Korvette Uses Computers To Tabulate Disk Sales

By CLAUDE HALL

NEW YORK—E. J. Korvette, one of the nation's largest discount department store chains, will use computers in record departments in its 39 outlets to tabulate daily sales in seven music categories in each department. A combined report from all the stores will be sent to the main office, probably on a weekly basis.

Main purpose of the computerization is to provide an accurate account of what kind of records are selling in what locations. Thus, if folk music records aren't selling well in one Korvette store, the product can be shifted to another store to keep the inventory moving. The computers operate direct from the cash registers in a record department, therefore the cost of the system was reported as "not considerable." Clerks merely register a sale and the data is automatically fed to the computer. The system, already proved in an all-store test, is being installed by the National Cash Register Co. An installation will reportedly be completed by Oct. 1 and no later than Oct. 15.

The computer system will not be able to pinpoint accurately

MRS. STATUS QUO ON CUT: COUNCIL

By MILDRED HALL

WASHINGTON—The Council of Economic Advisers has reported to President Johnson that in August, all major record manufacturers "partially" passed on the 10 per cent excise to retailers. Council spokesmen say the situation is the same as in July, when the Council reported only about half the tax cut was going to retailers, because manufacturers had put in a 5 to 6 per cent price increase in July. Manufacturers categorically denied the report of failure to pass on the tax cut. Council reports are issued from the White House.

In general, the Council reports that in August nine-tenths of the President's $1.7 billion cut was being passed on to consumers through lower retail prices. This was an improvement over July, when only three-fourths of the reduction had been passed on.

Worlded Differently

In reporting on the record manufacturers, the Council worded things slightly differently in the report on the August situation: "Manufacturers' prices of phonograph records net of tax were raised by about half the amount of the tax cut." It was reported that 90 per cent of the tax cut was being passed on.

RCA Tracks 2 Paramount Films

By MIKE CROSS

NEW YORK—RCA Victor is taking a firm hold on the soundtrack album scene with a wrap-up of two big movies coming up from Paramount Pictures. The soundtracks due for release under the Victor banner are "The Spy Who Came In From the Cold" and "Judith."

"Paramount is putting a lot behind both films and Victor expects that the albums will ride along with the anticipated box-office bonanza. The scores for both films were composed by Sol Kaplan and are being published by Famous Music, Paramount Pictures' music publishing wing. "Spy," adapted from the best seller by John Le Carre, starts Richard Burton and Claire Bloom. "Judith," has Sophia Loren, Peter Finch and Jack Hawkins in starring roles.

WSM Fest Events Listed

By ELTON WHISENHUNT

NASHVILLE — Schedule of events of the 14th annual WSM Country Music Festival to which several thousand artists, agents, managers, dealers, record and music company officials come each year was announced last week by WSM Vice-President Robert Cooper.

The Country Music Association's seventh annual convention, quarterly board meeting and election of directors coincided with the WSM festival. The new CMA directors then elect CMA officers.

One of the highlights of the

THE SPOKESMEN, one of the hottest new groups on the record scene today, have taken a positive view on the future of today's generation, reversing the trend of protest records now in release. Their first Decca single, "The Dawn of Connection," is rapidly bounding up all the best-selling charts, and the boys are currently preparing for a series of network TV appearances.

"THE ARTHUR SOUND"

by

The Wild Ones

The Most Widely-Awaited Album of the Year

From

The Most Talked About Group of the Year

Recorded Live at the Most Publicized Night Club in the World

UAL 4540 Monaural/UAS 6450 Stereo

And it's from red-hot

of course

See the Wild Ones—Steve Lawrence Show, CBS-TV September 27
A BRIGHT NEW STAR!

JOSE FELICIANO

An exciting new single in today's big folk-rock style!

"WHERE I'M GOIN'" c/w "A WOMAN, A LOVER, A FRIEND" #8683 RCA VICTOR

www.americanradiohistory.com
Survey Discloses Top 5
Homes Listen to Country

BY CLAUDE HALL

NEW YORK — A special Public Broadcasting System
panel, including metropolitan
areas, revealed that country music
was being heard in 33.4 percent of
the homes. Furthermore, the
stations in the series had achieved
a relatively consistent audience
in all 24 of the cities surveyed.

The 24 radio stations sponsor-
ing the SPS series are: KGW, Scat-
tle; KAWA, Waco, Tex.; KKEF,
Pocatello, Idaho; KSD, St. Louis;
KHTM, Phoenix; KLAK, Den-
ver; KODD, Omaha; KFRC, Dal-
las; KKAT, Austin, Tex.; KAR
and OAR, Portland; OR; KSF, San
Francisco; KGB, Los Angeles; K
YPR, Philadelphia; WBBM, Chi-
nica; WRFK, Oklahoma City;
KXU, San Antonio; WDBM, At-
ranta; WCVB, Boston; WDMP,
Durham, N.C.; and WBT, Mel-
bourne, Fla.

The cities were selected because
of their metropolitan regions of
Chicago and Flint, Mich. Chicago,
of course, is a key market because
of its large number of country music fans—
and a 1975 Arbitron panel indicated
that 48.4 percent of the households
in Chicago listened to country music.
The panel in Minneapolis-St.
Paul and Chicago had 25.2 percent,
also a very respectable showing.

The median age of man head of
the household in the panel was
45.8 years old. The median income
of these households was $7,534, in
dollar, with an average of 3.8 per
household.

The Arbitron panel, which during
the past year was operating at 86
percent owned, was under the
management of Charles Logan.

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Los Angeles — This year’s
Arbitron panel revealed that coun-
try music was being heard in 33.4
percent of the homes. This is a
change from the 1974 Arbitron
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management of Charles Logan.

RCA Records, which owns 7.5
percent of the homes, leads the
SPS series in the number of
homes hearing country music.

The Chicago Tribune, which owns
4.4 percent of the homes, is in
second place. The Nielsen Radio
Division ranks third, with 2.5
percent of the homes.

The SPS series is produced by
the Public Broadcasting System,
and is distributed by National
Public Radio.

The 24 radio stations sponsor-
ing the SPS series are: KGW,
Scattie; KAWA, Waco, Tex.;
KKEF, Pocatello, Idaho; KSD,
San Antonio; KSF, San Fran-
cisco; KGB, Los Angeles; K
YPR, Philadelphia; WBBM, Chi-
nica; WRFK, Oklahoma City;
KXU, San Antonio; WDBM,
Durham, N.C.; and WBT,
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REAYS GROSS, ATTENDANCE MARKS
Monteyle Plays Trumpet (and Cards)

By EILIE TIEGEL

MONTEYLE, Calif.—Trumpets glided, squeaked, ground and wailed as 4000 raucous fans and 3000 excited Jazz fans bid au revoir to the Monterey Jazz Festival (17-19) annual gathering of thugs under the moon of May.

This eighth annual potpourri was dedicated to a study of trumpets. It was the most intriguing, richly loaded affair to ever grace the Monterey Jazz Festival's stage. The record-shattering Friday evening and Saturday afternoon aftertaste was electric. Over 3000 enthusiastic followers for the music-performing and not-getting-appeared-on-those-rolls, saw the hour.

Surprises Everywhere

The music was everywhere. Smiling, gravel-voiced Louis Armstrong captivated the Friday crowd with concert encores for "Hello, Dolly," the only cornet solo he gave. Saturday afternoon pianist Denzel Zeitland's trio and the John Lewis quartet amazed the violinist Michael White, down mighty and uniquely exciting. The best of jazz—Papa John Scotti's program of excellent, innovating--everything-it-must-be, disciplined avant-garde music.

Saturday evening, the ever young pianist Earl "Fatha" Hines, the perpetually swinging bandleader of the famed Earl "Fatha" Hines band, showed himself as he always has: a standing ovation in the chilly air for their contributions.

The program was unbelievably aggressive, roaring Harry James brass band knocked down one corner jiving the stage area and Carl Tjader's quintet bustled from Dixie Gil- lespie and long, tall percussionist "Big Black," brought the crowd to its feet. Gleen Miller's 16-piece big band, with a no-holds-barred Afro-Cuban jam session.

NEW YORK — The Christmas sales drive is being opened this week with a parade of releases, the first phase of its 1965 record merchandising program, Columbia thru Save the Children Foundation. The new releases include three Masterworks LP's, a major Christmas record with a Holiday Sing Along, produced by Ray Conniff's "Christmas With Conniff.

According to Stan Kavan, vice-president and general sales manager of Save the Children Sales Corp., the new releases will add to Columbia's Christmas tradition and the annual give-a-way. Sales of these releases have been profitably publicized with 90 stations of the Columbia Records, by the Record Industry Assn. of America and Kavan anticipates that several promotional calendars with the quality for Gold Record certification this Christmas sites.

As part of the sales program, quality gift products will be given a special advertising and dating program. The latter featuring three prizes—Buddy Rich, February, 1966, Kavan also announces that the new program for classic records announced last week will go, to four records in 1965 and carry over with 1966 and 1967. It is hoped that more profitable will be the merchandising of Columbia's reissues in the Christmas catalog. (The new classical reissue program announced last week, the dealers a 50 per cent margin on the retail prize.)

"Later in the season Columbia will unveil an unprecedented Christmas merchandising program for the excess of $1 million. The program is designed to take advantage of the distribution of a Sunday newspaper supplement which will feature a unique Sweepstakes, special programming kits for radio stations, a special diorama of Columbia's annual Christmas ad campaign, and other related activities designed to make this Christmas more than a seasonal," Kavan added.

Among the artist in the new Christmas campaign are Ray Conniff, the Four Tops, the Davey & Perkins, Percy Faith, Patti Page, Jimmy Dean, the Glad Singers, Tex Beneke, Vera Lynn, the Modernaires and Andre Kostelancik.

The seven Christmas albums which have received gold records are "Conniff's Christmas Fiddlers," "The Voice of Christmas," "The Spirit of Christmas," "The Beautiful Christmas Album," "The Christmas Album," "The Christmas with Conniff," "Christmas with Luise Adrienne,


14 Yule LP's Mark Columbia's Drive

Audio Fidelity Expansion Set

NEW YORK—Audio Fidelity Records will move to larger quarters October 1st at 118 East 54th Street. The move is October 1. According to Herman GmbH, label president, some 50 new recordings will be released this fall, including a 3,600-square-foot, ninth-floor production area which will include a studio and editing room.

GmbH said that limited recording will be done in the studio. The present facilities have already been increased and he held after the work on the new quarters is completed.

The label also announced A&I Rec- ord Distributors, Cincinnati, to handle sales of Audio Fidelity Records. Also, the Karate lines in Southern Ohio

4

October 2, 1965, BILLBOARD
Meet Four Great Salesmen:

SKITCH! RAY!

SKITCH...TONIGHT!
Skitch Henderson
and "The Tonight Show"
Orchestra

RAY CONNIFF
AND THE SINGERS
LOVE AFFAIR

Mr. Watermelon Man
Mongo Santamaria
La Bamba

MONGO! PERCY!
ON COLUMBIA RECORDS
**'Poppins' Marches Tackle Contest**

HOLLYWOOD — With high school bands across the country, Walt Disney Music has begun feeling the beat of its latest picture's $3 million band contest.

School bands are required to perform the score and negotiate a related arrangement from the 'Poppins' film. The contest, which is held in a half-time break. The formation — as suggested in a Director's Guide CD-ROM — was created by Howard Richardson. The appointment of Miss Bell, who's both pops and classics enthusiast and Shapiro — Bernstein, coincides with Disney's push to show under way in the firm's publication department.

Disney executives show that in recent years its publication business, aimed particularly at the educational market, has made annual gains. Last year, a 2,500-piece contract for 'Poppins' sold for $6.6 million. This year with production already in the works (Dr. Jekyll and Mr. Hyde), The size of the educational market has increased to $7 million.

The group has received 1,000 inquires from 7,000 departments, and the 10,000 figures for 'Poppins' are to be the first to receive a $2,000 bonus for their efforts.

**'Poppins' Track Keeps Rolling**

HOLLYWOOD—A surge of sales for the Vista soundtrack LP of "Poppins" has provided the Disney firm with a third week's 1,961,783 sales mark as of last week. The album was on the Billboard LP chart one year ago. The company says 24,000 copies of the album's sales have now reached 2 million. Disney's other two "Poppins" albums, the $3 color version and a $33.97 Disney storybook, have sold a combined total of $2,663,000 as of last week.

**MGM Groups Keep In Step With Times**

NEW YORK—MGM Records' Sam Zlench accompanies the Phantom's 10th birthday round his dance lessons to improve their visual impact for performance appearances. The group has received 1,000 inquiries from Chorus Directors of the MGM President Mort Nasatir. Len Stogel, who manages the group, said the reason they're taking dance lessons every time they're on stage is that "We look so well individually we thought they'd look better if their movements were co-ordinated. Anything that can make the music better, the better the show." He said Killer Joe was also creating a new dance to be called 'Sam the Shark.'

Previously, Sam the Shank used to jump down from the stage to take his own dance steps. Stogel said, 'He's a fantastic dancer. The look on his face tells me that he's doing something that's impossible on account of the size of the group, this way we can recreate a result of their hit record 'Woody's Bully.'

