in the country.

One entire browser rack is devoted entirely to classical records, a fact which four salespeople point out to every visitor in a matter of course. They also stress the fact that the Phoenix record dealers make every effort to make sure that new releases in classical are put on sale just as quickly as possible or risk "selling out".

The shop also has had some success with encouraging teenage interest in classical music. One step in this direction has been to display an album under the title "I Like Tchaikovsky" along both sides of the entrance. Because the album cover is color shot, they shop by teenage, the album stops a lot of traffic and salespeople point out that excerpts from all of the favorite classical records are included in the album. These are listed on the face, of course.

Spending a few minutes in discussing classical records with teenagers also has led to a large number of extra sales, many of which the shop admits to merely wish to "balance" their record collections.

There are lots of teenagers, however, who have a sincere appreciation of classical music and are continually building their collection.

Arizona Store Puts Accent on Classical

PHOENIX — Bill's Records, in the Park Central Shopping Center here, is building classical sales by giving the records primary display in the store. The classical discs are one of the few "-up and coming" sections of the store, customer sees on entering the store.

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2 Operas Presented

VENICE — American and British operas were presented on the final program of the Venetian Musical Vacations in the San Giorgio Island's open-air Green Theater. They were the first Italian presentations of Gian-Carlo Menotti's "St. Martin's Life" and Benjamin Britten's "Nabukoa's Ark."

Ormandy to Mark 30th With Phila.

NEW YORK — The upcoming season will mark Eugene Ormandy's 30th anniversary as conductor of the Philadelphia Orchestra. Ormandy and the Philadelphia orchestra have been recording for Columbia Masterworks since 1943.

There are more than 150 albums to their credit: the Philadelphia Orchestra available in the Columbia catalog. Among the gold disc awards in honor of Ormandy's record breaking 63rd year, were a Grammy for the Academy of Recording Arts & Sciences for Best Recording of an Instrumental Solo With Orchestra Accompaniment for the album "Prokoviek Violin Concertos No. 1 and No. 2."

Ormandy recently returned from a panel-conducting tour of Europe, where he conducted the Vienna Philharmonic, the Radio Symphony Orchestra in Paris, the Tonhalle Gesellschaft in Munich and the Budapest Philharmonic. The Philadelphia season will begin with pop concerts under Henry Mancini and Arthur Fielder, respectively, on Sept. 17 and 18, after a private concert under Ormandy for the International Society of Surgery on Sept. 16. On Oct. 19, the subscription program, Sept. 23, Ormandy will conduct the world premiere of David Diamond's "Elegies for Flute, English Horn and Strings."

The orchestra will play 18 concerts in New York — 10 in Philharmonic Hall and eight in Carnegie Hall — and its usual series in Baltimore and Washington.

Six Programs in 8th Naples Series

NAPLES — Six programs on eight evenings between Oct. 9 and 31 will comprise the 8th Naples series sponsored jointly by RAI, Italian Radio-television, the Naples Town Council and the Alexander Scarlatti Orchestra in the Naples Town Hall.

Valentino Fioravanti's 18th Century opera, "The Spite Marriage," will be the inaugural event and it will be followed by an evening of three modern show operas, Kurt Weill's "The Yest-Man," Antonio Veretti's "L'amore mosso" and Igor Stravinsky's "Renard." Two evenings of music from the Neapolitan School will be performed by the RAI Polyphonic Chorus conducted by Nino Antonelli and the second by the Scarlatti Orchestra conducted by Nino Sanzogni.

Organ and cheliwine music will be heard on the final two programs with Karl Richter performing a concerto and the Antoni Stav Leonhardt playing Domenico Scarlatti and Handel in the other.

Baritone Weds

ZOLLIKIN, Switzerland — Dietrich Fischer-Dieskau, opera and concert baritone, and film actress Ruth Leuwerik were married here on Sept. 4. It was the second marriage for both West German artists.
'No Discounting of Foreign Records' Says Minn. Dealer

By BOY WIRTZFELD

MINNEAPOLIS — Selling foreign language records is not only highly profitable but "it's a real fun business," according to Richard Teachout, manager of the record department at Donaldson's department store, here, where some 800 different foreign LP's are on display.

"Record selling used to be more fun than drudgery," he says, "but then came self-service and discounting, with price the only important factor. As far as I'm concerned, foreign record selling goes back to what the business is all about — knowing your product, selling it, servicing the buyer, and not pegging everything just on price."

Teachout notes that interest here for the imported numbers is and is establishing his department as a well stocked source for them.

Referrals

"One competitor even referred a customer of his to us, someone who wanted a particular Latin American record. Actually, we did not have it, but we ordered it in a hurry and had it fast. The point was this competitor told the customer, 'Check Donaldson's. If they haven't got it, then it can't be found locally.'

Teachout continues by his interest in foreign records from previous work years ago as manager of the Victor Shop in downtown Minneapolis (now operating under a new name).

"Exchange students and other recent foreign arrivals after World War II used to come to us for recordings from their homelands. I gradually got more and more familiar with what was available, which wasn't anywhere as much as we can get now."

Wide Range of Imports

"What really gave the foreign business some impetus, Teachout said, was the local Victor distributor's ability to provide a wide range of imports. The store also stocks Capital and Columbia foreign offerings.

Most interest at the moment, he says, is in Scandinavian, German, and Latin LP's. Important among the Latin offerings are Mexican works from RCA's old Camden catalog, retailing at $2.98.

Buyers include foreign students, second generation citizens, recent visitors to foreign countries, former servicemen and others. "There is definite interest by many people in the music of foreign lands, an increasing desire to know more about other cultures than our own," he adds.

RCA Bows New Tape Line; Nine Mdl's. From $49.95 Up

NEW YORK — A complete new line of tape recorders ranging in price from $49.95 to $299.95 was announced by RCA Victor last week, Bryce S. Durant, president RCA Sales Corp., said that over $1 million would be spent in advertising and sales promotion.

The line consists of nine models ranging from battery-operated portable packages to full-feature stereo units. Included are the industry's first deep-drop reel and cartridge models and the first walnut veneer deck models.

All units in the new line are fully transistorized with solid copper circuits.

Durant said that although less than 10 per cent of all American households own a tape recorder, sales could eventually equal the present strength of the stereo phonograph market.

Re-Entry 'Real-Real'

He pointed out that RCA's re-entry into the reel-to-reel market represents a "determined attempt to provide dealers with as diversified a line as possible."

The firm previously offered only cartridge tape recorders but now is offering four redesigned cartridge models and five cartridge-drive reel-to-reel recorders.

The "sound-plus-stand" feature for adding voice and music to narrate films and other events is featured in models beginning at $169.95.

Tape cartridges are of clear, plastic, so the consumer can watch the cartridge winding operation.

Merchandising support includes a "super" display which holds up to seven recorders and occupies only four running feet of space. Extensive consumer and trade magazine advertising will back the program. TV commercials have been scheduled for Walt Disney's "Wonderful World of Color," the NCAA and AFL football telecasts and several other NBC shows. A series of six 15-line newspaper ads will be placed during October, November and December by local RCA Victor distributors, each ad carrying dealer names and addresses.

(Continued on page 58)

Copyrighted material
SITUATIONS WANTED

RECORD

California.

Top-notch SALES PRODUCER of album product to volume users seeks association with progressive label for East and Midwest territory. Write: BOX 205 Billboard, 165 W. 46th St. New York, N. Y. 10036

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT.

to make the world's best selling com-

$2.00 will do the trick for a 1½" x 4" in one time, minimum 4 ads, plus name and address.

MAIL COPY AND PAYMENT TO:

Billboard Classified Mart

180 W. 16th St.

New York, N. Y., 10011

HELP WANTED

LONDON RECORDS

requires specialists in Classic and spoken word sales.

Immediate openings for highly qualified candidates to sell unheard material to dealers in following markets:

New England, Midwest, San Fran-

isco, Seattle, Portland, Los Angeles, San Diego, Maryland, Washington, D. C., Virginia, W. Va., Pa., etc.

Please send resume or call for appoint-

ment.

AL R. LEO HOPKINS

359 W. 56th St., New York, N. Y.

Phone Area Code 212, OR 2-6000

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

RECORD NOT JAP. BRAND NEW 10" LPs - 10 for $1.00 each. Minimum order 100. Send address with order for quantity. Payment must be in U.S. currency. NO C.O.D. All records shipped free. SLEEPS试卷, N. Y. Phone 224-1100

RECORD MFG. SERVICES & SUPPLIES

RECORD PROMOTION & PUBLICITY

DISSENTING VIEW

Dry Re-Roast Process
Will Rejuvenate Nuts

In a June 26 Billboard Business Feature, nutmeat expert John Pawlcyn, of St. Paul, advised against storing nuts to re-store the freshness of old nutmeats. Veteran bulk-vending vendor John Koritz, of St. Louis, agrees with Pawlcyn, and described his rejuvenation method to our reporter.