The group is working on certain songs under new numbers. 'We're seriously thinking of a dance instructor now,' Stogel said, 'to tour with the groups.'

Nasatir said he makes it a practice to choose all new acts signed by the label in order to note their area, their musical style, poise and presentation. The reason is that just-breaking new acts making it big via a hit record often don't have the opportunity to develop stage presence.

A group which usually follow a hit record is the group's artists. It's up to the artist and producer to bring all the records to label presenters to the impresario's stage. According to the executive, the group's visual appearance and presentation will make them seem visual degree of professionalism, he said.

**Nonesuch in School Pitch**

NEW YORK— nonesuch Records, moderate-priced classical subsidiary of Elektra Records, is offering to reach school markets through an agreement with The Black Book Company, Inc., a firm that sells service books and manuals to music education agencies.

Under terms of the agreement, Arco salesmen will push the Nonesuch line to some 70,000 educational institutions within the nation. The group of 1,000 educational instructors, which has been authorized by the American Academy, have been designated as the school prospect.

**Marks In Shorter**

NEW YORK—Rick Shorter, songwriter and recording artist, has signed on exclusive writing contract with the Edward B. Marks Music Corp.

The firm has also appointed Elliot Mazer to the professional department.

Shorter is under contract to Columbia Records as a recording artist. He has signed with ABC-Paramount and Pressege Records.

**Neal Agency Moves**

NASHVILLE—The Bob Neal Agency, a management firm, has moved to its new building at 89th and 18th Ave. So. Here, the agency has its first floor of the building.

The agency has created the company's first international record label, which will be known as Warner Bros.

**28 NATIONS THREATEN TO CUT ROYALTY TO MEXICO**

MEXICO CITY—Twenty-eight countries have put Mexican composers and authors on notice that unless they perform better on ray royalty, they will withdraw royalties to Mexico by 30 per cent. Ten of the countries are in Latin America.

Mexico's collection agency has been cited by other collection agencies for collecting only 15 per cent of the royalties due foreign composers.

Carlos Gomez, a member of the trouped collection society, explained that "It is a duty that we will pay the royalty due to foreign composers."

The composers are also threatening legal action against the country. The prospect of a legal battle has been given to the composer of 'La Cimba,' which is headed by the 15 Latin-American countries, a hymn Latin-American society has just disbanded, with one proposal offered for a federalization of music in the formation of a music-publishing cooperative organization.

**EMI Sets Net Sales Record**

LONDON—EMI reported a 20 per cent increase in sales, 3.2 million for the fiscal year ended June 30. Profits after taxes taxded $16,975,000 and represented an all-time high. Sales, also a new record, were $280,921,600.

Overseas subsidiaries, "all of which were profitable," according to EMI chairman and President Logan, long, accounted for 62 per cent of the firm's earnings. He said that "Capitol Records in the United States, 5 out of 5 years," for the best year in its history.

**Reprise Signs Tom Lehrer**

NEW YORK—Tom Lehrer, the one-time Minnesota hayseed who turned out to be a hit on the national scene, has signed a contract with Reprise Records. His first Reprise LP will be released next spring and will be titled "This Was the Year That Was." Lehrer has appeared frequently in a variety of live shows and on the national television network and has won top attention. Several years ago he issued some of his poems as an LP and "Pastides" and "The Spanish Inquisition" have been released.

Reprise, considering the LP's potential, has said that the record will be released in an attempt to encourage the composer to consider more material in the same style.

**XYZ-WB Deal**

NEW YORK—Frank Staley, president of XYZ Records, announced that XYZ has purchased the Los Angeles Neophonic Orchestra's second LP, a collection of songs from the American composer's "Black Beauty." The LP, which has been released on the "Pilgrim" label, contains the film's "Black Beauty," and "The Artist's Life." The orchestra's name is "Pilgrim" and it was recorded at the "Pilgrim" label.

The deal was handled by Ed Abramson of the New York talent agency, Quinter and Abramson.

Judy Bell Gets Richmond Post

NEW YORK—Judy Bell has been appointed production department of the Richmond Organization, the music publishing company, by Howard Richardson. The appointment of Miss Bell, who's both pops and classics enthusiast and Shapiro — Bernstein, coincides with Disney's push to show under way in the firm's publication department.

Disney executives show that in recent years its publication business, aimed particularly at the educational market, has made annual gains. Last year, a 2,500-piece contract for 'Poppins' sold for $6.6 million. This year with production already in the works (Dr. Jekyll and Mr. Hyde), The size of the educational market has increased to $7 million.

The group has received 1,000 inquiries from 7,000 departments, and the 10,000 figures for 'Poppins' are to be the first to receive a $2,000 bonus for their efforts.

**Three-Pocket Releases Bowed By Westminster**

NEW YORK—Westminster Records this week bowed a multiple-packaging concept with three-pocket releases taken from catalog. The three-record set will list for $9.75 each.

The first three-pocket releases include "Mozart: Early Symphonies," with Erich Leinsdorf conducting; "Haydn: Six London Symphonies," with Herman Weinberg conducting; and the "State Opera Orchestra Vienna," with the Vienna Symphony Orchestra; "Beethoven: Symphony No. 7," with the American Symphony Orchestra; and "Jeeves Meister, Maria Stader, the Metropolitan Opera Chorus and Hans Knappertsbusch conducting and "Hans von Dohnanyi and Brahms.

Also "English Madrigals," with the Cambridge Choir; "Czech Scho- nberg: Composer's Night Out," with the Cincinnati Symphony Orchestra; and "Vienna State Opera Orchestra Vienna Symphony Orchestra; "Beeth- oven: Symphony No. 2," with the American Symphony Orchestra; and "Jeeves Meister, Maria Stader, the Metropolitan Opera Chorus and Hans Knappertsbusch conducting and "Hans von Dohnanyi and Brahms.

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Some things in Life can be Described by only one word – **RARE**

Such as this . . .

Billboard
THE WORLD OF COUNTRY MUSIC

or this . . . Coming **October 30**
Mrs. Sam Cooke Seeking Dissolution of Companies

HOLLYWOOD — Mrs. Sam Cooke has filed a petition in Superior Court for the dissolve-
ment of the companies owned by her late husband in partnership with him, Alex-
ander, Alexander says, however, that he is keeping the shop open and that it only dissolved if court
ordered.
The Cooke-Alexander organi-
zation, called Capitol Records, Publish-
Kags Music, Sab Productions and the Millay Music Alexander said he planned concentrating
on the Kags publishing oper-
at and the Millay Music titles in its catalog, with rhythm and blues and rock groups equally recording the songs.

Mrs. Status Quo on Cut: Council

Continued from page 1

tax reduction, limiting the possi-
bility of pass-through to consum-
ents.

Another report will be on
out next month on September find-
ings.
The Council did not estimate the percentage of record manuf-
acting output -- the "patrial" savings --- although per-
centages were calculated for other categories. The council's comp-
pany table, Council found 1.5 percent of manufacturers of TR
ings and refrigerators and ranges on that
and 2 percent to retailers. Manufacturers of pens and me-
chanical pencils and some mak-
er of furniture used the tax
cause of keeping the entire tax
saving and preventing any pass-
through to consumers.

No Figures Available
Flat tax on any retail-level savings to consumers on records, tapes and mechanical pencils and
golf equipment were not available,
but in the retail-
ment. This is an in-
substantially more retail dealers
being
full amount of the tax reduction on retail
items such as handbags and
music.
The Bureau of Labor Stan-
continuing to collect data on tax-
New York. In
request of the Council of Eco-
ducational Counsel of the Treasury Depart-
report promises figures on
"additional items" next month.

Stock Bought in Autostereo

Continued from page 1

other third to Canada's Norton Cooper.

Billboard also learned that Telepro is now in the process
of going public.

The president, president of Defiance, said that Telepro's
rapid growth and potential was so great that

Cooke, who desired

larger than the product, and

therefore should be
off to investors.

Musical will be board chair-
men of the corpora-
tion with Telepro's pres-
ent, President, William Mul-
cay, retaining that position.

Defiance is on the American Stock
Exchange.

Cap. Goes Pop With Easel

HOLLYWOOD — Captain is us-
ing as an easel in pop art as the basis for a nation-
ally prominent pop painting
excitement for teen-age LP prod-
its.

The label is offering five pop art
book covers free through dealers and college outlets which phone.
The book, sized at $2.95, is Publish by Oak Publications.
A companion LP by Glover is in
release for later release by Folkways Records.

Harmonica Book

NEW YORK — Tony Little, who has written "Blues Harp," a blues harmoni-
instruction book.
The book, priced at $1, is published by Oak Publications.
A companion LP by Glover is in
release for later release by Folkways Records.

Pye, AP Films Set Up Label

NEW YORK — Pye Records and AP Films, two British-based
has joined forces in forming the label Pye Records. 1 Century.
21, The new label will
issue "Mini-albums," seven-inch 33-
minutes 21 minutes of kiddie entertainment.
Each will sell for $1.

The deal was concluded by Pye's managing director Louis
piano, and AP's Gerry An-
director of the label.

Alexander says he's accepting the eff-

cess. He is concentrating on
the setting being in San Francisco in modern
times and involves four char-
acters: TV commercial writer, rock 'n' roll songwriter, fashion designer and young model all living in the same building.

The new label will be distri-
buted through disk shops, book and toy stores.

Pros Set for Music City's Golf Tourney

NASHVILLE—At least nine top-scoring recording artists, in the first annual Music City
U.S.A. Pro-Celebrity Golf Tour-
inventor Oct. 17 in conjunction with the Country Music Festi-

The pros already committed, said Don Pierce, chairman of the
Western Golf Association's golf
committee, are Mason Ru-
day, Buddy Campbell, Billie Mau-
well, Jack Cupit, Johnny Pett.
E. J. (Dutch) Harrison, Lou
dick, Herb Turner and Ted
Kroll.

Pierce said other pros are be-
in the pros' list, to others will be added. A number of mu-
sicians will also play in the tour-
ament, as well as some sports world
personalities.

RCA Tracks Two Paramount Films

Continued from page 1

track LP, incidentally, is now
29th week on the "Top LP" chart and is No. 4 this
week. It has already been certi-
by the Record Industry Assn. of America for topping 1 million in sales.

Step Up Activities

While some company interests in soundtrack and music as its hight, Paramount Pictures and its publishing
people are stepping up activities in that
area this week. Edel Wulfin, general professional
of Famous, plans to go for extensive meetings with Bill Simon, who heads Paramount music division at the

During the two-week-week
Wulfin is doing up a campaign for disk ties-in with a flock of upcoming Paramount
projects and products, among them are Howak Hawk's "Red Line 7,000," with a core by
Nobby Hill, Hall Wallis' "Boeing, Boeing," with a score by Neil Hefti, Seven Arts' "Promise Her Anything," with a score by Lynn Murray and a title song by Phil Silvers, and "The Sands of
Kalahari," with a score by Quincy Jones and a title song by
Jones and Mack David, and "This Property Is Condemned," with
music by Jay Livingston and Kay Eeves. Also under dis-
ussion will be "Lost of the Secret Agents," the first Martin and
Star star for Paramount.
The composer has not yet been set.

Korvette Computers

Continued from page 1

and in detail. It was reported, the difference between mono
and stereo album sales. How-
ver, a spokesman said the com-
puter would not reflect this
through sales totals.

Previously, during a special sale on a particular store, the
could not accurately de-
terminate inventory control. The
computer will reportedly solve this
problem.

In addition, the computer will
David Redfield, Korvette
record buyer, in the purchase of
records.

A Korvette salesman said the
was the brainchild of
Heinz Zimmermann, a store offi-
cial.

October 2, 1965, BILLBOARD
TIMI YURO

the right artist
the right time
the right song

"BIG MISTAKE"

Publisher: South Mountain Music Corp. (BMI)
#72478

Management:
Fedro Entertainment
Herb Levin and Al Schwartz
1619 Broadway, N.Y.C., N.Y.
Valiant Makes Global Move; Enters 'Singles Selling Bag'

HOLLYWOOD—In a two-pronged move, Valiant Records has acquired international representation and has "finally gone into the singles selling bag," according to General Manager Bud Dolinger, who has just returned from his first trip to visit distributors and meet new promotion men and disk jockeys.

Dolinger feels sure that five new singles, there are several in the same field as disk-jockey charts now making the charts. These new products which are being touted for Valiant for the next month are the purchased master of the Dylan tune "On the Road Again" by the Lords; "I'll See Your Light" by the Motleys; "Guess Who" by Marcene Jackson, and "It Really Tears Me Up" by Denny Provisor, all recent hits, and "You'll Walk in the Sun" by Dean Jones. The song is the first composed by the Academy Award winning Sherman brothers since Mary Poppins.

In acquiring foreign licensees, Al Perry, the parent Four Star TV's musical director, contacted labels while in Europe. Dolinger sent them contracts, and the following companies signed: Barbiere, a label in France; Marcoo in the Philippines; Condol in Japan; London in England; Germany and Scandinavian countries; Compo in Canada, and EMI for Argentina, Israel, Venezuela, Hong Kong, South Africa, New Zealand and Australia. Dolinger is still looking for representation in Central America and Mexico.

The company's publishing wing, Radford Music, is in the midst of a busy commitment period. The following activity is cited: "Where Does Love Go" is being cut by Glenn Yarbrough and Peggy Lee; "I'll See Your Light" by Jerry Lewis and the Every Boys; "I've Paid for Loving You" by Rick Nelson; "When a Boy Meets a Girl" by Bobby Vee and "You Gotta Help Yourself" by Bobby Cannon.

Barricade Pact

NEW YORK—Barricade Music has signed an affiliation contract with the American Mechanical Rights Agency. Barricade's catalog consists mainly of songs written by Phil Ochs, a composer who performs his own material.

KAPP PUSHES LP VIA TV

NEW YORK—Kapp Records has promoted a special coup this week with the showing of a 15-minute color program for Douglas "Doug" Low, a selection featured interviews with Bob Booker and George Foster, who are responsible for "You Don't Have to Be Jewish" album and members on the cast. Nine interviews from the film were performed on the show.

Two promotional spots, one 20 seconds and one 60 seconds, plugged the segment. Televisioning on some stations began Wednesday (22), with major exposure beginning a week later.

Dealer displays tie in with the telecast in the markets where it is being shown.

Col's Phono Set for Kids

NEW YORK—Colophone Records is promoting its new Colophone Children's Record Service. The labels are in for booking outside sessions.

Colophone records are masterscale-track, synchronised and four-four molecular. The record is a three-inch, ten-second, full length, full service from initial tape to mastering and pressing finished records.

New Artists in London Series

NEW YORK—Fall and winter releases by London Records will feature several recently signed artists.

They are: Small Faces, British group; James Bryant, who makes his debut on the Parlo label; Freddie Scott and the Four Steps, on the Marlin label; Jimmie Westfielder, on the Paloma label; Pinto and the Rhythm, on the Columbia label, also on Paloma.

Summertime and the Jiffinbers also have signed with London and have just released a single.

Greene Named

NEW YORK—Howard P. (Hull) Greene, president of the Detroit Federation of Musicians, has been appointed to succeed the late Muni and on the nine-member governing council of the American Federation of Musicians.

Greene has been president of the Detroit local for over five years and is a member of the Detroit local since 1926.

Mira Issues White Single

HOLLYWOOD—Josh White has joined Randall Wood's new Mira Records label, where he will issue the single, the vintage protest song, "Strange Fruit." Mira's roster now incorporates a variety of companies.

EXECUTIVES JOINING THE MANAGEMENT STAFF

Executive joining the company staff are Bill Siegel as general manager and Fred Smith in a & r and promotion.

Commenting on the acquisition of Mira, a prestige folk label, Wood said, "Josh," the original protest singer who wrote the song and was with the group during the years with Billie Holliday.

Taylor Artists Office Formed

NASHVILLE—Joe Taylor, former advertising manager for Martha White Mills, and artist Ray Pillow last week formed Joe Taylor Artists Agency for talent management and booking.

Offices are in the Penthouse 1171 W. Third, and Buck Taylor, who will direct the agency, will handle the Martha White office in Nashville, the road talent and direct TV and advertising promotion for them.

Taylor will also be managing and booking all his own talent, and other artists. Taylor brought Pillow to Nashville several years ago and got him a recording contract with Capitol.

Taylor was advertising manager for Martha White Mills three years ago, director of talent for the Wil-Helms Agency two years, where he represented 20 top country music stars, and before that had his own advertising and promotion agency.

Sonny and Cher Disk Certified

NEW YORK—Sonny and Cher's recording of "I Got You Babe" on the Atco label was certified last week by the Record Industry Assn. of America as a gold record. The disk, which is now a worldwide smash, was released on June 1 and sales have hit the country in mid-August. It hit the top spot in Great Britain that same month and now is moving up to the top of the charts in France, Italy, Australia, Hong Kong, and many other countries.

Total sales of the record throughout the world are expected to exceed over three million.

Nashville RCA Appoints Jarvis

NEW YORK—Felton Jarvis has been appointed a & r director for RCA Victor Records in Nashville. Jarvis will record artists in both country and popular fields and sign new artists to the label.

Appointment was assigned to Jarvis include Jack Scott; Blue-things, the Three Dimensions; Fastgene Fortune; Ray Griff and Carmen Cole. Jarvis was formerly A & R director of the label, where he produced records for Tommy Roe in Nashville. He was also marketing director of independent producer.

Fisher Yule LP

HOLLYWOOD—Dot Records is thinking Christmas time with Eddie Fisher. The vocalist is presently cutting a holiday LP for release next month. Tentative plans call a 20-city tour to promote the album.

KAMA-SUTRA, PYE CONTRACT

NEW YORK—Pye Records has acquired release rights to Kama-Sutra Product for the United States, Canada and South Africa. The initial release will be its current hit, "I Believe in Magic," which jumped to a major position after its appearance on "The Beatles' Hot 100." Kama-Sutra will be released on the Pye label.

Deal was concluded by Pye's managing director, Louis Benjamin, during his visit here last week.

Mfrs., IRS to Meet on Repeal

NEW YORK—The Records Industries Assn. has invited three members of Internal Revenue Service to meet with all disk manufacturers (including non-RIAA members) and help clarify the floorplan and exclusion excise tax.

The meeting will be held at 10:30 a.m., Oct. 4, in the Re- gent Room of the New York Hilton. The participants will include two members of the Tax Ruling division and one IRS official. Non-RIAA members are asked to be represented by Secretary Henry Balf or if they plan to attend.

CBS Affiliate Re-Elects Board

NEW YORK—The Board of Directors of the CBS Radio Affiliates Association was re-elected at the 12th annual convention last Wednesday (15). They were chairman Michael R. Harnett, WHCU Radio, Ithaca; vice chairman Bill Fondeville, KLZ Radio, Denver, and secretary Michael R. Harnett, WEAN Radio, Providence.


Mara Helping Push "Smother's" TV-or

NEW YORK—Mercury Records is joining in a campaign to promote the "Smother's Brothers" CBS TV series. $250,000 will be spent for billboards in Times Square, the Chicago Loop and Los Angeles. Outdoor food store displays, miniature cardboard models, cleaning cylinders describing the show, and a mail campaign with the show's theme song will be used.

Participating in the campaign with the label are the Four Star Producers: Arturo-Culver, The Pr firm of MSEL, CBS-TV and the two brothers.

Carrie Reorganized

DETROIT—Carrie Records has been reorganized under a corporate set-up. Lou Beatty is the new president. Red's brother's first releases will feature artists Clifford Blinn and Edward Hamilton. James Heald is a 20-city tour to promote the album.

October 2, 1965, BILLBOARD
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(BACK INTO MY ARMS)
c/w Mean Woolly Willie
HICKORY 1332

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**Metric Eyes New Vista for Rock**

HOLLYWOOD—The potential of TV, films and commercials is being eyed by Metric Music as the next logical areas for the placement of "modern rock music." In the opinions of Metric's general manager Mike Gould and Ben Gorham of the FM division, station manager Lennie Waronker, the music industry may well be contemplating the exploitation through these media.

There is a tremendous need for new material, as we have been told, in an interview with Liberty publishing wing engineers developing as a supplier of material which will be included in story-telling situations calling for music and musicians to appear on camera.

Metric hopes to convince film people to write in a young act playing rock ‘n roll and perhaps its Metric song.

Waronker claims producers aren’t attempting to coordinate music and image. There have been a score of quick movies built around disk acts, but because of the nature of pop music and even going as far back as “Around the Clock” with Bill Haley. But Metric is thinking about developing music utilizing its writers and their songs in a more solid basis in all sorts of films. Could explain that the company watches the weekly film schedules printed in trade papers and contacts the listed executives.

Woronker points to the current Peter Brook and Tommy McCann Shoes commercials using rock groups as break- broken down for their first two years, and even going as far back as “Around the Clock” and Bill Haley. But Metric is thinking about developing music utilizing its writers and their songs in a more solid basis in all sorts of films. Could explain that the company watches the weekly film schedules printed in trade papers and contacts the listed executives.

Woronker points to the current Peter Brook and Tommy McCann Shoes commercials using rock groups as break-throughs. In the early days of rock, there were scores of quick movies built around disk acts, but because of the nature of pop music and even going as far back as “Around the Clock” with Bill Haley. But Metric is thinking about developing music utilizing its writers and their songs in a more solid basis in all sorts of films. Could explain that the company watches the weekly film schedules printed in trade papers and contacts the listed executives.

**Strong Classical Program Urged to Lure Teen-Agers**

NEW YORK—What the classical record industry needs is a strong program to sway teenagers away from rock ‘n roll and folk music, according to David Rothfeld, record buyer for E. C. Otto, Citizens Discount store chain.

He feels that the industry is increasing in sales to match the potential market.

"High school and college students," he said, "who have only a limited budget, are listening to classical music. They’re buying folk and other programs and that has taken away classical sales to some extent."

The Koverette chain is doing its part to tempt teenagers into becoming classical music record buyers—if not now, then at some future date. Rothfeld said that all record buyers are exposed to classical music at various times on speaker systems within the record departments. Too, the teen culture shows special interest in the product, hoping that a lower price will be offered and perhaps a converter to classical music.

Another problem the classical music field faces, Rothfeld said, is that vitally interesting in the marketplace, what are the type of music that they’re buying folk and other programs, and that has taken away classical sales to some extent.

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You ought to be playing and selling these EPIC singles. (Everyone else is.)

Bobby Vinton
"WHAT COLOR (IS A MAN)" 5-9846

Nancy Ames
"THE FUNNY THING ABOUT IT" 5-9845

The Shadows
"DON'T MAKE MY BABY BLUE" 5-9848

Jane Morgan
"SIDE BY SIDE" 5-9847

George Maharis
"YOU ALWAYS HURT THE ONE YOU LOVE" 5-9844

Cliff Richard
"THE TWELFTH OF NEVER" 5-9839
TOP 20

GORDON LIGHTFOOT—JUST LIKE TOM THUMB'S BLUES (Wilmington, ASCAP)—One of three hits for Lightfoot this week as he serves as a blockbusting debut on United Artists for the Canadian songwriter-performer. With a driving production built with a drive into a powerful production backed by a well-done vocal. Top-of-the-chart contender. Flip: "Ribbon of Darkness" (Wilmington, ASCAP).

BEAU BRUMMELS—DON'T TALK TO STRANGERS (Tarkacest, BMI)—Pulsating dance beat behind a well-written lyric performed in a wailing style are their hot follow-up to "You Tell Me Why" with greater potential. Flip: "Is Good Time" (Tarkacest, BMI).

TOP 60

MARVIN GAYE—AIN'T THAT PECULIAR (Johobe, BMI)—Punishing hard-driving dance beat backs another soulful, first-rate Gaye performance. Can't help spiralling up the chart in rapid fire. Flip: "She's Got to Be Real" (Johobe, BMI).

PETULA CLARK—ROUND EVERY CORNER (Dawes, BMI)—Infectious Tony Hatch material with pulsating arrangement and vocal will prove to be the fourth Clark hit in a row. "Two Rivers" (Leads, ASCAP).

PHILIPS 45319

WAYNE NEWTON—REMEMBER WHEN (Roosevelt, BMI)—Well-written Kassner material dealing with broken romance. Newton vocals. The Jimmy Haskell arrangement builds beautifully and this is a beautiful performance throughout. Flip: "Keep the Lovin' Feeling." (J. M., BMI). Capital 5514

PETER ANTELL—THE TIMES THEY ARE A-HANGING (Wilmington, ASCAP)—The Dylan classic is given a powerhouse treatment by Ansell that should hit the charts with solid impact in short order. Strong production work. Flip: "Yesterday and Tomorrow" (Survey & Nina, BMI).

ROCKABILLY CHART

VACELS—CAN YOU PLEASE CRAWL OUT OF YOUR WINDOW? (Wilmington, ASCAP)—Following up their initial hit with "You're My Baby," the group has a hot contender with this strong offbeat material. Powerfully produced by the new Cloud Nine Production Co. Flip: "I'm Just a Poor Boy" (Tender Tones, BMI).

"GREENY"—DEEP IN YOUR HEART (Morris, BMI)—From the forth-coming "The Cat." Beautiful vocal is well performed by the rich vocal sound and features a fast-paced arrangement by Marty Manning. Show tune has hit commercial sales appeal. Flip: "If It Isn't in Your Heart" (Brenda, BMI).

AL HIRT—FEELIN' FRUGGY (BMI)—Back in the happy rhythm vein of the "Java" type hits, this tune could swing its way into the pop charts. Hirt is another beautiful vocalization. Flip: "Lullaby of Louisa" (Hirt & Morton, ASCAP).

BOBBY RYDELL—SEE THAT GIRL OF MINE (BMI)—(Blackwood, BMI). The hot start of today's biggest pop his displays a winning vocal style that should move him rapidly up the vocal ranks. Strong McClure production. Flip: "Butterfly" (Blackwood, BMI).