By EARL PAIGE

ST. LOUIS — Veteran St. Louis cashew vendor John Koritz argues that it is not wise to overbuy nutmeats.

"This whole matter of overbuying, storing and, for the most part, the problem of stale product," he said, "can be eliminated if the vendor takes care of only his current needs.

"By this I mean he should buy fresh nuts as often as is practical. Every day if possible. But at least once a week."

But Koritz, whose Marjay Vending Co. does business with over 2,000 machines, declared (in disagreement with a June 26 Billboard Business Feature) that it is possible to restore old nutmeats to freshness. He reports success with a dry, re-roast process he developed.

"We've simply found it necessary to throw out old nuts," Koritz said. "mainly because we start with fresh product and because we use this dry re-roast process."

The Process
He explained the process as follows:

"We converted the oven in a regular commercial range to accommodate two enamelled pans of nuts or five pounds in each pan. We heat the oven to 350 degrees and heat the nuts at that temperature for 15 to 18 minutes.

"When removed from the heat and siphoned, the nuts are ready to go.

"And you know," Koritz said, "I even prefer re-roasted nuts. We've never had any complaints from any kind of our locations."

Koritz also commented on nut pricing, and what the operator should do when the prices go up.

"I wouldn't approach this from the standpoint of trying to vend smaller portions," he said. "I'd simply cut down the proportion. Commissions are a monster that the operators have created. Commissions aren't real that important to most locations. We just think they are."

Acme Vending Will Expand

LOS ANGELES — Acme Vending Co. is planning to expand with more than 1,000 floor displays and an increase in services, Robert (Bob) Feldman, acting owner-manager, said. Feldman is directing the firm established in 1947 by his late father, Lewis Feldman, Mrs. Gussie Feldman, widow of the founder, has retired from the business and is leaving soon to visit friends and relatives in Boston and New York. Young Feldman said that he will assume active management of the firm upon settlement of the probate. Feldman said that he will be joined by his father-in-law, Donald Suria, now owner and operator of an electronics surplus business, who will assist in the expansion plans.

Rosalid Kobayashi and David Kaminami have joined the firm as floor salesmen.

NEW MODEL 60 BULK-PAK

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

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you have grown to expect from all Northwestern vending machines. BULK-PACK holds one box (1,000 pieces of individually wrapped gum) BULK-PAK — priced at $125.00.

Wire, Write or Phone for Complete Details.

KARL GUGGENHEIM

RAT FINKS. For 1, 5 or 10-cent machines. In bulk (plastic, plated or half and half); rings in capsules (fink and ring separate); plated fink rings in capsules (fink and ring separate), and jumbo rat finks in capsules. Free displays.
Injury Turns Farmer To Vending

Bulk vending is an economic haven for many handicapped persons, who determine their own living. The handi-
capped vendor is invariably an efficient bookkeeper and
credit to the industry. Frank Krukowski, of Chetek, Wis., is
typical.

By ROY WIRTZELD
CHETEK, Wis.—Frank Kru-
kowski will never go back to
dairy farming.
He left the farm three years ago
at age 38 when a back in-
jury left him physically incap-
able of handling rigorous farm
chores. Settling here, Kru-
kowski answered a bulk vending di-

tributor's ad. And today — a
$7,000 investment later—he op-
erates a route of 100 units, candy,
ball gum and capsule machines in
Chetek and nearby small towns.
"I'm doing better than I ever
did farming and it's a lot easier
with much less work," he says.

He began with 15 machines
to "see how things would go" and
rapidly added more. He also
bought out several other small
operators along the way to his
total today.
"I expect to add about 200
more, which is about the total
I can handle myself," he said.

Best profit-makers among his
machines are the Five Cent pea-
nut and 5-cent cashew vendors,
he reports.

Krukowski's best single loca-
tion is a filling station in a small
farmers market with one peanut
and cashew machines (pea-

corns and cashews) gross about
$16 a month, or more than some
other four machine locations of his.

Other good locations, he says,
are laundromats, grocery stores,
hardware stores and garages.
When you have machines in a

garage with four or five me-
chanisms working each day, you'll

always do right, because these
mechanics will be your best cus-
tomers and they'll be reliable
every day. In addition, there'll
always be a certain amount of
garage traffic at a garage of that
size.

New Commissions

Commission to locations own-
er are less steep than in most
city markets, running only 15 to
20 per cent.
"At some spots, I don't pay any
commission," he says, "because
the owners are glad to see the
machines as a convenience for
their employees. Some of the places
where I pay no commission are retail

stores, county garages and some
other city or county facilities."

Krukowski says vendors al-
ways do well at places where
commissions are paid and there is
a group of employees to en-
courage the owner to allocate
the commission for an employ-
ee's Christmas fund or similar
purpose. This adds considerably
to the sales, because the em-
ployees will want to patronize
the machines often, for
their own eventual benefit.

Among capsule items which he
has found few good money makers,
have been monsters, bugs, and
rings of many types. Jelly beans
prove "as good as any penny confec-
tion I can find," he adds, since
they can stand up well under
adverse sunlight conditions.

Likes Low Overhead

Comparing his new locations
agree with his earlier farming.
Krukowski finds the low overhead
much more attractive.

"The most important expense is transpor-
tation and (of course) wise for
any operator to keep his station
wagons, car or whatever vehicle
he is using in top condition, with
plenty of preventive main-
teinece. This way he can help
build extra customers and
major car troubles."

Rare Coins

His stockroom is in the base-
ment of his home, where he lives
in a small apartment.
"My wife helps in some phases,
like counting and wrapping
products in the process, she's
always on the lookout for rare
items, and we've found a few,
like a 1931S and a 1909S Lincoln
penny, plus many war-
time tokens.

Krukowski now has his orig-
nal $7,000 investment practical-
ly more than is said to ex-
pand. "My only local competi-
tion here," he says, "but I'm sure
I don't want his particular
machines," he says.

A new area, according to

Krukowski expects to try some small
factories and bowling alleys. In
addition, there'll be some special
some of his tavern spots.
"It's a tremendous business,"
he concludes, "and I'm open
for anyone with a minor physical
handicap and looking for a
lighter occupation."

BULK BANTER

LOS ANGELES

Anita Rufus, secretary at Oak
Manufacturing Co., is back at
her desk following vacation.

Elaine Vincent, Los Angeles
operating manager, was in
San Francisco and parts at Acme early
last week.

Elsa Rehbock, Los Angeles
vice president, is in Los Angeles
and San Francisco early this week.

Mike Vogan, Los Angeles
vice president, is in Los Angeles
and San Francisco early this week.

VENDOR FOCUS

New Booklet
Extails Value Of Candy

CHICAGO — "How to Get
Quick Energy and Keep Alert
by Eating Candy," is the title
of a new public information
pamphlet prepared by the Na-
tional Confectioners Association.

The second in a series of
distributions prepared by
the NCA, it will be distributed
by NCA members to the public
free of charge. It includes super-
markets, candy counters, candy
vending machines, in candy
stores, and by mail.

The illustrated booklet makes
the point that today, confection-
ries are regarded as an
energy food because the
sugars they contain are absorbed
into the blood in a matter of
minutes, and serve as a basic fuel
for all parts of the body.

"Groups who have recently
recognized candy as an energy
food," the pamphlet declares,
"are athletic coaches, military
leaders, sports experts, medical
authorities, business executives,
housewives, lawyers, counselors,
artists, and nutritionists."

Vendors seeking copies of the
booklet should contact the Na-
tional Confectioners Association,
36 South Wabash Avenue, Chicago
3, Ill.

SCHOENBACH CO.

Manufacturers Representative
Representing Dancos and
Manufacture No. 1025

GREAT TIME SAVERS!
COIN WEIGHING SCALE

$22.00

HOT & COLD ITEMS

Birthstones Ring...$12.00
Carnations, Buttons...
Rehbock, Name Tags...
3.00

SCHOENBACH CO.

Brand New Victor's L. C. Topper
Available in two models
1. Vending Wrapped Confections
2. Vending 100 Count Gum
1. VENDING WRAPPED CONFECTIONS

No money changes for

pieces of wrapped confection
to total amount of purchase

Price Only.

ON RUBBER BAND

Gum, Candy, etc.

You get 100 cents worth of
gum or candy for each

RUBBER BAND

Vending machine

$2.00

2. VENDING 100 COUNT GUM

Capacity 1,000 boxes of gum. Takes

pieces of wrapped confection

Price Only.

ON RUBBER BAND

Gum, Candy, etc.

You get 100 cents worth of
gum or candy for each

RUBBER BAND

Vending machine

$2.00

BRAUN BRAND NEW VICK'S CO.

1215 S. Pulaski Rd.
Chicago 32, Ill.

3. ELECTRONICS

Please specify whether vendor is to be

used for dispensing WRAPPED
GUM or 100 COUNT GUM.