GRASS ROOTS—MR. JONES (Wilmington, ASCAP)—Bob Dylan material serves as a strong and commercial debut for interesting new group. Ballad performance builds into a frenzy with a high spot on the chart anticipated. Flip: "You're a Lonely Girl." (Trousseau, BMI). Capital 5514

FEBBLES & BANM BANN—OPEN UP YOUR HEAR (BMI)—"Flinestone" TV show have a winner in this revival of songs that they performed on the programs. Catchy arrangement with catchy vocal by Banm Banm in hotly selling. Flip: "The Lord Is Counting On You." (Hammond, BMI). Capital 5514

CORONADOS—CU RU BRU CU PALOMA (Peer Inc, BMI)—Left fielder that should hit hard and heavy. Rockin' back beat and English vocal performance has the earmarks of a big hit. Tex-Mex brass flavor adds to sales potential. Flip: "Yesterday, Today and Tomorrow." (Southern, ASCAP).

RICK LANCELOT—LIVE LIKE A LION (Meager, BMI)—Pulsating, driving beat backs a lyric aimed right at the teen market. Strong vocal and arrangement with a hit sound from start to finish. Flip: "Homeless Heart." (Meager, BMI). Capital 5514

DON THOMAS—TURN HER AROUND (Blackwood, BMI)—New label out of Benton and New artist make a tasty commercial entry that should punch big in the pop. Soft soft-sell vocal on good teen ballad material has strong air and sales appeal. Flip: "Do You Want Me Know" (Painted Desert, BMI). Capital 5514

CHART

SPOTLIGHTS—Predicted to reach the top 10 of the HOT COUNTRY CHART

GEORGE JONES—TAKE ME (Glad, BMI)—With "Love Bug" climbing the country chart, Jones has a No. 1 contender in this well-done, easy rhythm, build with a well-written, upbeat beat message lyric from the pen of Sonny. ASCAP.

WARMER MACK—THE WAY IT FEELS TO DIE (Yonah, BMI)—Powerful follow-up to his smash hit, "All I Have." ASCAP. Great flip with this tender reading of a well-written Liz Austin song. ASCAP. Flip: "Sittin' on a Fence." (Columbia, BMI). Decca 31853

KITTY WELLS—GLORY LAND MARCH (Peer Inc, BMI)—Culled from her spirited gospel LP, this number will rush up the chart in rapid fire. Featuring the Kitty Wells Family, it's a real hard-clapper, exceptionally well performed. ASCAP. "Peanut Mem- ories." (Champion, BMI). Decca 46409

MARION WORTH—I WILL NOT BLOW OUT THE LIGHT (Chappell, BMI)—Another one, well performed in the dual-track Worth vocal is well set for a country standard. Beautiful vocal performance. Flip: "Two Happy Days." (Atlantic, BMI). Columbia 43405

CHART—Predicted to reach the top 20 of the HOT COUNTRY CHART

PEL BURKE—One Man Band (Star & Don Cruz, BMI). LONGMEN 4994.

BOBBY BEATLES—Twenty One Days, and Toppa on Sunday (Pamper, BMI). PAM 1001.

HUGH WILLIAMS—JEFFERSON'S SONGS (EC), ASCAP. PAM 6612.

JANIE WYMAN—YOU ARE THE ONE (EC), ASCAP. PAM 6612.

NAME WINNERS—Wish You Were Here (Kepner, BMI). EMVEN 740.

JESSE LAMBERTO—We're the World Truckin' You (Ace/Don, BMI). PAM 1001.

COUNTRY SPOTLIGHTS

TOP 10—Predicted to reach the top 10 of the HOT COUNTRY CHART

CHARLIE DANIELS—The Devil's County (BMI). ASCAP. 9631.

R&B SPOTLIGHTS

TOP 10—Predicted to reach the top 10 of the TOP SELLING RHYTHM & BLUES CHART

JIVE FIVE—PLEASE BABY PLEASE (Unart, BMI)—A BENCH IN THE PARK (Little Rich & Konig BMI)—Two powerhouse sides serve as a hot follow-up to their "I'm a Happy Man" kit. One side is a slow, hard-beat soulful blues, while the flip is a rocker featuring wailing vocal. BMI. Hank Ballard has produced another winner. Unart 8685.

JACKIE WILSON—I BELIEVE I'LL LOVE ON (BMI)—Orrin Ramey's new comer can't help hitting the top of the chart. Wilson forms and the enterprise rocks all the way! A real block-buster. BMI. Brunswick 55283

LOU JOHNSON—A TIME TO CRY (BMI)—"Time to Cry" is a Foster Penrite is a powerful new winner that should spiral this fine Johnson vocal rapidly up the chart. Flip: "Unsatisfied" (Valley, BMI). Bigtop 101

VIBRATIONS—MISTY (Vernon, ASCAP)—Culled by popular demand from their LP "Shout," this single has all the earmarks of a smash! Beautifully per- formerd. Flip: "Finding the One I Love." (Jalynne, BMI). Okeh 7230

CHART—Predicted to reach the R&B SINGLES CHART

JOHNNY MOODY—We Must Be Doing Something Right (Sylvia, BMI). MOTOWN 100.

MANHATTAN—Follow Your Heart (Sparrow, BMI). CARNIVAL 912.

BETTY BROOKS—I WILL NOT BE SHANTY (EC), ASCAP. PAM 6612.

SISTER SLEDGE—He's Got a Hold on Me (EC), ASCAP. PAM 6612.

SHIRLEY AND THE TEENIWEENS—He's A Heartbreaker (EC), ASCAP. PAM 6612.

ERNEST THERRELL—Can't Wait (Ask it) (ABG 5511.

TOMMY ROBINSON—I Don't Believe It (ABG 5511.

SANDRA—Sometimes You Have To Cry (Capo Arm, BMI). SOUND 300.

JOHNNY GILL—Find Yourself Another (Intersound & Brownstone, BMI). ROGUE 1000.
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MISS BRENDA LEE

singing

RUSTY BELLS

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M. William Krasilovsky

Edited by: Paul Ackerman

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Music Business

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## Billboard Hot 100 for Week Ending October 2, 1965

**Star Performers**—Sides registering greatest proportionate upward progress this week:

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<td>My Town, My Town, My Guy &amp; Me</td>
<td>Brenda Lee</td>
<td>RCA 7050</td>
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<td>Carla Thomas</td>
<td>Stax 60020</td>
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<td>Make Me Your Baby</td>
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<td>Hungry For Love</td>
<td>The Clovers</td>
<td>Epic 5007</td>
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<td>I'm A Happy Man</td>
<td>Little Willie John</td>
<td>Dot 100039</td>
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<td>There But For Fortune</td>
<td>Solomon Burke</td>
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<td>Not The Lovin' Kind</td>
<td>Jimmy Jones</td>
<td>King 1046</td>
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<td>I Knew You When</td>
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<td>Cara Lin</td>
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<td>The Dixie Cups</td>
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<td>Ray Charles</td>
<td>Atlantic 1006</td>
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<td>Positively 4th Street</td>
<td>Bob Dylan</td>
<td>Columbia 33420</td>
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### Hot 100—A To Z (Publisher-Licensee)

- **Billboard**
  - **Roll, Run, Baby Run**
    - **Just One Kiss From You**
    - **Where Have All The Flowers Gone?**
  - **Sincerely**
    - **Road Runner**
    - **For Your Love**
  - **Let's Move & Groove**
    - **I Can't Take My Eyes Off You**

### Bubbling Under the Hot 100

- **Clyde's Back**
  - **I'm Gonna Love You Just A Little More Baby**
  - **Save Your Pictures For Me**
  - **Love Me Like Before**
  - **I Want To Be Young Again**
  - **Guess I'm Just Lonesome**
  - **Love To Be Loved**
  - **Goodnight I Love You**
  - **My Old Flame**
  - **I'll Be Seeing You**
  - **I'll Be Home Soon**
  - **Don't Let The Tears Flow**
  - **I've Got A Heart That's Tender**
  - **I'm Gonna Love You Just A Little More Baby**
  - **You Can Be Sure**
  - **Hey Jude**
  - **Ain't No Mountain High Enough**
  - **Let Her Be Loved**
  - **I'm Just A Lucky So And So**

**Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.**
Rubytones Win The Rock 'n' Roll Olympics in N. J.

LAMBERTVILLE, N. J.—The Rubytones of Trenton, N. J., won the First Annual Rock 'n Roll Olympics here Labor Day (6) at St. John Terrell's Music Circus. Nine groups competed in the finals for a $1,000 first prize, a TV appearance, recording contract, and agent representation by Associated Booking Corp.

The other finalists included the Galaxies IV, the Avalons, the Four Puppets—all from Trenton, the Prophets from Pottstown, Pa.; the Legends from Platington, N. J.; Peter and the Infants from exploding, Tillotson, the Classics from Ambler, Pa., and the Paramoune from Buffalo, N. Y.

Judges were Bruce Morrow, an air personality from WABC, New York; author James Michener; Phil Spector, head of Philles Records, and Harry Haasenlagh.

Acuff-Rose Signs Four

NASHVILLE—Acuff-Rose Publications, Inc., and related subsidiaries signed four artists last week. Best known is country singer Stu Phillips, who was a Canadian network TV personality until he moved to Nashville in August.

Phillips, who records for RCA Victor, was signed as a writer and artist. Phillips has an early morning "Stu Phillips Show" on local Station WSM-TV.

Bobby Moore, local bass player who had the hit, "Mexico," was signed with his combo as a Hickory recording artist for instruments. Jimmy Jay, radio and TV talent at Shreveport, La., was signed as a writer and recording artist. Rube Gallagher of Sullivan, Ohio, was signed as a composer and Hickory artist.

Kloberg to Join ASCAP in N. Y.

NEW YORK—John P. Kloberg has been appointed New York division manager for the American Society of Composers, Authors and Publishers. Kloberg has been manager of ASCAP's Cincinnati office the past 19 years. He will supervise offices here in and in Newark, Philadelphia and Baltimore.

Charles Carter has been named Cincinnati manager; for the past five years he has managed the Minneapolis office. John Mundich has been appointed Minneapolis manager; he is a former field representative out of Minneapolis for the society.

Ganim and Slay Get Into Swing

NEW YORK—Independent producers Dennis Ganim and Frank Slay have had a busy week. They premiered a record company, Claridge Records, an artist management firm, R.E. Management, and a production company, Canterbury Enterprises.

First release on Claridges are "Don't Fool With Fu Mandigo" with the Rockin' Ramrodos, and "That Kind of Love," with Diana King. The former record is based on the forthcoming "The Face of Fu Mandigo," film, to be released by Seven Arts. The film company and Claridge will work jointly on the film and record.

Neil Wilburn Reads Studio in Nashville

NASHVILLE—Neil Wilburn, president of Bragg Records, is spending $40,000 to build his own studios in a building he is remodeling at 720 17th Avenue South, in the Record Row area. Wilburn and his staff moved into the building last week and will begin moving recording equipment into the studio next week. Wilburn said it will take two months to wire the studio and ready it for recording.

Among country artists Wilburn records are Gwen Collins, Neal Merritt, Pal Brady, Dave Rich, Van Givens, Ray Klein and Mack Magaha. Pop artists include Todd and Dobin, Gini Dee, the Four, and Tommy Curtis.

Wilburn has used Columbia and Fred Foster studios for recording the past seven years.

Roulette Disks To Pickwick/33

NEW YORK—The Pickwick 33 budget label of Pickwick International has acquired masters from the Roulette Records catalog; artists include Count Basie, Louis Armstrong, Duke Ellington, Little Anthony & the Imperials, Sarah Vaughan, Jimmie Rodgers, Joe Williams, Dinah Washington and Billy Eckstine. This brings to 12 the number of catalogs now represented on the budget line. Pickwick just created a Canadian subsidiary under the direction of George F. Wade.
FEATURED ON THE ED SULLIVAN SHOW LAST NIGHT!

CHÉR

WHERE DO YOU GO

WRITTEN BY SONNY BONO

#66136

Arranged & produced by Sonny Bono  A YORK/PALA PRODUCTION

IMPERIAL

...on the go!

www.americanradiohistory.com
German Record Sales on Upbeat

By OMER ANDERSON

HAMBURG — German phonograph record sales are well ahead of sales for 1964, and the 12-inch L.P. is dominating the market in Germany.

For the first time in 15 years, the Phonographenwirtschaftsring (record industry trade association) has just issued a report showing record sales increased in the first 13 months of 1965 to 20.8 million records compared with 20.1 million in 1964.

Gain in L.P. sales was marked, rising from 3.3 million in the first half of 1964 to 5.5 million. Whereas L.P. sales were up 17.9 per cent in the first half of 1965 over those for the same period in 1964, the jump in the first half of 1965 was 66.7 per cent.

Singles Gain Slightly

Sales of singles were down in the first half, rising to 11.2 million compared with 11 million for the same period last year. This arrested the downward drift in singles sales over recent years, but the German trade comment is that the L.P. has now become the dominant factor in pop as well as classical music.

Music club L.P. sales spurted in the first half of 1965 — from 600,000 turned out in 1964 to 1.6 million. So-called "small" L.P. — music sales gained sharply in the first six months of 1965 over the comparable period — from 3 million to 4.4 million.

Pop music showed a big gain, too, turning out 12.8 million copies compared with 10.4 million in 1964. While pop music sales are dominated by singles, L.P.'s made big inroads on singles in the first six months of 1965. Singles sales increased only slightly — from 10.7 million in 1964 to 10.9 million. But pop L.P.s increased from 1.9 million to 3 million.

Total disk production of all types in the first half of 1965 was 27.8 million copies compared with 25.5 million in 1964. But export sales were down, the industry estimates to 300,000 Tower lower than the period in 1964.

TOURNEY SET
IN BARCELONA

BARCELONA — Prizes of $3,000 will be awarded to young singers during the third International Girls Singing Competition here. Female vocalists between the ages of 18 and 35 and male singers between 20 and 35 are eligible for the Dec. 1-7, 1965, contest.

Entries in one of three categories—soprano, grand opera or oratorio—will be made with the secret of the Franco Vinas Contest, Calle Bruch, 125, Barcelona, Spain, for the directors of Decca England, S. A. Beecher-Scoppia, Decca's sales manager; Jack Boyle, Beecher-Scoppia manager for Decca's export manager; and Marcel Cellini, Decca's sales manager for European markets. Among distinguished guest judges were... (Continued on page 24)

MUSIC CAPITALS
OF THE WORLD

AMSTERDAM

The Semper's invited Holland for the first time. They did radio and TV and performance and a larger number of shows throughout the country. This year, Sept. 6 nearly 10,000 free tickets were made available to 1965. Among the guests were... (Continued on page 23)

Warsaw Opera Opens Nov. 20

WARSAW — The Warsaw Opera and Ballet House, the greatest opera stage in Poland, with 2,000 seats, opens on Nov. 20 after 13 years of reconstruction. The building was destroyed in 1825 by Italian architect Corazzi and was razed by fire during World War II. Since 1952, the building has been reconstructed and returned to its original design on the outside and adapted inside to meet modern opera requirements.

The Polish national opera "The Haunted Manor" by Stanislaw Moniuszko has been chosen for the opening night. Further repertoire includes another famous Moniuszko work, "Halka," Ludwic Rozyczky's bal "Pan Twardowski" and Pari- skaya moscowka's "King Roger."

October 2, 1965, BILLBOARD
Britain's #4 hit becomes America's next smash!

The Hollies

Look Through Any Window

#66134
PRODUCED BY RON RICHARDS

Imperial
...on the go!

Imperial
A PRODUCT OF LIBERTY RECORDS

www.americanradiohistory.com
INTERNATIONAL NEWS REPORTS

Pop Song Contest Off & Running

By SAMF. STEINMAN

ROME — Another 13-week marathon international pop song contest tied to a national lottery is off again. More than $400,000 in prizes are being offered in the 13-week contest. Almost every top name in pop song is taking part.

First award of the Golden BWG Disc was to Nini Rosso, the trumpeter whose trade-mark is a bird perched on his instrument. An Italian, Rosso has been a favorite of the Common Market countries. His latest release, "Il Silenzio," has sold 125,000 copies in the six Common Market countries: 195,000 in Italy, 325,000 in West Germany (through Ario's), 90,000 in the Benelux countries (Belgium, the Netherlands, and Luxembourg), and 15,000 in France. In Austria, Rosso's recording sold 30,000 copies and in Switzerland, 6,000 copies. The contest itself is a single event, with 10 countries taking part, and each country selecting its best singer. The Italian entry is Nino Rota, the 22-year-old composer who has already written music for several films. Rota will fly to Rome in the middle of the week to meet with the selection committee. The contest will wind up Dec. 22 when juries will select the winner.

EMI's Wood Will Visit U.S. Licenses

LONDON — EMI managing director Len Wood was due in New York on November 22 to meet with company officials and U.S. artists. He was scheduled to arrive in New York on November 22 and leave on November 25.

The meeting is expected to discuss the future of the EMI license in the U.S., as well as potential new releases.

MUSIC CAPITALS OF THE WORLD

- Continued from page 22

Rudy Reen, within a few weeks and his son in the Top 10. The Chad Mitchell Trio passed on a recent installation of the "Dixie Shore" show, but a live performance at the Blind Pig in New York will be followed by the Modern Jazz Quartet on October 5. The band will reportedly pass the 100,000 sales mark in "Blind Pig," this week, a unique result for this country. HMV, still doing business with "Manhattan's Most Mysterious Man," presents attractive cd 2,250,000 copies in the album, entitled "Le Bourse des Chansons." Artists involved in the project: Piaf, Azenour, Chabert, Beaufils, and Mace Les Gaspau. RAYMOND M. J. DOLBE

London — Lawrence Wright Music has signed Tommy Sanderson as an exclusive representation of his work. Sanderson's recent success in the U.S. has led to a new contract with Tommy Sanderson Records, a subsidiary of EMI's major label, EMI Records. Sanderson is a well-known gospel singer who has been active in the industry for many years.

Award a One-Market Step

HAMBURG — The Golden BWG (for Common Market) Disc has become the first step toward treating the European Common Market as a single market.

First award of the Golden BWG Disc was to Nini Rosso, the trumpeter whose trade-mark is a bird perched on his instrument. An Italian, Rosso has been a favorite of the Common Market countries. His latest release, "Il Silenzio," has sold 125,000 copies in the six Common Market countries: 195,000 in Italy, 325,000 in West Germany (through Ario), 90,000 in the Benelux countries (Belgium, the Netherlands, and Luxembourg), and 15,000 in France. In Austria, Rosso's recording sold 30,000 copies and in Switzerland, 6,000 copies. The contest itself is a single event, with 10 countries taking part, and each country selecting its best singer. The Italian entry is Nino Rota, the 22-year-old composer who has already written music for several films. Rota will fly to Rome in the middle of the week to meet with the selection committee. The contest will wind up Dec. 22 when juries will select the winner.

EMI Makes 2 Appointments

LONDON — Andreas Holmstoff, managing director of EMI's Swedish company, has appointed Rune B. Nyberg as EMI's new sales manager. Nyberg, who has been working for the management of EMI's Danish company, has been appointed to the position of general manager of Records.

The appointment of Emily Jones (previously with EMI's overseas division at Hayes) as commercial manager with Columbia Graphophone, EMI's company in Greece, has been confirmed. She will work closely with Robert Mackenzie the managing director and B. Tournakis.

Hyland has arrived to promote his new single, "Stay Away From Her," and his first track with PHILips 7. John L. Hyl-Andersson, who has released "Dylan di single, "Highway 61 Revisited," next week. Subject to America's visa, Hyl-Andersson will appear in the U.S. at the New York Convention Center. He has been given a visa for a week, and is expected to make several appearances.

EMI's export division of EMI Records' in the world, designated by the European Community in the near future. Mercury's new manager, who has been appointed to the position of general manager of Records, will be in New York for four days of talks with Philips executives before going on to the continent. Another Philips visit is expected in the near future.

Other Bills

- Continued from page 20

LULU REED "WALK ON ME" 7-962

This R&B disc deserves a spot on every station and in every store.

CHUCKS HUNT

MADRID

Marco Antonio Mino, Mexico's famous RCA star, was warmly welcomed by a packed house in his first trip to Madrid. Mino sang for the hundreds (Continued on page 25)

October 2, 1965, BILLBOARD
Roger Miller: "Kansas City Star"

Sheila: "C'est toi que j'aime"

The Walker Brothers: "Make it easy on yourself"

Horst Jankowski: "Simpel Gimpel" "Walk in the black forest"

Bearing the stamp of success all over

PHILIPS One world of music on one great label
MUSIC CAPITALS OF THE WORLD

*Continued from page 24*

of dealers at a special cocktail party presided by RCA's local manager Bill Carr, who with his own stars Pasco Michel, Mambo Martinez and Juan Perico and the Yoruba's were in the audience, "La Casita de los Vacciones" (The Holida's Room) was thrown by thousands of the Radio Madrid network. The first time Spain won the title with "Boscella la Noche" and the second time to "Eso Q'orn." (Say It). Both versions have been in first place in Discos para (five months running) the top 10 in Chile and Peru. Worldwide, Inc. from Filipinas will launch the Spanish Hipopop in the United States. Joe Maya, the famous disk jockey in Argen-


dina, arrived here last week.

Jim Fontana's "El Mendro" is also a hit in Spain. New Dance is the new hit album of the season, and the new hit band and the Finders. Ana Selene Ronco, the new hit band signed with RCA. The new Tema will accept the Latin American folklife, Arturo Gallo and Kermelito Roig have begun the first LP for the new company, RAUL MATAS.

MILAN

Brano Filipina of MRC Rec-

ords was awarded the Ricciore's Prize, as well as being the young singers who


noted their first LP for the

new company, RICCARDO THOMAS.

ELON H. WHISNETH

October 2, 1965, BILLBOARD
The first single of the great, new

**BOB DYLAN** song

*(Can You Please) Crawl Out Your Window?*

THE VACELS

on Kama Sutra KA-204

Produced by Richard Perry and Gary Cannon—Cloud 9 Productions
It's hot

"JUST YESTERDAY"

because Jack Jones is.

Great artist...great song...great performance...great recording...it's got to be a smash!
Always the sales leader...

COLUMBIA MASTERWORKS. Now! More than ever the profit leader

...with the world's strongest artist roster.

BEST SELLING POPULAR CLASSICS

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<th>Orchestras/Performers</th>
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<tr>
<td>Holiday for Orchestra! with Percussion, Brass, Strings and Winds</td>
<td>Leonard Bernstein</td>
<td>Philadelphia Orchestra</td>
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<td>William Tell And Other Favorite Overtures</td>
<td>Leonard Bernstein</td>
<td>New York Philharmonic</td>
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<td>THIS LAND IS YOUR LAND</td>
<td>Richard P. Condie</td>
<td>The Mormon Tabernacle Choir</td>
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FINDS OF THE CENTURY

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GREAT RECORDINGS OF LASTING FAVORITES

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<td>Serkin Beethoven Violin Piano Concerto</td>
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GREAT BARGAIN SETS

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<td>The Great Tchaikovsky Symphonies Four, Five &amp; Six</td>
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<td>Eugene Ormandy</td>
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HOROWITZ'S BIGGEST HIT

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Columbia offers a full-scale program designed to aid the dealer with the most profitable plans in the industry. That's why we say with pride ...everything's going for COLUMBIA RECORDS ©
Budget Field Grows In Number, Activity

By AARON STERNFIELD

NEW YORK—The budget classical field is blossoming. Following the lead of the mass-selling budget labels, new and existing budget labels were formed in the last three years, and the growth rate in this segment of the record business is exceeding that of the regular-priced labels.

Most of the classical budget sales are accounted for by Nonesuch, which specializes in classical music. The label founded little more than a year ago; Everyman, a Van- gogh label which has been around for five years ago; Wing/Mercury, which got into operation late in 1962; RCA Victor, reactivated in 1963; Turnabout, the Vox label which was launched last spring, and Music Guild, the Westminster label which is part of the ARC-Paramount concern.

Budget lines fall in two general categories—the warhorses (standard records), which serve as an introduction to classical music and as the heart of the budget material, and the budget-sound material which reach specialized markets, and which, because of its nature and production, are available at limited prices at modest prices to capture a high proportion of the listening public.

Prime examples of warhorse budget lines are RCA Victor and ABC/Vanguard.

Vanguard Emphasis

Victoria, with a catalog of 60 titles, and ABC/Vanguard, which began in 1956, began issuing product in 1956, when it was available. Releases are in both stereo and monaural, and the company plans on expanding its line into standard standards no longer in the RCA Victor Red Seal catalog. The theory is that once a Red Seal album runs its course, it is replaced by new record releases. When the album is called for, the record is sold at a lower price, but the audience is still watching the old stock to replace it.

Price cuts on classical releases are common, and multi-record opera packages are among the most popular issues. The Top Classical Names

Mercury/Wing, like Victoria, is gaining in prestige and stature, and name artists, although a heavy percentage of same are not product is recorded primarily for budget line distribution. The RCA Takes Music Into Classrooms

By RAY BRACK

CHICAGO—Clearly indicating where its emphasis lies, century-old Lyon-Healy Music Co. (June 1965 Billboard, page 40) today launched an ad campaign describing its 13 area outlets. The campaign is part of the company’s Classical Record Centers.

"The emphasis on classical music is a new thrust at the company," says Ed Lyon, president of Lyon-Healy. "Retailers of every musical instrument have been national advertising. We are the only national advertising campaign for classical music. We have reached the point where we are on the rise. At regular intervals, we have new classical releases and shortly we should have a number of new classical releases appearing. Our goal is to sell the classical music fields on Wall Street, and not too far away. Lyon-Healy's new ad campaign is a major advertising campaign by the firm. The firm has always been known for its classical music, and now it is becoming well known.