LOGAN DISTRIBUTING, INC.

1608 S. 19th St.
Omaha, Nebr. 68108

FAX (303) 271-4622

FAX (303) 271-4622

FRANK KRUKOWSKI, Chetek, Wis., operator (standing), is shown new machines by Tim MacPherson of Vendall Distributing Co.

Not Responsible for

Acts of Son: Koritz

ST. LOUIS — While several
different and independent, a
widenly followed Jason Koritz &
Four Gents, Inc., vs. Ford Gum
Machine Co. case is pending
disposition in U. S. District
Court here, attorneys for the
plaintiffs last week filed a mo-
tion for a summary judgment
against Ford Gum's $85,000
counterclaim (Billboard, June
19).

The counterclaim centered
around the defendants' alleged
crossover of Mark Koritz—son
of veteran bulk vendor Jason
Koritz, co-plaintiff in the current
action—following the purchase
by the younger Koritz of an
existing Ford Gum franchise
here in 1962.

In the motion for a summary
judgment against Ford Gum's
counterclaim, attorneys for the
plaintiffs stated that "a mater-
iers referred to in said counter-

claim occurred when said Mark
Koritz, not a party to this suit,
was the sole operator under an
agreement with this defendant."

As this latest action unfolded,
attorneys on both sides made
preparations for a Sept. 7 pre-
tal hearing in U. S. District
Court here (Billboard, Aug. 21),
where the defendants' motion to
dismiss the second of the plaintiffs
amended complaint that seeks a
judgment of $6,500, will be

ACORN

The World's Most
Profitable Vendors

We have the largest variety of all
brands of Gum in stock

HEADQUARTERS FOR CHARGES, STANDS, BUCKS, GUM, NUTS,
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FOR COMPLETE CATALOG OF NEW AND
RECONDITIONED MACHINES AND SUPPLIES.

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COIN MACHINE EXCHANGE

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Philadelphia, Pa. 19133
(215) Clowns Alike

PLANT MANAGER

MANAGER

R. H. Hutchinson, Jr.

September 18, 1965, BILLBOARD
New Equipment At the Show

CHICAGO—Manufacturers of coin-operated amusement equipment spread their wares before this year's devoted visitors last week-end at the annual Trade Show of the Music Operators of America. Almost to a man, coin machine operators came to the show looking for unique, new concepts in coin-operated entertainment, and many found new machines suitable for their routes. Here is a first installment on Billboards' complete coverage of the many new items shown here which will appear next week.

All-Tech Industries

This Hialeah, Fla., firm displayed its new coin-operated model racing unit for the first time. Available with up to four tracks, the game consists of scale model, electric-powered cars which run in individual slot-tracks and are controlled by competing players. Four tracks are available; 90-foot, 100-foot, 150-foot and 220-foot. Each track has two 10-cent coin mechanisms. Unit dimensions: 10 feet by 4 feet.

Bally Mfg. Co.

A new Regent series was unveiled by this Tipton, Mo., factory table maker. This six-pocket line of coin-operated table games features fold-down top and wedge-lock cushion; all ball pockets with flush box, housing separate from the mechanism drawer; identically-constructed cup ball return; opposed-or-cup ball return; diecast, chrome-plated, no-kick leg adjuster; walnut vinyl laminate with new trim.

Irving Kaye Co.

DeLuxe El Dorado 66, introduced by the Brooklyn billiard firm, the Irving Kaye Co., is a coin-operated unit featuring a slide-out runway system that the manufacturer says is jam-proof. The working mechanism is contained in a compact, pull-out drawer. Two die-cast scoring markers are recessed into the Formica top frame. Other features: Five-inch chrome-plated, diecast leg casters; separate, maximum-security coin box; swing-away legs that bolt into position. Sizes: 77 by 45 inches; 85 by 47 inches; 92 by 52 inches; 106 by 58 inches and 114 by 64 inches.

U. S. Billiards

The Mustang, a new compact billiard table available in home or coin-operated models, was displayed by this Amishville, N. Y., manufacturer. The coin-operated unit carries the model number 40-20. It is equipped with a counter, a coin slot, a coin return, and a coin box. The table is designed for home use and is available in a variety of finishes.

Dynaball Co.

This Skeels, Ill., firm showed its new Mr. Billiard Cue, complete with new ball automatic return and E-Z-Latch playback panel.

Moran Seeks MOA Endorsement Of a National Trade School

CHICAGO—Veteran coinman Jack Moran, founder and director of the Institute of Coin Operators, said his firm has already applied to the industry's national convention last week seeking Music Operators of America's endorsement of a national trade school financed by member funds.

"Preliminary approval from the Office of Education and Vocational Training of the U. S. Department of Labor (through which agency Manpower Training Development money for such funds would be obtained) has been granted," Mr. Moran said. "I now seek the certification by the national operators association for this program to enable the industry to announce industry consensus in final negotiations with the government."

Moran said, however, that MOA endorsement was not absolutely necessary for government allocation of funds for the school, which he plans to open January 1, 1966.

MOA Meeting

Moran was meeting with the executive committee of MOA this past Friday on the eve of the association's annual trade show.

MOA endorsement would not be an automatic requirement of any kind," Moran explained. "But I would like to see MOA officials on the trade school advisory committee."

Moran added that perhaps the MOA could, as a service to members, serve as a clearing house for the development of a much-needed mechanism.

The proposed school, Moran said, would not be affiliated with an existing national or regional school. "As the NAMA and other organizations have discovered, many graduates of such programs do not work out with operators, and many operators do not want to start at the level required in this industry."

These schools would be patterned after a national training program to be under the charge of a new committee recently established (utilizing Federal funds) in Kansas City, Mo. "This R.C. school has the endorsement of the National Auto Jobs Association," Moran said.

This is one of the reasons I think MOA should take an interest." Moran said the school will offer a highly specialized program, with tuition, tools and student subsistence all paid out of Federal funds. Institutions other than the MOA would be paid by the government, too, at a rate of 90 per cent.

U. S. Capitol

Moran, however, said the chance of MOA endorsement was "absolutely uncertain" at this time.

Fischer Mfg. Co.

This Chicago company is now using the Smith & Wesson Model 99 gun as a color guard instead of the traditional red, white and blue guns.
Notice

Purchase your used equipment from the firm that has the best reputation in the US for used flippers, bingers, kiddie rides, bookers and arcade equipment. We have the following games in stock:

**Flippers:**
- Hero, Clown, Bull Fight—Hi Dolly—Black Queen—Big Boys—Pretty Polly

**Bingers:**
- Bumpers—Golden Colo—Lite—Can—Can—Shadows—Tiki—Carnival—Queen—Arco—Silver Bulls—Beach Time—Lepore Beach

**Kiddie Rides:**
- 2 All Tech COMBO BOYS—Pony—3 Double Twin HORSES—2 New SINGLE HORSES—Baby ROCKY—2 New Long Riders—Bugs Rabbit and—1 All Tech LANCER

Chicago Coin:
- MAJESTIC and CADILLAC Revers if interested in any of the above equipment, write, call or wire for prices.

NEW ORLEANS NOVELTY CO.
1053 Dryden Street
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Tel: 529-7233
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SEE US IN OUR EXHIBIT BOOTHS
11, 12 & 13

MIDWAY MANUFACTURING COMPANY
10136 PACIFIC AVENUE, FRANKLIN PARK, ILLINOIS

Also, look for the exciting Monster Gun in our exhibit booth.

SAYS INSALATA...

"Nobody Cares About Your Business But You"

CHARLESTON, W. Va.—S. John Insalata, recently appointed director of affiliated State associations for the National Automatic Merchandising Association, talked trade association philosophy in general and NAMA services in particular to members of the West Virginia Music and Vending Association in convention here Aug. 27.

"Nobody cares about your business but you," Insalata told some 75 juke box, game and vendor operators. "That's what an association like yours is all about."

Complimenting the West Virginians on their achievements in favorable legislation during the assembly session just past, Insalata cautioned: "When a business is under the gun, its association is active. The problem many associations face is remaining vital when the threats pass."

NAMA Services

One of the NAMA's numerous services to State organizations is designed to overcome that problem, Insalata noted.

"Under the NAMA State council system, we guarantee to keep the association strong. We put a program into effect that keeps members working even when the business is not under the gun," he explained.

For example, Insalata said, the NAMA provides a "packaged public relations" program to State groups, a program recently effected by Wisconsin vendors with outstanding success. He reported:

New Programs

The NAMA official also listed for the continued additional new services and programs now being undertaken by the national vending association. They were:

1) Sales tax assistance. NAMA is studying a proposed "Federal Model Sales Tax" which, according to Insalata, would provide for only two exemptions.

2) Federal school lunch program. "There are conflicting interpretations as to whether vending machines may be legally utilized in this program. NAMA is attempting to straighten this matter out. A special NAMA school lunch committee has been formed."