About 60 percent of Lyon-Healy record sales are in the classical category. This classical predominance in the firm's heavy annual volume has several concrete explanations. First, Lyon-Healy record department specializes in the classical music field, which is being developed in the dealers. Secondly, the classical music field is the most satisfied with classical music and the interest of the listener is high. Third, the classical music field is the most satisfied with classical music and the interest of the listener is high.

The clerks who are the0 clerks are capable of handling the most technical questions about classical music, which is this sales personnel. A little preparation, according to the company, is necessary to keep in the classical music field. Lyon-Healy's new ad campaign is a major advertising campaign by the firm. The firm has always been known for its classical music, and now it is becoming well known.

A special section is placed fac-

Copyrighted Material
The album in this country, Columbia has featured the symphony in its "Hear and See" sampler which was sent to over 800 dealers throughout the country. The record has received a bonus record of the entire work.

Columbia's fourth Symphony was premiered by Stokowski at Carnegie Hall last week with new receiving great acclaim. The work itself sub-
sequent received a special citation from the Music Critics Association for "its originality and genius." Bernstein's "Chichester Psalms" was premiered last week at the French-American Festival at Philharmonic Hall.

Back up this fall's Masterworks, Columbia has announced a new series designed to sell the consumer. A special 12-inch L.P. "Pop Goes" (three minutes) cuts from light classical albums such as Ormandy's "Holiday for Orchestra," Bernstein's "Vieille Chanson, Dance," the Mormon Tabernacle Choir's "This Land Is Your Land," and Richard Tucker's "Serenade" for Orchestra. Popular albums like the New York Philharmonic and the Cantaron Singers.

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OVER-ALL BEST SELLERS

1. AN HISTORIC RETURN—HORWITZ AT CARNEGIE HALL: Columbia 12-121 (M), M25728 (S), M25328 (M).

2. WAGNER—Gotterdammerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Seth). London 16:121 05A 1004 (S), 4004 (M).

3. PIANO MUSIC OF ALANK: Lewisohn; RCA Victor LSC 2815 (S), LM 2815 (M).

4. TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano and Orchestra; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).

5. BEETHOVEN—Symphonies (91) (Complete); Berlin Phil. (Karan): D.G. (61-12) SKL 101-1/8 (S), KL 1-1/8 (M).

6. BIZET—Carmen; Price, Corelli, Merrill, Freni, Vienna Phil. (Karan): RCA Victor 59-12/6 LSC 6116 (S), LM 6116 (M).

7. BIZET—Carmen; Callas, Gedda, Massini, Guitt, Paris Opera Orch. (Prestel): Angel 13-121/2 SCX 3650 (S), CLX 3650 (M).


9. HORWITZ PLAYS SCHARRATTI. Columbia MS 6558 (S), MS 6558 (M).

10. BEETHOVEN—Concerto No. 4; Serkin, Phila. Orch. (Osmond): Columbia MS 6765 (S), MS 6765 (M).

11. BRAHMS—Quintet in F for Piano and Strings; Serkin, Budapest Quartet; Columbia MS 6531 (S), MS 6538 (M).

12. BELLINI—Norma; Sutherland, Minton, Home, Alexander, Cross, London Sym. Orch. & Choir; (Boyd): RCA Victor (12-121) LSC 6166 (S), LM 6166 (M).


14. MOZART—Dances (25) and Marches (91); Vienna Mozart Ens. (Boskovsky); London 6412 (S), 9412 (M).

15. BOYCE—Symphonies 181; Solisti di Zagreb (Juranic): Bad Gulf 70058 (S), 9683 (M).

16. BACH—Quartets (16) (Complete); Juilliard Quartet: Columbia 12-121 (S), DCS 217 (S), DLS 317 (M).

17. BERNSTEIN—Symphony No. 3 (Kaddish); Tourel, Montreal, N.Y. Phil., Camerata Singer, Columbia Boychoir (Bernstein): Columbia KS 6005 151, ML 6005 151.

18. MAHLER—Symphony No. 1; Boston Sym. (Leinsdorf): RCA Victor LSC 2642 (S), LM 2642 (M).

19. BEETHOVEN—Symphony No. 5 in C; N.Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 9868 (M).

20. BRUCKNER—Symphony No. 6; New Phil. (Kleppeizer): Angel S 36271 (S), 36271 (M).

BUDGET-LINE BEST SELLERS


2. BACH—Four Concertos for Harpsichord and Orchestra; Neumann, Berger, Burr, Unuropol, Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71019 151, H 1019 151.

3. HUMMEL—Mandolin Concerto in C Major/HOFFMANN—Mandolin Concerto in D Major; Bauer-Stoll, Kuckart, Vienna Pro Musica Hildklatt: Nonesuch TV 24032 (S), TV 24032 (S).


5. BEETHOVEN—Symphony No. 9; Boston Sym. (Munch): RCA Victrola (12-121) VICS 0003 (S), VICT 0003 (M).


7. BARTOK—Concerto for Orchestra; Chicago Sym. (Reiner): RCA Victor VICS 1110 (S), VIC 1110 (M).

8. SIBELIUS—Symphony No. 1; Halle Orch. (Barbirolli): Vanagram 132 505 (S), 132 505 (M).

9. HAYDN—Symphonies Nos. 6 (Morning), 7 (Noon) and 8 (Evening); C. Orch. of the Sarre (Ristenpart): Nonesuch H 71015 151, H 1015 151.

10. SCHUBERT—Waltzes and German Dances; Hautzig: Turnabout TV 34005 (S), TV 34005 (M).

11. VAUGHAN-WILLIAMS—Symphony No. 2; London; Halle Orch. (Barbirolli): Vanguard 134 805 (S), 134 805 (M).

12. STRAUSS—Waltzes; Minneapolis Sym. (Gerardi): Mercury-Wing 18900 (S), 18900 (M).

13. BEETHOVEN—Symphony No. 3; London Phil. Orch. (Boult): Vanguard 127 805 (S), 127 805 (M).

14. TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano & Orchestra; Glaz, Chicago Symphony (Rabin): RCA Victor VICS 1039 805, VIC 1039 805.

15. BEETHOVEN—Symphony No. 6 in F; London Sym. (Monteux): RCA Victor VICS 1061 (S), VIC 1061 (M).

October 2, 1965, BILLBOARD
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Sam the Sham and the Pharaohs

RING DANG DOO

Produced by Stan Kesler

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**COUNTRY SPECIAL MERIT**

**THE HITS OF T. TEXAS TYLER**
Capitol T 2344 (60), ST 2344 (s) 2344 (s)
T. Texas Tyler's list of the greatest Western ballads brought him to the top of the pop charts. In the main, his material is certainly a little sophisticated, and in the case of "Goin' Round," it is certainly a little more sophisticated than the rest of the material. However, his material is quite good, and it is a sure bet that the album will sell well.

**COUNTRY SPECIAL MERIT**

**PLAY ME A COUNTRY SONG**
"Big" Tom T. Hall, Capitol C 2191 (M), CRL 2278 (6)
Switching to the country field for material, "Big" Tom T. Hall is in fine form with a rousing selection of "Country" and "Country" songs that will appeal to a wide audience. His material is quite good, and it is a sure bet that the album will sell well.

**GOSPEL SPECIAL MERIT**

**THE GOSPEL FOLK SONG**
Swedish Quartet, Supreme 5 297 (S)
Some of the songs on this album are beautifully arranged and performed, and they are sure to appeal to a wide audience. The album is quite good, and it is a sure bet that it will sell well.

**SPOTLIGHT**

**SPECIAL MERIT PICKS**
Special Merit Picks are new releases of outstanding merit which deserve ar- ri, and which should have commercial success. Here are the picks which are sure to appeal to a wide audience.

**SPECIAL MERIT PICKS**

**THE HITS OF T. TEXAS TYLER**
Capitol T 2344 (60), ST 2344 (s) 2344 (s)
T. Texas Tyler's list of the greatest Western ballads brought him to the top of the pop charts. In the main, his material is certainly a little sophisticated, and in the case of "Goin' Round," it is certainly a little more sophisticated than the rest of the material. However, his material is quite good, and it is a sure bet that the album will sell well.

**IMPERIAL KNOWLEDGE**

**OVERWRAP ALBUMS WITH ADDED SALES APPEAL**
IMPERIAL KNOWLEDGE has a list of albums that are good for self-service outlets to have to sparkles and sales appeal, so they are sure to appeal to a wide audience. However, this film is a bit too much for the self-service outlets, and it is a sure bet that the album will sell well.

**COUNTRY SPECIAL MERIT**

**PLAY ME A COUNTRY SONG**
"Big" Tom T. Hall, Capitol C 2191 (M), CRL 2278 (6)
Switching to the country field for material, "Big" Tom T. Hall is in fine form with a rousing selection of "Country" and "Country" songs that will appeal to a wide audience. His material is quite good, and it is a sure bet that the album will sell well.

**SPOTLIGHT**

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Special Merit Picks are new releases of outstanding merit which deserve ar- ri, and which should have commercial success. Here are the picks which are sure to appeal to a wide audience.
Dodie West

IN THE DEEP OF NIGHT

Fonella Bass

RESCUE ME

Billy Stewart

HOW NICE IT IS

Chess 1941

Ernie Terrell

DEAR ABBY

ARGO 5511

Jackie Beavers

SLING SHOT

CHESS RECORDS

42

October 2, 1965, BILLBOARD
BELLISSIMO!

THAT'S WHY IT COULD BE THIS YEAR'S NO. 1 CHRISTMAS ALBUM

BUON NATALE
CHRISTMAS IN ITALY
with SERGIO FRANCHI
AND FAVORITE ITALIAN STARS

ANY OF THESE FIVE NEW 4 CORNERS RELEASES MAKES A PERFECT CHRISTMAS GIFT

www.americanradiohistory.com
Gospel Music

National Quartet Convention Oct. 14-17

By ELTON WHISENHUNT

MENPHIS—The 10th annual National Quartet Convention, the biggest event in gospel music which features more top gospel singing talent on one stage than any other event of the year, will be staged this month (14-17) at Ellis Auditorium in Memphis.

Industry leaders say this will be the biggest convention of any held thus far. More than 50 top quartets will participate.

James Blackwood, key leader in staging the convention, expects 25,000 fans to pour from in several States to hear the singing. The event has continued that, for this first time, it was extended from three to four days to accommodate the huge crowds.

Besides the fans, the convention has become the annual gathering place for representatives of all facets of the industry. Attending will be gospel music composers, promoters, publishers, record company officials, officers of SESAC and Billboard officials.

These leaders will attend not only to enjoy the music and fellowship, but make contacts, transact business, seek solutions to common problems and plan for a bigger and better future for gospel music.

A highlight of the convention will be a luncheon Oct. 15 at the Downtowner Motor Hotel by Billboard. More than 100 gospel music leaders have been invited. Views will be exchanged on what Billboard should do in the future to help the industry move forward. Another luncheon Saturday at the Downtowner will be given by a leading finance agency for gospel songs.

Here is the convention program:

6 p.m., Thursday, Oct. 14:
- Singing by the Blackwood Brothers, the Statesmen with Songs, the Oak Ridge Boys, Stamps Quartet, Rebels Quartet, Blackwood Boys Quartet.

6 p.m., Friday, Oct. 15:
- Singing by the LeFevres, Blue Ridge Quartet, the Prophets, Johnson Sisters, Happy Goodman Family, Couriers Quartet, and many other quartets.

10 a.m., Saturday, Oct. 16:
- Amateur gospel contest, Trophies will be awarded to winners.

1 to 5 p.m., Saturday, Oct. 16:
- Gospel concert featuring guest professional groups, semi-professional groups and winners of the morning amateur contest.

5 p.m. Saturday, Oct. 16:
- Guest parade of quartets, featuring more than 50 groups in the largest array of talent ever assembled in a live gospel concert anywhere in the world.

10 a.m., Sunday, Oct. 17:
- Congregational singing, special program of music by outstanding singers; sermon by The Rev. House Lister, assisted by The Rev. Carl Hurlt of Flint, Mich., chaplain of the convention.

12 noon to 5 p.m., Sunday, Oct. 17:
- Concert program by all groups.

WILL TOUR ORIENT

Christian Troubadors To Entertain Military


The group, booked for the tour by the Defense Department in cooperation with promoter Ken Duncan of Marion, Ill., is composed of Wayne Walters, Phil Reece, Bill Carter and Frank Petty.

The government is using an increasing number of gospel groups to entertain servicemen at the many far-flung U. S. bases overseas. Groups have made overseas tours for the government are the Gospel Echoes, the Rangers, the Stamps Quartet. Duncan said many more groups will be asked to go in 1966.

Welcome

The 10th Annual National Quartet Convention

Ellis Auditorium

Memphis, Tennessee, Oct. 14-17

Plan Now to Attend This Outstanding Gospel Music Event

James Blackwood, Pres.
National Quartet Convention

Gospel Music

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SHAPED NOTES

By ELTON WHISENHUNT

Congratulations to the Stamps Quartet, who last week released their new album, "The Old Rugged Cross," (Skyline Records LP/SSLP-6034). Available from your Skyline distributor.

Green to Billboard

NASHVILLE—Robert Green, manager of WSM, Ga., who attended David Lipscomb College and Nashville Bible College in Nashville's office. He will work in advertising sales, concentrating on gospel music and talent ads.

Green replaces Don Light, who resigned last month to form Don Light Talent, Inc., for exclusive booking of gospel talent. First such agency in the gospel music industry.

Stamps Sing To Servicemen

MEMPHIS—The Stamps Quartet played to U. S. servicemen in the Dominican Republic Sept. 13-17 in a U.S.-sponsored talent tour which were coordinated by Gen. Robert E. Lovins as providing "the greatest show we've ever had."

The quartet, managed by bass singer J. D. Sumner, was accompanied by backup singers Harold and Joseph Hoffman, brothers of Greenville, N. C.

The quartet sang three shows a day from 500 to 800 men at each showing. Emcee Roger McDuff made a three-minute religious talk at the end of each show.

Sumner said the impact on the servicemen was "terrific. I was really surprised. The man who had been drinking beer and cursing quieted down. Roger led them in prayer. I have never seen such an impact on a group of men before."

ABERNATHY EXPANDS CANTON, Ga.—Lee Roy Abernathy, gospel music composer, publisher and teacher, recently enlarged and equipped his Abernathy Sound Studio here with modern equipment and opened it to general recording business.

THE TALENT-LADEN STAMPS QUARTET HAS JUST RELEASED A NEW ALBUM THAT'S SURE TO PLEASE THE FANS OF DOXOLOGICAL MUSIC ALIKE. THE LAST ALBUM, "THE TALENT-LADEN STAMPS QUARTET," MADE IT TO NUMBER ONE ON THE BILLBOARD "GOSPEL MUSIC ALBUMS" CHART.

RANGERS BUSY WITH TV; FILMING NEW COLOR SHOW

The Rangers from left: Darrell Johnson, tenor; Ronnie Page, lead, and David Reece, baritone and pianist

One of the few gospel groups which performs as a trio and feels it doesn't need five members to achieve a fullness of sound is the Rangers, a group which instills a Western flavor into its performances.

The trio, based in Nashville, is composed of Ronnie Page, manager, who sings lead; David Reece, baritone and pianist, and tenor Darrell Johnson, who sings many solos for the group.

The Rangers have a busy TV schedule in Nashville and don't travel as much as other gospel performers.

Also, the Rangers and the Chuck Wagon Gang last month started taping for syndication a 15-minute gospel TV show, the first gospel show in color, Producer Programming, Inc., of Atlanta.

FILMING NEW COLOR SHOW

The Rangers began as a quartet in 1948 and changed to a trio in 1958. Page has been with them a year. Before that, he sang with the Oak Ridge Quartet and the Chuck Wagon Gang. Johnson has been with the group several years and Reece, who started with the original Rangers, has been with other quartets but always went back to his first love, the Rangers.

The thing the Rangers present is part of is their non-week tour of Europe this past summer to entertain U. S. servicemen. It was an arduous grind, but one which afforded them much personal satisfaction. Page said Scripture Record Co. of Newark, N. J., which records the Rangers, recorded some of the performances live and recently released them in album.
ENGINEERS A GO-GO!

HOT 100

STAR performers—Sides registering greatest proportions upward progress this week.

1. EVE OF DESTRUCTION
2. I'M A HAPPY MAN
3. HOME OF THE BRAVE
4. IT'S THE SAME OLD SONG
5. NOTHING BUT HEARTACHES
6. JUST A LITTLE BIT BETTER
7. WHO'LL BE THE NEXT
8. HEARTACHES, BY THE WAY
9. SINCE I LOST MY BABY
10. I CAN'T HELP IT

11. IT'S GONNA TAKE A MIRACLE
12. I'M GON'T HEAR You
13. IN THE MIDNIGHT HOUR
14. DOWN IN THE BOONDOCKS
15. YOU'RE IN HEAVEN, BABY
16. MOONLIGHT AND ROSES
17. DO YOU BELIEVE IN MAGIC
18. DO YOU THINK OF ME
19. I'M YOURS
20. AGENT DU SOUL

67 75 88 I WANT TO (Do Everything for You)

33 44 58 I'LL MAKE ALL YOUR DREAMS COME TRUE

45 57 71 MOHAI RT SAM

56 58 71 "THE GIRL FROM PEYTON PLACE"

78 84 99 "THE GIRL FROM PEYTON PLACE"

ENG INEERED BY BILL PORTER AND TOMMY STRONG

"Sincere Appreciation For the Opportunity To Be of Service"

Congratulations To Canadian Chart-Makers Bobby Curtola, Michel Louvian, Margot LeFebvre, Dianne Leigh. (D.J.'s Welcome Week of October 18-23.)

FRED FOSTER STUDIOS

BIL PORTER, Gen. Mgr.
319 - 7th Avenue, North
Nashville, Tennessee

BILL PORTER, Gen. Mgr.
319 - 7th Avenue, North
Nashville, Tennessee

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versary of the "Grand Ole Opry," which was started by the "WSM Tennille River" version. George D. Hay, who operated the show for many years as "the lonely old judge." Hay started the show with one artist, Uncle Jimmy Thompson, 80, a fiddler, and saw it increase so in stature that it is the oldest continuing show in the U.S. and has for years been the top country music show in the world. While Nashville is the world center of country music, it is also the No. 2 recording center in the U.S. and many pop stars record here. Thus many pop music people will attend the festival in addition to the country music delegates.

A pre-convention highlight is the taping of the "Jimmy Dean Show" Oct. 14 at the Grand Ole Opry House. This show will be taped and released on Billboard's annual country music awards will be presented. These 18th annual awards, most coveted in country music, will be in 13 categories, with five finalists selected by over 100,000 country music radio listeners. The winners will be determined by vote of Billboard's subscribers. The show will be televised Oct. 22.

Many in the industry have made plans to arrive in Nashville for the Oct. 14 taping and stay over the following week for the festival. The festival said he expects between 3,000 and 4,000 industry delegates to the festival.

Here is the schedule of events in chronologic order with the sponsor, whether WSM or WMA, Portland after each event. The only exceptions are the WMS Awards Banquet, sponsored by BMI and is by invitation only.

Oct. 17: First Annual Music City U.S.A. Pro-Celebrity Golf Tournament, Bluegrass Country Club, Hendersonville, Tenn. (CMA)
Oct. 17: 9:30 a.m. — CMA Board of Directors meeting, State Capitol (CMA)
Oct. 20: 11 a.m. — Registration of Delegates, Andrew Jackson Hotel (WSM); 5:30 p.m. — CMA membership meeting and election of officers, Andrew Jackson Hotel (CMA); 7 p.m. — BMI Awards Dinner, Belle Meade Country Club (invitation only) (BMI)
Oct. 22: 9:30 a.m. — WSM breakfast and entertainment by "Grand Ole Opry" cast, Grand Ole Opry House (WSM); 12:30 p.m. — Decca Records party, Andrew Jackson Hotel (WSM); 6:15 p.m. — Friday Night Opry, filming of TV show, Grand Ole Opry House (WSM); 7 p.m. — CMA banquet, show and dance, Municipal Auditorium (CMA); 10:30 p.m. — BMI members' records dinner, Hermitage Hotel (WSM); 10:30 p.m. — Saturday Records recording version, Grand Ole Opry House (WSM)
Oct. 23: 8:30 a.m. — RCA breakfast, Andrew Jackson Hotel (WSM); 12 noon — Columbia Records luncheon and entertainment, Grand Ole Opry House (WSM); 3:00 p.m. — United Artists show and reception, Hermitage Hotel (WSM); 5:30 p.m. — Capitol Records party, Andrew Jackson Hotel (WSM); 6:30 p.m. — Grand Ole Opry" show, Grand Ole Opry House (WSM); 10 p.m. — Pamper Music dance, Municipal Auditorium (CMA)
Oct. 24: 7:30 a.m. — Columbia Records coffee, Hermitage Hotel (WSM)

Miss Pearl, Drury Aid N.O. Victims

NEW ORLEANS — Country comedy star Miss Pearl and James Drury, star of "The Virginian" TV show, headed a two-hour benefit rally last week (25) in this disaster-stricken city. The Red Cross-sponsored rally, staged at the Marli Grand Fountain on Lake Shore Drive, is the first of several to benefit the thousands left homeless and destitute by Hurricane Betsy.
NASHVILLE SCENE

BY ELTON WISEHUNT

CHART CHAT—Candidate for most different title this week: "Mama, Don't Let Papa Drive the Blues," sung by Paul Durham on Mallbrook's Record label. Willie Nelson may have achieved some sort of record with his recently released RCA Victor album, "Country Willie." He wrote all 12 of the songs himself. ... A fan club for Blackie Minor, star of "Rocky" is being organized. Blackie's next project, "Are You That Person," has been started by Bettye F. Kendall, 801 E. 14th Avenue, Denver.

UNIQUE Hobbies—Artist-composer John D. Lourdelmik claims he makes music out of air in bottles. "It's better than whiskey," he said.

TOWN AND COUNTRY—Chuck McGinnis, program director at WNOX, says Vaughn, reports Dick Curless is so popular in the New England area he outdraws any other country star there. ... Curley Joe Church, deejay at WAKY, Waynesboro, Va., staged a talent contest before a crowd of 3,000 which included a preliminary to a recent Kitty Wells show there. ... Jerry Lee Lewis is in Nashville recently for more of his record recording.

TOUR TOPICS—Pee Wee King tells me he expects he will miss the Country Music Festival here Oct. 21-23, but he is tied up all during October on tour. His next scheduled concert takes place at the Collins Sisters, Redd Stewart and Jack Lemon. On the same tour also are Charley Gracie, Louie and Orson, the Collins Kids and Mary Taylor. ... George Morgan is playing military bases in Germany, Italy and France for the rest of the month and, it is hoped, to make it to Nashville for the festival.

CHANGE-UP—The Anita Kerr Singers have lost Anita Kerr to Hollywood. She and her new husband, Robert, have moved to Geneva, Switzerland, moved there recently. Anita will continue in arrangements, recording and jingles there. The other three Anita Kerr Singers, Dottie Dillard, Gil Wright and Lou Nunnery, will continue to operate in Nashville. The fourth singer will be either Millie Kirkham or Winnie Brent, or both alternately.

HOP-SCOTCH—Mac Wiseman, folk and bluegrass artist, has formed his own label, Wise Records. ... Earl Scruggs' book about the banjo will be out in December. For the uninitiated, Scruggs is the leading exponent today of the bluegrass style of five-string picking on a five-string banjo. ... Eddy Arnold will sing in concert with the Dallas Symphony Orchestra, Dec. 11. ... Ray Price will be booked by Hal Smith Artists Productions beginning Dec. 3.

SIGNED—Pamper Music, Inc., signed four new writers recently—Bob Stroud, Linda Flanagan, Bob Prather and Benny Martin. RCA artist Carl Reif has signed with the Bob Neal Agency for exclusive bookings. ... Sonny James has signed to appear on the ABC-TV show, "Swing Around," Oct. 18 in Chicago. ... A Music City contingent left this week (29 for an 18-day tour of Japan. Artists include Chet Atkins, The Browns, Skeeter Davis, Hank Locklin.

‘Opry’ Adds More Shows Next Season

NASHVILLE—Four performances of the “Grand Ole Opry” instead of two will be performed beginning next summer to accommodate the thousands of persons turned away each year, Station WSM officials announced last week.

At present there is a Friday night show, added a few years ago, and the Saturday night show, the big one. The new format will be to add a Saturday 2 p.m. show and split up the one Saturday night show into two.

Station President John H. DeWitt Jr. said the first Saturday night show will be from 6:30 to 9 p.m., (starting time at present is 7:30 p.m.), with a half hour intermission to clear the house. The second show will be from 10 p.m. to 12:30 a.m.

The Grand Ole Opry House seats about 3,000. During the summer, crowds swarm in from all over to see the "Opry." On one Saturday night in July, there were 7,008 paid admissions, achieved by doing one show, asking the people to leave, doing another show; then doing a third show at midnight.

YESTER YEAR’S COUNTRY HITS

Change-of-pace programming from your librarian's shelves. Relaxing the hits 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.