3) Employee safety. "We're trying to learn why routemen hurt themselves. Our findings hopefully will reduce employee accidents and worker compensation costs," Insalata said.

Insalata touched briefly on the new, non-silver coin now issuing from the Philadelphia mint.

"The coins are supposed to work in our machines," he said. "Now we shall see if they do."

New Latch on Bally Game

CHICAGO—A new duplex latch permits fastening down of the playfield panel on Bally's Ace High four-player game by means of two thumb-flip clamps.

The arrangement, utilizing a pair of internal sliding hooks at the rear of the panel which automatically pull down on the panel when the front clamps are latched, is said to hold the panel more snuggly than the previous four-clamp method.

The new latch will be standard on all Bally games, according to company Sales Manager Paul Calamari.

MIDWAY MANUFACTURING COMPANY
10136 PACIFIC AVENUE, FRANKLIN PARK, ILLINOIS

Also, look for the exciting Monster Gun in our exhibit booth.

Discotheque Dance Contest Draws Big

CONTESTANT PATSY DAVID of the Jungle Village in Covington, Ky., does her version of the Jerk. Some 75 location owners and operators were in attendance.

PAT TRAYMORE, Arthur Murray discotheque dance specialist from New York, demonstrated and judged dances at special promotion in Covington, Ky., sponsored recently by Royal Distributing Co., Cincinnati.

CO-GO GIRL REVA MAIRS of the Parkview Cafe, Middletown, Ohio, gets her turn on floor. Dancers also demonstrated how Wurlitzer phonegraph, microphone kit and dances may be co-ordinated to better involve crowd in the fun.

BERT DAVIDSON (left), of the Wurlitzer Co., and Royal's Clint Shockey, who has supervised the installation of many theater-type locations in the Cincy region, assist Miss Traymore with the judging.

GUESTS, Mr. and Mrs. Bill Maher (left), of Maher Amusements, with Royal's R. Allger.

THE WINNER! Miss Linda Frug of the Blue Angel, Cincinnati. Being bussed is George, owner of the Jungle Village in Covington, Ky., and host for the talent night.

MORE GUESTS, Mr. and Mrs. Robert Wood, Music Service Co., Lebanon, Ohio.

WEBER WOOD, Mrs. Robert Wood, Music Service Co., Lebanon, Ohio.
Who’s on first?

The year was 1933, and a whole lot of people were on first that year—like Babe Ruth, Cuyler, Simmons, Gehrig and darn near everyone else in the country were with Rock-Ola's great WORLD FAIR JIGSAW and WORLD SERIES game.

But most of all, Rock-Ola was on first with the most successful pin-ball game that had ever hit the industry. Demand was so great that the factory was forced into drastic expansion and mass production to fill the need.

When the first carload arrived in Dallas, Texas operators met it in the rail yards and battled each other in a riotous melee which saw them hauling away games in and on top of their automobiles.

Meanwhile, back at the plant, David C. Rockola was putting together a mass production program unequaled in the industry.

A system of machinery and conveyors were engineered to produce games at the unheard of rate of 1400 per day.

People were beginning to expect pin game miracles from Rock-Ola by this time. Imaginative innovations and engineering simplicity created winners like JIGSAW, SCREEMO, WORLD SERIES and the revolutionary ARMY and NAVY game.

To make it easy for operators, Rock-Ola reduced the mechanisms to basic simplicity which did away with all batteries, wires and contacts. Power plants were all mechanical.

Other features like twin scoring registers, rubberless plungers, regulated non-tilt devices, visible coin chutes and giant size cashboxes added up to more take for the operator with less trouble.

By late 1934, following the acquisition of the massive Gulbransen property, Rock-Ola turned its extensive woodworking facilities to the production of furniture and case goods.

A full line of upholstered and occasional furniture was met with immediate national acceptance. The design and production facilities of Rock-Ola produced items like cellerettes, tables, bookcases, piano stools, home desks, record cabinets and radio cabinets.

In the 30 years that followed, Rock-Ola’s policy of engineered simplicity produced innovations in phonograph mechanisms which increased take and lowered operator maintenance costs. Today, two startling new phonographs . . . Grand Prix II and Starlet join with the proved Princess Royal to form the Rock-Ola line of coin operated phonographs of outstanding quality and performance.

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

ROCK-O-LA
music products for profit for 30 years
MOA Convention Entertainers

DAMITA JO
AL MARTINO
BOOTS RANDOLPH
SUTTON DANCERS
RAYE AND ROMAN

we've switched to

ROWE/AMI

Shaffer Music Co. is the new distributor in Ohio, Michigan, and Kentucky for Rowe Vending Equipment and AMI Phonographs, and for Rowe Vending Equipment in Indiana.

Shaffer Music will also continue to have a wide selection of excellent used equipment in great operating condition.

See Shaffer first for the best in Music and Vending.

SHAFFER MUSIC CO.
Columbus, Ohio, 849 North High St., (614) 294-4614
Cincinnati, Ohio, 1899 Central Parkway, (513) 621-6310
Cleveland, Ohio, East 21st St. at Carnegie, (216) 241-2651
Detroit, Mich., 300 E. Milwaukee, (313) 873-4200

come Soon:

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 City. Location to be announced.

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 Operators' Council meeting, Jefferson Hotel, Mexico, Mo.

Oct. 10—North Carolina Coin Operators Association meeting.

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


COLORAMA

A coin operated multiple select theatre

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

40 selections · Full Hi-Fidelity color and sound · Library of famous American artists performing in American films · Continuous film production guaranteed · Extensive film library · Automatic cartridge film operation with no rewinding · Remote wall box operation possible · $1960 (plus tax) · A money maker for any coin operator.

Exclusive territories available to select operators.


COLORAMA DIVISION
INTERSPHERE DEVELOPMENT CORPORATION
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Delivery scheduled for January 1966.

*Prices subject to change without notice.

September 18, 1965, BILLBOARD
SORRY, BUT
PATTERSON INTERNATIONAL
is not in the MOA Show this year because frankly,
BUSINESS IS BOOMING!

We're shipping to operators as fast as the factories can produce.

Brack Named Editor After Biro Resigns
* Continued from page 3

of Billboard's vending department.
A graduate of Chicago's Roosevelt University, with B.A. in English, Brack worked as a reporter and assistant city editor on the Chicago City News Bureau, a news clearing house for the city dailies, before joining the Billboard staff early last year.

Since then, he has covered all facets of the coin machine and bulk vending industry and served as a Midwest reporter for Billboard's music department.

Biro joined the staff of Billboard nine years ago, starting as a reporter, later becoming coin machine and Midwest editor. He was also an editor of Billboard and had a major voice in determining editorial policy.

Biro, a graduate of the University of Illinois, has done considerable radio and free lance writing work during his association with Billboard.

In his new post, Biro will be in complete charge of publicity and promotion for the Chicago station which is owned by the Chicago Federation of Labor. Station format is Top 40.

Himburg Moves To Louisville

LOUISVILLE — Paul Himburg, formerly a member of the sales staff of Southern Automatic Music in Cincinnati, has joined Southern Automatic Music Co. here, according to Leon Weinberger, of the local firm.

A coin machine sales veteran, Himburg worked for Joe Weinberger until the latter retired and closed Southern Automatic's Cincinnati office.

Under our plan operators have the opportunity to become Independent Wholesalers selling to other operators, and have made outstanding profits.

Only Patterson offers operators a volume CASH rebate, on a quarterly basis as part of their contract. An unusual, unique contract in the COIN MACHINE field.

So machines from Patterson can add up to bigger profitable business for you.

Write today and ask about our CASH REBATE contract plan.

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Western Hemisphere Contract Representative for All Major Foreign Producers of Coin Equipment

**State Coin Machine Regulations**

**ALABAMA**
Penny-operated vending machines are licensed at $1 annual rate. Vending machines operated by nickels or coins of greater denominations are licensed $8 per unit per year. A privilege tax for background music is levied according to county population as follows:

- 60,000 or less: $30
- 60,001 to 125,000: $60
- Over 125,000: $80

Exemption of vending machines under 10 cents from the 4 per cent sales tax levy is allowed if the operator keeps careful record of the gross proceeds of sales made from each machine, breaking down the gross by class of merchandise. State exemption from the operation of coin-operated phonographs is subject to the 4 per cent sales tax (upheld in the Supreme Court of Alabama in Birmingham Vending Company v. State of Alabama, 38 So. 2d 817). Phonograph records for use in coin-operated phonographs are also subject to the sales tax. Contact: J. B. Barsos, Supervisor, Sales Tax Division, Montgomery 2, Ala.

**ALASKA**
Coin-operated equipment "class one" (skill games and phonographs) is licensed at $4.50 per year for each item. Coin-operated equipment "class two" (bingo devices and other free-play meter or multiple-coin, self-increasing equipment) is licensed at $120 per year for each device. Coin-operated equipment "class three" (slot machines and other devices depending strictly upon the element of chance awakening the player, cash, premium, merchandise or token) carry a $120 per year license per unit.

Operators must pay $30 a year for an operating license, must have lived in the State three years and must never have been convicted of a felony. In the case of corporations, each stockholder and employee is subject to the same regulations.

With the exception of phonographs, no coin-operated equipment may be played by persons of 18 years of age or older, unless all operators are 18 years of age or over, in the presence of at least one operator of any school building. Contact: State Department of Revenue, Juneau, Alaska.

**ARIZONA**
Income derived from coin-operated phonographs and amusement games is taxable at 3 per cent rate. The same rate applies to vending machines sales. The tax is levied on the sale or upon the property sold but for the privilege of engaging in the business of retail selling in the State. Contact: Director, Internal Revenue Service, Phoenix, Ariz.

**ARKANSAS**
The annual operating license fee for the operator is $250 and is issued only to persons over 21 who have lived in the State at least one year prior to application. At least one-half of any partnership or corporation seeking a license must have resided in the State at least one year prior to application. Every applicant must procure a suitable surety bond of $2,000.

Receipts from coin-operated phonographs, amusement games and vending machines are subject to State sales tax. Contact: Commissioner of Revenue, Little Rock, Ark.

**CALIFORNIA**
There is no State tax or license imposed with respect to the operation of coin-operated phonographs and amusement games. In the case of vending machines, such machines are property subject to a retail sales tax. Exempted from this tax, however, are food products for human consumption. (This exemption does not include candy and confections.) Operators of vending machines are given a permit to engage in the business. Taxation and regulation of coin-operated phonographs and amusement games vary widely from one municipal jurisdiction to another. Local officials should be consulted. Contact: E. H. Stelton, Tax Counsel, State Board of Equalization, P. O. Box 1799, Sacramento, Calif. 95808.

**COLORADO**
There is no license imposed on coin-operated phonographs and amusement games. Each municipality in the State requires some licensing and collects fees for the operation of such equipment.

A single $1.50 per year license permits the operation of any number of vending machines. A State sales tax of 2 per cent is applicable to all articles vending for more than 19 cents, and the sales tax or use tax must be paid on the cost of all amusement or vending machines. Contact H. M. Kaufmann, Supervisor, and Sales Tax Division, Department of Revenue, Denver, Colo. 02205.

**CONNECTICUT**
Operation of one cigarette vending machine requires a $100 dealer's license fee, renewable each year on October 1. Operation of more than 24 cigarette vending machines requires a $500 dealer's license fee, renewable annually on October 1. Twenty-five or more vending machines require a $100 annual distributor's license fee, with such additional purchases of a vending machine requiring an additional fee of $1. Full-line vending operators must obtain a vending machine license for each machine at a fee of 30 cents for each machine.

**FLORIDA**
A license of $5 per machine is required of coin-operated phonograph and amusement game operators. Vending machines located in licensed stores are taxed at 10 cents each machine. Vending machines selling merchandise for one penny are licensed at 50 cents each. Sales through vending machines of items having a sales price of 10 cents or more are subject to tax. However, candy, including loose and bulk packaging candy and candy bars, is exempt when sold for 5 cents or less.

(Continued on page 65)

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**South African Operator Reports Gov. Game Ban**

**NEW YORK** — A Johannesburg operator visiting here last week told of new South African government sanctions against coin-operated machines that will force him to move his operation to another country.

"If forced to move to the Southern Rhodesia," declared C. Constanti, who operates 200 Goodwill 39 Ball games and some 50 juke boxes. A statement he explained, is a law recently passed which gives the Minister of Justice power broad to ban coin-operated equipment.

"The minister is now studying reports from the Customs Department," Constanti said. "But I can tell you one thing, we will put a ban on amusement games,"

The South African operator said that he will consider the move a "natural conclusion". "We have the most successful locating our machines in cafes."

"I'm expecting to get word any time that the Minister has outlawed my operation," he said. "If this happens, I may have to move to this country, that is the business doing in Canada."

While in the State, Constanti said he wanted to investigate the operating possibilities in the new audio-visual equipment now being advertised and said he intended to pay a visit to Dave Rosen in Philadelphia to get details on that distributor's when answering ads... Say You Saw It in Billboard

**State Coin Machine Regulations**

**ALABAMA**
Penny-operated vending machines are licensed at $1 annual rate. Vending machines operated by nickels or coins of greater denominations are licensed $8 per unit per year. A privilege tax for background music is levied according to county population as follows:

- 60,000 or less: $30
- 60,001 to 125,000: $60
- Over 125,000: $80

Exemption of vending machines under 10 cents from the 4 per cent sales tax levy is allowed if the operator keeps careful record of the gross proceeds of sales made from each machine, breaking down the gross by class of merchandise. State exemption from the operation of coin-operated phonographs is subject to the 4 per cent sales tax (upheld in the Supreme Court of Alabama in Birmingham Vending Company v. State of Alabama, 38 So. 2d 817). Phonograph records for use in coin-operated phonographs are also subject to the sales tax. Contact: J. B. Barsos, Supervisor, Sales Tax Division, Montgomery 2, Ala.

**ALASKA**
Coin-operated equipment "class one" (skill games and phonographs) is licensed at $4.50 per year for each item. Coin-operated equipment "class two" (bingo devices and other free-play meter or multiple-coin, self-increasing equipment) is licensed at $120 per year for each device. Coin-operated equipment "class three" (slot machines and other devices depending strictly upon the element of chance awakening the player, cash, premium, merchandise or token) carry a $120 per year license per unit.

Operators must pay $30 a year for an operating license, must have lived in the State three years and must never have been convicted of a felony. In the case of corporations, each stockholder and employee is subject to the same regulations.

With the exception of phonographs, no coin-operated equipment may be played by persons of 18 years of age or older, unless all operators are 18 years of age or over, in the presence of at least one operator of any school building. Contact: State Department of Revenue, Juneau, Alaska.

**ARIZONA**
Income derived from coin-operated phonographs and amusement games is taxable at 3 per cent rate. The same rate applies to vending machines sales. The tax is levied on the sale or upon the property sold but for the privilege of engaging in the business of retail selling in the State. Contact: Director, Internal Revenue Service, Phoenix, Ariz.

**ARKANSAS**
The annual operating license fee for the operator is $250 and is issued only to persons over 21 who have lived in the State at least one year prior to application. At least one-half of any partnership or corporation seeking a license must have resided in the State at least one year prior to application. Every applicant must procure a suitable surety bond of $2,000.

Receipts from coin-operated phonographs, amusement games and vending machines are subject to State sales tax. Contact: Commissioner of Revenue, Little Rock, Ark.

**CALIFORNIA**
There is no State tax or license imposed with respect to the operation of coin-operated phonographs and amusement games. In the case of vending machines, such machines are property subject to a retail sales tax. Exempted from this tax, however, are food products for human consumption. (This exemption does not include candy and confections.) Operators of vending machines are given a permit to engage in the business. Taxation and regulation of coin-operated phonographs and amusement games vary widely from one municipal jurisdiction to another. Local officials should be consulted. Contact: E. H. Stelton, Tax Counsel, State Board of Equalization, P. O. Box 1799, Sacramento, Calif. 95808.

**COLORADO**
There is no license imposed on coin-operated phonographs and amusement games. Each municipality in the State requires some licensing and collects fees for the operation of such equipment.

A single $1.50 per year license permits the operation of any number of vending machines. A State sales tax of 2 per cent is applicable to all articles vending for more than 19 cents, and the sales tax or use tax must be paid on the cost of all amusement or vending machines. Contact H. M. Kaufmann, Supervisor, and Sales Tax Division, Department of Revenue, Denver, Colo. 02205.

**CONNECTICUT**
Operation of one cigarette vending machine requires a $100 dealer's license fee, renewable each year on October 1. Operation of 24 cigarette vending machines requires a $500 dealer's license fee, renewable annually on October 1. Twenty-five or more vending machines require a $100 annual distributor's license fee, with such additional purchases of a vending machine requiring an additional fee of $1. Full-line vending operators must obtain a vending machine license for each machine at a fee of 30 cents for each machine.

**FLORIDA**
A license of $5 per machine is required of coin-operated phonograph and amusement game operators. Vending machines located in licensed stores are taxed at 10 cents each machine. Vending machines selling merchandise for one penny are licensed at 50 cents each. Sales through vending machines of items having a sales price of 10 cents or more are subject to tax. However, candy, including loose and bulk packaging candy and candy bars, is exempt when sold for 5 cents or less.

(Continued on page 65)
Tele-A-Sign Gets 95% of Scopitone

Still Not Clear on N. Y. Tax

German Singles

require 300,000 singles monthly at a cost of about one million Deutschemarks ($250,000).

The Limited Demand

Electra, one of the operators’ major targets, said it had been working for several years to surmount technical difficulties, and that it was now feasible to produce stereo singles. But the demand, added Electra, is still too limited to embark on the type of program demanded by the operators.

Philips reacted with similar caution. “Of course we are observing closely developments in the stereo phonograph field,” a Philips spokesman said. “But in general the time is not ripe to expand our stereo singles program.”

Deutsche Grammophon’s pop arm, Polydor, pleaded for “patience.” Polydor said the entire matter of switching singles production from monaural to stereo was under study, and that wishes of the operators were receiving due weight in the diskery’s deliberations.

Operators contend that they are being forced to take what in effect is “outdated merchandise.” Loeffler points out that LP production is now almost entirely stereo and that operators hold diskeries are switching LP production entirely to stereo.

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

September 18, 1965, BILLBOARD
NEW EQUIPMENT

* Continued from page 61

designation Pro 27. The maker describes the table as "a true two-to-one ratio," with inside dimensions of 3 feet by 6 feet. Outside dimensions are 50 inches by 86 inches. This is said to be the first table on the market with this ratio of dimensions inside. The firm's new home table is a 4 by 8-foot model.

Nat'l Shuffleb'd & Billiard Co.

subways. Sizes, inside cushions: 50 by 100 inches; 46 by 92 inches and 38½ by 78½ inches.

Urban Industries

This Louisville maker of arcade film units introduced its new 3-D Unit at the show. It offers five different settings for a nickel; weights 30 pounds; may be used on stand (as shown); placed on a counter or mounted on a wall. Actually complete, it comes in Formica in decorator colors. A complete film library is available.

September 18, 1965, BILLBOARD
Mississippi

The schedule of annual license fees for coin-operated equipment is as follows:

Photographs under 5 cents $4 per machine
Photographs under 10 cents $8 per machine
Photographs under 20 cents $10 per machine
Photographs under 50 cents $50 per machine

Missouri

No regulation or licensing laws for coin-operated phonographs, amusement games or vending machines exist at the State level. Regulations or coin-operated phonographs and amusement games are not subject to the 3 per cent State sales tax. Operators of machines selling tangible property, however, are required to remit the State sales tax based on the gross receipts of such machines. Certain cities and counties require regulation and licensing of coin-operated equipment. Contact: M. L. Miller, Director, Missouri Department of Revenue, P. O. Box 840, Jefferson City, Mo. 65102.

Montana

The State has no regulations governing coin-operated phonographs, amusement games and vending machines. Contact: Vernon S. Miller, Director of Administration, Montana Board of Equalization, State Capitol Building, Helena, Mont.

Nebraska

There is no license fee or general regulation governing the operation of coin-operated phonographs, games and vending machines, but all such items are subject to the general property tax which is based on an assessed valuation of 35 per cent of the actual value. Additional licenses and taxes may be levied at the city and county levels, however. Contact: Charles L. Shiloh, Tax Statistician, Lincoln, Neb.

New Hampshire

The State has no license or tax statutes governing the operation of coin-operated equipment. Such activity is governed locally by each city and town. The sole exception is the regulation of vending tobacco products. Contact: William Maynard, Attorney General, Concord, N. H.

New Jersey

The State does not generally impose license fees or taxes on the operation of coin-operated phonographs or vending machines. Municipal authorities should be contacted regarding such regulations.

The State Amusement Games Licensing Law requires the licensing of amusement games in the municipalities where operated and with the State Amusement Games Control Commission. The Director of the Division of Alcoholic Beverage Control is designated by statute as the tax collector for coin-operated machines. Contact: Joseph P. Leodi, Commissioner, Office of Amusement Games Control, 90 Broadway, Newark, N. J. 07102.

New Mexico

Coin-operated phonographs and amusement games are not licensed or taxed under State law. Receipts from vending machines are subject to a 3 per cent tax under the New Mexico Sales Tax Act. Location commissions are taxable under the same law and at the same rate. Vending machines are subject to a 3 per cent tax on their total purchase price. In addition, a 1 per cent sales tax is applicable in most of the State's major municipalities. Contact Carlos Trujillo Jr., Director, State Tax Commission, Division of Revenue, Santa Fe, N. M.

New York

The State-wide tax is imposed on coin-operated equipment, but local municipal regulations vary widely.

Nevada

There is no jurisdiction by the Nevada Gaming Commission to operate machines equipped for amusement only. Slots and pinball offering rewards are taxed at a rate of from 3 to 5 cents per per cent of the gross receipts, and the machine to pay a 10 per cent tax at the rate of 2 per cent of the gross receipts. Purchasers of all types of coin-operated equipment for use in the State must pay a use tax at the rate of 2 per cent of the sales price of the equipment. Contact: J. W. Williams, Administrator, Sales

(Continued on page 70)

Valley Mfg. & Sales Co.

This Bay City, Mich. firm introduced Magnetic Controlled billiard table in development for four years. It will utilize a 21 3/4-inch cue ball, identical in dimension to the numbered balls. The maker explains, was summarized of the same size as numbered balls. The Bay City shop is authorized to sell this new table. The manufacturer explains, a 21 3/4-inch cue ball may also be used.

Williams Elect. Mfg. Corp.

Electric, six-player "shuffled" targette game, that offers seven ways to play, including regular, advance and flash, with optional center-pocket shoot again feature and "rescuer." Operation is described as fast and quiet. Double-socket or dimm play standard equipment. A 25-cent multiple coin mechanism is optional at extra cost.

September 18, 1965; BILLBOARD

Valley Mfg. & Sales Co.

Jack Moran

- Continued from page 61 -

suitable for manpower referral. "Most of the men trained in the school would return to their own States for work," Moran said. "I have 200 placements to date in States that have come in from all over the world."

The school curriculum, approved by substance by Labor Department officials, would be quite similar to that of Moran's Denver school. The Denver program offers the student 480 hours of work on "major phonographs," "pinball devices" and "arcade equipment."

Dozen Men

Classes numbering a dozen men would be enrolled every three weeks, with training periods of five month duration. A class would be graduated, therefore, every three weeks after the initial five-month period.

Moran stressed that "personal contact in our school is an important part of the school curriculum."

"We must know what to expect in the trade," he said. "They must realize that they are not going to start out in a glamorous position. Those leaving school with the electrical engineering complex will be of little use to the operator."

Moran reported receiving expressed support from several professional organizations for his national school program.

 ACTIVE'S the choice for THE LOWEST PRICES and BEST EQUIPMENT ALWAYS

If it's bottled, we've got it! Any used Gottlieb game machine desired by you. Complete inventory turned within the last five years. Reconditioned Equipment for Export.

ACTIVE Amusement Machines Co.


1101 Pittsford Ave., Scranton 5, Pa.

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

ACTIVE'S the choice for THE LOWEST PRICES and BEST EQUIPMENT ALWAYS

If it's bottled, we've got it! Any used Gottlieb game machine desired by you. Complete inventory turned within the last five years. Reconditioned Equipment for Export.

ACTIVE Amusement Machines Co.


1101 Pittsford Ave., Scranton 5, Pa.

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

ALL DISTRIBUTORS . . .

We invite YOU to visit with us at our booth during the M.O.A. convention. We look forward to this opportunity to talk with you.

CMI DEAN'S CLUB MEMBERS . . .

Pick up your membership cards, or if not registered yet, you can do so at our booth during the M.O.A. convention.

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

30 North La Salle Street, Chicago, Illinois 60602
Phone: State 1-6996

(Continued on page 70)
State Coin Machine Regulations

NORTH CAROLINA

The schedule of State Privilege License Taxes on coin-operated equipment is as follows:

Dick Dispensers
Operator's license $100
Per-machine license $5
Food and Merchandise Dispensers
Operator's license $150
Per-machine license $5 (under 48-bottle capacity)
Tobacco Dispensers
Operator's license $25
(Machine sales and over)
Per-machine license $1 (cents and above)
Per-machine license $3.50 (under 2 cents)

Note: These buying the food and merchandise operators' license need not buy the per machine license.

The per-machine tax on food dispensing machines does not apply to machines that dispense peanuts only to buyers of commodities other than candy containing 50 cents or more peanuts, or to penny self-service dispensers or machines from which 20 cents or more of the gross revenue is devoted to the benefit of the visually handicapped.

Tobacco Dispensers: Operator's license $50
Per-machine license $5
Music Machines: Operator's license $100
Per-machine license $10

Pennsylvania

The State statute imposes a tax on coin-operated phonographs and amusement games, leaving such equipment to local governmental units for regulation and taxation. The following applies to coin-operated equipment at the local level:

1. Coin-operated phonographs and amusement games are licensed at a fee of $5 per year for machines operated at a penny and $40 per year for machines operated at a nickel and 60 cents or more.
2. The State license does not apply to machines operated at a nickel and over.
3. The State license does not apply to machines operated at a nickel and 60 cents or more.

OREGON

The schedule of State taxes on coin-operated equipment is as follows:

- games played by five or more players: $1000 annually

Tobacco and amusement machines:

- target games: $125 annually
- pinball games: $25 annually
- phonographs: $5 annually
- kiddy rides: $10 annually

Two-penny games: $10 annually
One-penny games: $1 annually
Multiple-coin games: $5 annually
 perishable goods: $5 annually

Emphasis was placed on the Rock-Ola coffee machine and the Rock-Ola cigarette machine.
thousand of such receipts offer a deduction of $5,000 from the gross. Contact: Andrew A. DiPietro, Director, Department of Business Regulation, 49 Westminster Street, Providence, R. I. 02903.

SOUTH CAROLINA
Under the South Carolina Coin Operated Devices Act, coin-operated phonographs and non-free play amusement games are licensed at $25 per unit annually. Pinball games, with or without a free play feature, are licensed at $75 per unit annually. Any other type of amusement game with a free play feature is also licensed at $75 annually. Coin-operated pool or billiard tables, measuring not more than three-and-a-half feet wide and no more than seven feet long, are licensed at $10 a year. Contact: E. S. Breazeale, Director, License Tax Division, South Carolina Tax Commission, Columbia, S. C.

SOUTH DAKOTA
All coin-operated phonographs, amusement games and vending machines purchased for use in the State or shipped into the State are subject to a 3 cent per unit tax based on the purchase price of the equipment. The gross receipts from the operation of such equipment are subject to the South Dakota 3 cent per sales tax, which must be reported and paid by the operator of the machines. Although there is no special State license requirement, coin-operated equipment may be subject to local license. Contact: Oliver R. Bond, Deputy Commissioner of Revenue, State Department of Revenue, Pierre, S. D.

TENNESSEE
Operators of coin-operated phonographs must pay a 10 cent per year tax on each machine requiring a minimum deposit of more than a nickel to play. Machines requiring a minimum deposit of a nickel only are taxed at $.50 per year. Football, golf, batchelor, pinball and other similar games are taxed at $15 per year in cities of 20,000 or more inhabitants and at $7.50 in cities of less than 20,000. Kiddie rides are subject to a tax of $.50 annually and cigarette machines are taxed at $.33. Counties and cities assess similar taxes. Contact: Jos K. Gillheath, Jr., Director, Miscellaneous Tax Division, Tennessee Department of Revenue, War Memorial Building, Nashville, Tennessee.

TEXAS
An annual occupation tax of $10 is levied on each coin-operated phonograph and amusement game. Vending machines are exempted. Counties and cities may levy an occupation tax not exceeding $5 per machine per year. Contact: Robert S. Colevert, Comptroller of Public Accounts, State of Texas, Austin, Texas.

UTAH
The State has imposed no licenses on the operation of coin-operated phonographs and amusement machines. Most local jurisdictions, however, have strict rules governing this equipment. The total receipts received from vending machines are subject to the State sales and use tax act and the tax must be collected and reported directly to the State Tax Commission. Contact: A. G. Goates, Auditing Supervisor, Sales and Use Taxes, Utah State Tax Commission, 101 State Office Bldg., Salt Lake City, Utah.

VERMONT
Yearly license fees for coin-operated phonographs are $25, with a seasonal license of $15 issued for July 1 to December 31. The annual fee for amusement games is $100, with seasonal licenses issued for July 1 to September 30 and October 1 to December 31 at $50. There is no State tax on vending machines. Contact: William E. Hogan, Director of Taxes, Vermont Department of Taxes, Montpelier, Vermont.

VIRGINIA
Operators of coin-operated amusement games are required to purchase a privilege license costing $1,000 annually. Operators of coin-operated phonographs, vending machines and kiddie rides are exempted from this privilege license tax. The State license tax schedule for coin-operated equipment is as follows:

- phonographs: $5 per year
- candy venders: $15 per year
- soda venders: $20 per year
- cigarette venders: $25 per year
- peanut, gum and stamp venders: $75 per year
- pool tables: $10 per year
- penny venders: $2 per year
- per year
- all other games: $25 per year

Operators of cigarette vending machines must pay a tax of 20 cents on every $100 of gross sales. Vending machine operators are required to purchase a retail merchant license costing $20 per year. Contact: Director, Department of Taxation of the Commonwealth of Virginia, Richmond, Va.

WASHINGTON
A $1 certificate of registration must be purchased for each coin-operated phonograph, amusement game and vending machine placed on location. Payout machines for which the element of skill or a combination of skill and chance are involved are taxed at the rate of 20 percent of the gross of each machine. If only the element of chance is involved, or if more than one operation is required of the player for a payoff, the tax is 30 percent of the gross of each machine. Sales made through vending machines are taxed at the rate of 39 percent of 40 percent of the gross sales of each machine. Operators of cigarette vending machines must purchase a $5 yearly license and an additional $1 license for each machine added. Contact: George Kieser, Chairman, Washington State Tax Commission, Olympia, Washington.

WEST VIRGINIA
The new State license schedule for coin-operated equipment is as follows:

- Music and Amusement Equipment
  - 1-cent machines: $1.50 per machine
  - 20 or more machines: $50 total
  - 5-cent machines: $1.50 per machine
  - 20 or more machines: $150 total
  - 10-cent machines: $1.50 per machine
  - 20 or more machines: $250 total
  - 1-cent machines: $1.50 per machine
  - 20 or more machines: $200 total

Merchandice Vending Equipment
- 1-cent machines: $2 per machine
- 20 or more machines: $50 total
- 5-cent machines: $5 per machine
- 20 or more machines: $150 total
- 10-cent machines: $10 per machine
- 20 or more machines: $250 total
- 1-cent machines: $10 per machine
- 20 or more machines: $200 total

Operators with both amusement and vending equipment are required to buy the appropriate licenses in both categories.

Postage stamp vending machines require no license. Operators must submit certified semi-annual reports as to the number of machines they have on location. Each machine must carry a license decal. Contact: G. Thomas Hatfield, State Tax Commissioner, State of West Virginia, Charleston, S. West Virginia.

(Continued on page 74)
Industry Leaders Discuss Industry Issues

By RAY BRACK

CHICAGO—The perennial threat of juke box royalty exemption repeal will again lend urgency to the national convention and trade show of the Music Operators of America.

A convention-eve survey of MOA officers and directors left little doubt that the status of Copyright Revision legislation now before the U.S. Congress will be the foremost business topic here this weekend (11-13).

At the same time, the industry is looking beyond the issues of performance rights to other vital business matters.

Comments on these issues were made by nine industry figures, as follows:


COPYRIGHT: "I couldn't go for anything but an additional mechanical fee. I do not wish to be subject to the performance society monopoly—and I do not need a new partner or a new boss (ASCAP-BMI)."

USED EQUIPMENT: "It seems everybody has a warehouse full of used equipment. This is a little economic cancer that could grow into a big industry problem."

INTRA-INDUSTRY RELATIONS: "The industry is in limbo because of lack of communication and co-ordination of effort among operator, distributor and manufacturer. It is not intentional, but it exists. We should be working together like the fingers of a hand. I would like to see distributor and manufacturer executives attend our MOA seminars this year in a show of spirit to solve this problem."

Jack Bea, Roanoke Vending Exchange, Roanoke, va., MOA director and director of Virginia and West Virginia associations.

COPYRIGHT: "The greatest problem confronting the industry at the national level is the legislation involving the industry with ASCAP and BMI. These societies would like to take away half the profit in our business."

PROFFITS: "If the IRS were to survey returns from juke boxes, they would find that on the average, the machines net a hundred dollars per year—or even less. (It is this small business aspect we are emphasizing in the copyright fight.)"

PUBLIC RELATIONS: "The operator needs some direction from the top, from a committee specializing in this area, providing some general guidelines and principles. Why, for example, couldn't operator roostmen cooperate in the March of Dimes, distributing and gathering the collection containers?"


COPYRIGHT: "I don't believe anything will happen to the industry in the area of ASCAP-BMI efforts this year."

RECORD PROGRAMMING: "Here we have a few problems. We must make increased effort to let record companies know our needs."

MOA SERVICES: "Many operators have trouble filling location requests for old hits. A clearing house set up by the MOA for out-of-stock records would be a fine service to members."


COPYRIGHT: "I feel the industry will find the right avenue to please everybody."

TRENDS: "I would like to see the industry move closer to the entertainment world. We are, after all, much more allied to show business than to automatic merchandising. Audio-visual entertainment—if the type combining films and records—is the item of the future in this business."

BETTER MANAGEMENT: "We must institute sharper merchandising methods."


COPYRIGHT: "There are discouraging signs on the bott-

MRS. MILLIE McCARTHY    JACK BESS    WILLIAM B. CANNAN    HOWARD N. ELLIS

set your sights higher and you'll choose

American Shuffleboard Co.

The CLASSIC, with cheat-proof "Feather Touch" coin mechanism, and The ELECTRA, with battery-operated drop coin mechanism, are both available in three popular sizes and all new models of both tables have a conversion feature which enables the operator to change The ELECTRA to The CLASSIC or The CLASSIC to The ELECTRA by simply changing the cash box door.

• One piece customized cabinet made with genuine Formica
• Shatterproof safety glass top made with genuine Formica
• Framed American leg adjusters Genuine Formica top rail • Steel corner posts • Specially designed professional cushions • Finest cured slate tops • Sleek, steel wire runways • Exclusive cut ball lock • Deluxe accessories.
MOA director and director of the Music and Vending Association of South Dakota.

EQUIPMENT: "New equipment is the heart of any trade show. As we approach this year's show, I—well, I'm sure, many hundreds of other operators around the country—am hoping that some exciting and profitable new concepts in amusement equipment will be introduced. I go to see new products—products that will make money. And I am sure that all operators are motivated by the same need."


COPYRIGHT: "The ASCAP problem is more serious than ever before. But our Washington board of directors meeting—the best we've ever had—resulted in the changing of conditions by several key congressmen. We met with many congressmen who had heard about the revision bill but did not understand it. We were able to clarify the issues for them. I hope we can resolve this copyright issue soon and move on to other industry matters—such as the provision of profitable new MOA services."

MOA MEMBERSHIP: "I would like to see the organization of a permanent membership committee—with a special 90-day drive for 250 new members. Regional membership chairman could be appointed. Perhaps the manufacturers would help provide incentive by putting up prizes for those enlisting the most new members."

TRADING ASSOCIATIONS:

"There are a lot of rugged individuals in this business. The national association channel the energies and ideas of all to the benefit of all."

TRENDS: "I would like to see more young men in positions of authority with the national association. It goes without saying that we need more young operators in the association."
Canteen Sees Record Earnings

CHICAGO—Automatic Canteen Company of America President Patrik L. O'Malley announced last week that the company expects to end its fiscal year this month with record high earnings at about $1.15 per share—plus an additional 47 cents per share of non-recurring income. In fiscal 1964, Canteen earned 76 cents per share of common stock.

Canteen's growth, O'Malley told a meeting of the Chicago Science Analysts at the Union League Club, "should continue to be supported by new technologies and marketing programs."

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**COINMEN IN THE NEWS**

**CHICAGO**

Dave St. Pierre didn't pass out around when asked the other day if jukebox-game-equipment machine operators are further cultivating their romance with vending. "It's what's happening," he said.

St. Pierre has the vantage point for straight talk on vending here in the Midwest. He heads the central zone sales supervision for 14 years for Hills Bros. Coffee and was Rock-Ola Manufacturing Corp. territory sales representative in vending for five years before joining Gil Kit and Joe Roberts.

One asks St. Pierre the customary questions: one gets interesting answers. Example:

"How is this trend playing up?"

"Subly. A momentum is building up. The rate of daily questions about is building up. Psychologically (a word he applies frequently to the science of sales), I think many operators welcome an alliance with vending."

St. Pierre didn't add that Empire's movement of coin-op: Shop, Candyshop and Rock-Ola's instant, single-call and batch coffee machines and four and five-selection can vending is 10 times ahead of the pre-1965 market.

St. Pierre's very presence at Empire, herefore to a salesperson, may be the key to the proof of the vending drift he sees in the business. Empire had no prior vending specialist.

"What traps lie in the path of the coinman veering toward vending, Dave?"

"Two: One, if the operator recognizes he's entering a different business. The music operator in vending will have a lot of new considerations—taking care of people, selling coffee, every two days, at least ... a thousand little items to stock and carry around, like cups, health and sanitation standards, longer location calls: instead of dumping the coin box and putting on a couple new records, he'll be carrying in loads of material to each location and laboriously servicing complicated equipment."

"Second, machine life: about three years life expectancy for a batch brew coffee vender: little chance to downgrade: you can downgrade single-call coffee machine, however, and there's the closer profit margins talk about, but it must be remembered that the average cost to the operator of a cup of coffee in a single cup machine is only two-and-fourth cents."

"What route should the music-game operator take into vending? We know he's smart to put cigarette machines in his established route. Then what?"

"It's just like building blocks from there on," St. Pierre said, turning to principles of business science he picked up at the famous "Sugar Camp" sales school maintained by National Cash Register at Dayton, Ohio. "With cigarette machines in his bowling alley and restaurant stops, the operator should ask himself: "What gives with a cigarette?" Coffee, of course. So coffee machines go in the bowling alley, "What's a cup of coffee?"

"Why, something sweet, of course. So in goes a candy and perhaps a pastry machine. With a coffee machine in, the operator has a foundation on which to build: sandwiches and even cold drinks. At a minimum, I would never have a coffee machine on location without a candy machine right beside it."

"Prophesy a little, will you Dave?"

"In vending we're following no road. Vending, as we know it now, was born about seven years ago. In 10 years we may enter another totally new era. Whatever happens, it'll be psychologically founded. We must learn to adjust to it before it's too late. I think vending makes it easier to buy. And people don't enjoy being pushed. A man likes to walk up to a machine and select a little before making a selection. If he can't decide, he can walk away without embarrassment. There's no hard sell in vending. Credit card vending may catch on in captive locations such as industrial plants, where it would speed up concepts. It would eliminate the change and acceptance problems, which would in turn cut out a lot of service calls."

RAY BRACK

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**State Coin Machine Regulations**

- Continued from page 21

**WISCONSIN**

Regulations of coin-operated equipment in this State is primarily a municipal function. The municipalities issue permits for those machines operated within their jurisdictional limits.

Each coin-operated machine purchased or brought into the State is subject to a 2 per cent selective sales and use tax. The measure of the tax is the sale price of the machine.

Receipts from coin operated photographs and amusement devices are not subject to the 2 per cent selective sales and use tax. Vending machine receipts are subject to the tax if the machine is taxable, i.e., tobacco products (exclusive of cigarette) and food and drink items where there is an element of preparation.

Contact: Robert J. Ireland, Wisconsin Department of Taxation, Room 1000, State Office Building, Madison, Wisconsin 53707.

**WYOMING**

The 2 per cent State use tax applies to all coin-operated photographic, amusement games and vending machines. In addition operators of vending machines must obtain a permit to engage in the business of coin-operated machines. The tangible personal property at retail and must pay a tax at the rate of 1 per cent of gross receipts. One permit is sufficient for any number of machines.

Local ordinances may impose restrictions or fees on the operation of some types of equipment. Contact: C. E. Johnson, Director of Labor and Use Tax Division, Wyoming Department of Revenue, State Office Building, Cheyenne, Wyoming.

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**Memo: Last Call!**

TO ALL MANUFACTURERS AND DISTRIBUTORS

SERVING THE COIN MACHINE INDUSTRY

"SAV IT AND DISPLAY IT"

in

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Pop LP Spotlights are those albums with sufficient sales potential, as judged by Billboard's Review Panel, to achieve a listing on Billboard's Top LP's chart. Spotlight reviews in other categories are selected on the basis of their potential to become top sellers in their respective areas.

**POPC SPOTLIGHT**

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**ANTONIO REYES**

Brenda Lee, Duets: DL 4484

The smooth vocals of Brenda Lee are featured on this album, which includes her duets with various artists. The album showcases Lee's vocal range and versatility, with interpretations of classic songs like "I'm Gonna Love Me Again" and "You'll Never Know." With a blend of pop, country, and rhythm and blues, this album is a must-listen for fans of Brenda Lee's timeless music.

**POPC SPOTLIGHT**

**VIDA DANON**

RENO AND THE SMOKERS: RRO-1003

This album features the talents of Reno and the Smokers, a popular rockabilly group from the 1950s. With their distinctive sound and energetic performances, they revolutionized the rockabilly genre and became one of the most popular bands of their time. This album includes their biggest hits, such as "South Street," "The Ballad of Ira and John," and "I'm Not Your Lovin' Man." It's a must-have for fans of classic rockabilly music.

**POPC SPOTLIGHT**

**BARBARA LEE**

HOLD ME, THRILL ME, KISS ME

Mel Carter, Imperial LP 9258

Mel Carter's album "HOLD ME, THRILL ME, KISS ME" is a soulful masterpiece that blends rhythm and blues with pop元素, and features hits like "Can't Get Enough," "Someday," and "Kiss Me." Carter's emotive vocals and soulful instrumentation make for a timeless listening experience that continues to resonate with audiences today.

**POPC SPOTLIGHT**

**WINSTON WOODS**

THE LEFT HAND MEN: R-2038

This album features Winston Woods and his band, the Left Hand Men, performing a range of songs that showcase their unique sound and style. With hits like "The Left Hand Men," "The Left Hand Women," and "I'm Sorry," this album is a must-have for fans of Winston Woods and his band's blend of blues, jazz, and soul.