COUNTRY SINGLES— 5 Years Ago October 3, 1960
1. Ahaban, Cowboy Copas, Stanwy
2. (I Can’t Help You) I’m Falling Too, Skeeter Davis, RCA Victor
3. On the Wings of a Dove, Ferlin Husky, Capitol
4. For Gettin’ Better, Jim Reeves, RCA Victor
5. Heart to Heart Talk, Bob Wills and Tommy Durst, Liberty
6. Anymore, Roy Drusky, Decca
7. Please Help Me, Pat Fanning, Hank Locklin, RCA Victor
8. I Don’t Believe I’ll Fall in Love Today, Warren Smith, Liberty
9. Cool Love, Lou Smith, Top Rank
10. I Know One, Jim Reeves, RCA Victor

COUNTRY SINGLES— 10 Years Ago October 1, 1955
1. I Don’t Care, Webb Pierce, Decca
2. Cattle Call, Eddy Arnold & Hugo Westphal, RCA Victor
3. Satisfied Mind, Porter Wagener, RCA Victor
4. Just Call Me Lonesome, Eddy Arnold, RCA Victor
5. Ragtime Ramblin’ Man, Young, Capitol
7. Satisfied Mind, Red & Betty Foley, Decca
8. Satisfied Mind, Jean Shepard, Decca
9. There She Goes, Carl Smith, Columbia
10. Young Comes a Sucker, Jim Reeves, RCA Victor

Another Hickory Ringer

Ernest Ashworth
Star of the Grand Ole Opry

For "Mr. Chart Maker"

The Dj's Scene of Destruction

Hickory 1325

C/W Scene of Destruction

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These Country Deejays Break and Make Songs

By CLAUDE HALL

Every time Cash McCall, country music disk jockey at WJCO radio in Jackson, Mich., plays a record on his program, quite likely he's slipping another record—one of his own—into an envelope to mail to another disk jockey. McCall records for Topic Records. His latest record, "It's Too Late," was recorded in the Bradley studio in Nashville and McCall was supported by the session by Mother Maybelle Carter and two of her daughters, Helen and Anita. All expenses, McCall said, came out of his own pocket. But, with any luck, McCall may get one of his songs picked up and placed on a major label. He knows he needs a hit record.

In the meantime, he's a deejay on a full-time country music station. He plays his own records, of course, on his program; that gives them some exposure. In September, the station's local survey showed his "Once in Every Lifetime" as the No. 1 in sales during the week of 11-17. In addition, the 25-year-old singer has his own band—the Greenslacks—and they play three nights a week in local nightclubs. When Nashville performers come through on tour, like Loretta Lynn or Skeeter Davis, he joins their show for the area. Nashville radio stations and deejays in the country music field feel his star is rising, and it's possible they may offer him work as a disk jockey for radio stations. The late Jim Ed wooden, McCall's manager, is looking for a disk jockey to fill in, and McCall appears to be one.

Seventeen of the greatest names in the country music field are hitting the air with their own deejays and disk jockeys in radio stations. Some of the names are Johnny Cash, Charley Pride, and Waylon Jennings. They are playing records, doing interviews, and promoting their own records. The deejays, who are usually on the air for several hours a day, are not only playing their own records, but also playing the records of other performers. They are also writing and producing their own shows, and they are often involved in the promotion of their own records.

These Country Deejays

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### RADIO TV PROGRAMMING

**WTMJ Listeners Keep Their Hands Off the Dials**

**MILWAUKEE** — Milwaukees' ears are loyal. Nearly 66 per cent of them said they listen mainly to one station. His loyalty is not shared among women—67 per cent—and people in the 21-34 age group—70.6 per cent. The most loyal station is WTMJ, a good music program maker.

A survey conducted for WTMJ by the National Association research firm among 793 individuals and older found that 98 per cent of the kids, one of the best known in the field of radio.

**STATISTICAL BY FORMATS**

**AM RADIO FREQUENCIES**

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## Deejays Break and Make Songs

### Continued from page 48

about two years ago. He spins records, does the morning show, and also hosts the 3:00 to 7:00 p.m. show. "I try to do it around 9:00 p.m., but then the next program begins at 10:00 p.m."

### Millikan Did It

One of the greats of the country music world is Millikan. Millikan, who wrote and recorded one of the classics, "I Can't Get Along Without You," worked in radio several years ago, including KPC in Port Angeles, KTRM in Beaumont, Tex. Then came a fortuitous break for the performer on the "Grand Ole Opry" in Nashville; he still does road shows with "Grand Ole Opry" and "Grand Old Opry". Millikan toured the Far East with a troop of country music stars.

Millikan recently worked in the country music field. He did not reveal anything personal, but is familiar with the song. "I was the writer of the song, but not in his right, author of "You Are My Sunshine,"" said Millikan, a former Ole Miss student of Tennessee.

In radio now with a 3:00 p.m. show on KTW in Houston, to which he commutes from his home in Dallas, Millikan recently signed a recording contract with Musicor Records. The type of deejays we wanted to fit you into a country format. It's easy just to set up a Top 40 format, but it's the right type of air personality.

One of the features that has helped the station, he said, was recent competition in the Seattle market. "This is a new station," said Jerry Team, the station's program director. "The station's a new program, so we're building a new audience."

### Live Talent Sparks KJR

### KAYO to Top in Seattle

### Continued from page 48

Millikan is no stranger to the Seattle area, having worked there for several years. According to the station's bulletin, Millikan is familiar with the music and has a strong following in the Seattle area.

### YESTERDAY'S HITS

#### POP SINGLES—5 Years Ago

1. My Heart Has a Mind of Its Own, Dennis Franz, MGM

2. Chain Gang, Sam Drake, RCA Victor

3. Mr. Carter, Larry Evans, Era

4. Tell, Buddy Checker, Checker

5. A Million to One, Jimmy Ratob, ABC

6. Save the Last Dance for Me, Jimmy Patrice, ABC

7. It's Not a Love Song, Johnnie Ray, ABC

8. Walk, Don't Run, Ventures, Del-Fi

9. Oh,000 Facts to the End, Artie, RCA Victor

10. The Theme from the Apartment, Based on the movie "The Apartment", Shaw

#### R&B SINGLES—5 Years Ago

1. Riddick, Brook Benton, Mercury

2. Chain Gang, Sam Drake, RCA Victor

3. The Twist, Chubby Checker, Parlophone

4. Fool in Love, Ike and Tina Turner, ABC

5. My Darkest Diamond, Etta James, ABC

6. That's Right, King, Southern Records

7. The Better Birth, Darlene Washington, ABC

8. A Million to One, Jimmy Ratob, ABC

9. She's Got It, Elton John, Parlophone

10. I'm Gonna Be a Country Man, Jimmy James, ABC

### WABC-FM—3:00—10:00 AM

#### Live Talent Sparks KJR

#### KAYO to Top in Seattle

#### Continued from page 48

KIXI. For more details about radio stations, including schedules and formats, please visit www.americanradiohistory.com.
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(available only on orders for 500 or more)
Some Happy Months Ahead In N. Y. for 'HotSeptember'

BOSTON—Reminiscences is the key word for 'HotSeptember,' a musical which is based on William Inga's hit play, "Picnic," which rocketed off to a feathered success at Boston's Shubert Theatre (14). It's reminiscent of "Old Acquaintance" and "The Little Foxes" and contains a few of the most pleasing pieces of "Wish You Were Here" thrown in for extra measure and is probably louder than all three combined.

And in spite of a book that lacks distinction, lyrics that are elementary, tunes that are a cluttered freony and some acting that would be unmentionable in high school dramas, it is possible that New York will take it to its heart as a hit. The reason? It is fast, lively, virile and bawdy to the point of being vulgar and gauche at times. It has all the basic ingredients of an old-fashioned musical with large dollops of Kansas opera, corny humor, slapstick situations, and the Boston audience's reaction is any indication, should just about roll them off their seats.

Musically, it has great, big rearing numbers like 'Show Me Which Are the Times Ahead,' which ends in the longest frong note I have ever heard. It is sung by four old maid teachers, an indelicate and raucous grotesque which brings down the house, together with unbelievably sentimental, banal love songs such as 'You and Something More.' Many of the musical numbers evolve more or less as reiterations that singles in the folk opera style, and the album could provide loud, sweaty sentimental entertainment. But the two young leads do not sing very well.

Rascals Have The Sound to Make It Big

NEW YORK—The Rascals, who opened Tuesday night (21) at Harlem's discotheque, have created a new sound. Call it Top 40, "contemporary," or rock 'n roll—with a root of blues—the four performers offered some unique harmonies. Their impact was bombastic on such songs as 'Can't Do That' and 'Come See About Me.' Felix Cavaliere's fine organ work is a standout. Their screaming effect on "Slow Down" was wild and exotic.

General observations did some excellent singing on 'Like a Rolling Stone,' then "Sports." The album is a standout. It has the power.

The group has been signed by Atlantic Records.

CLAUDIE HALL

RCA's Jet Set: Artists On International Road

NEW YORK—RCA Victor's global spread is pointed up anew with the large number of artists currently signed to RCA's overseas operations. In addition to all the American artists, RCA also has a tour going for Barry McGuire and P. F. Sloan, who record for the Dunhill label here but whose records are handled by the RCA companies overseas. McGuire, who has the current 'Event of Destruction' click, and Sloan, who has written songs and who records for Dunhill, as well, are due in London Oct. 15. They will play a few television shots and promotional shows before they're slated to leave London Oct. 27 for Rome where they'll do some recording work.

Among the Victor artists set to make the foreign scene are the Womenfolk, in London Oct. 11-20 for TV and concerts; Peggy March, in Paris, Oct. 12-14, for concerts and recordings; Jim Edward Brown, in Paris Oct. 15-20, for TV and radio recordings, and Chet Atkins, the Brown, the Kinko's, and Davis Brothers, who will tour Japan Oct. 1-18 in December.

Among the artists winding up engagements overseas are King Curtis in Rome and Berlin Sept. 19-20; Gale Garnett, who did promo- tional shows for RCA in Paris, Berlin, Rome and London this summer, and the Joe Williams, who had concert and club dates in London Sept. 16-30, and Peter Nero, who recently filmed six TV shows for BBC-1 and BBC-2.

And there's always the beginning classical buyer, who wants the established works and doesn't want to make a major investment in building a library. The student who knows value and is able to recognize the intrinsic worth of a musical work and select fine periodical records.

And worth there is. Though the records are, as a rule, well known in this country, nobody pays $5.98 for a record. Even the highest priced label doesn't detract from its desirability. All told, the share of market outlook for budget classical records is a healthy one.

October 2, 1965, BILLBOARD
now we can say
THIS IS THE ONE!
#1 in ENGLAND, headed for #1 in U.S.

DONOVAN'S UNIVERSAL SOLDIER

DO YOU HEAR ME NOW
HICKORY 1338
**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from making a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing on the Hot R&B chart.

**THE MAN DOWN THERE**... Marsha & the Vandellas, Gordy 7045

**LOVE (Makes Me Do Foolish Things)**... Martha & the Vandellas, Gordy 7045

**OLE MAN TROUBLE**... Old Redding, Voice 128

**THINK**... Jimmy McCracklin, Imperial 66129

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**RHYTHM & BLUES**

**TOP SELLING RHYTHM & BLUES SINGLES**

Billboard Special Survey for Week Ending 10/2/65

**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from making a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing on the Hot R&B chart.

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**THEMAKER**

Clifford Brown, Smith, KCOD, Houston

**A Time for Love**... A Time for Love by Lou Johnson, Ten 13

Mr. Soul—But Herbie, Precision 199

Ain't That Love... Ain't That Love by Jack Good, Empire 5122

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

Clifford Brown, Smith, KCOD, Houston

**NEW ALBUM RELEASES**

- Continued on page 42

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**TOP SELLING R&B LPs**

Billboard Special Survey for Week Ending 10/2/65

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**DJ SPOTLIGHT**

Clifford Brown, Smith, KCOD, Houston

Clifford Brown has been in radio for more than 10 years, spend a year or two at WACO in San Antonio, he has been the number 1 R&B artist on the Billboard charts. He is a public relations representative for the Stax label, a weekly show for a local radio station, his bookings are excellent and looking for more, including "Today's Greatest R&B Hits"... recorded by Danny Barne, he handles a 4:00 a.m. slot for the KISS and is the father of two daughters.

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Lessons Are Sweet
Music to Ears of West Coast Dealer

BY GODFREY LEHMANN
SAN FRANCISCO—There's more to selling records than selling 
records. The Kay Musical Instrument Co., 2391 Harrison 
Street, San Francisco, has long known that. He sells music 
lessons, too, and, although he barely breaks even after 
paying his instructors and supplying practice studios, what 
this means to his record and accessory department is the 
secret of all—music to his customers.

The music lessons bring the kids and their parents into the 
store regularly, and this means movement of instruments. Sheet 
music to match the records, record 
shows to hear how the music ought to sound, and it means 
waiting-around time (10 minutes before lesson time, or 15 
minutes if the parent wants to pick up his son or daughter). The 
waiting time is impure time, and the musical record depart-
ment is positioned so one has to pass both the accessories or the instrument 
department.

The character of the West Port Musical Instrument store is the heart 
of one of San Francisco's most interesting neighborhoods, and has 
changed somewhat in the two and a half years since Harris has owned it. It used to be a source 
for all kinds of hard-to-find records, and for two decades or more the store built its reputation on record finding.

The neighborhood is a section of the population of teen-agers in the 
neighborhood, Harris decided it was time for a metamorphosis. The 
dedicated musician who follows the SheQuel Society, and the 
curious guitarist may now find all he wants musically at Ross Harris'

He started by selling guitars about five years ago. After some 
lessons on this instrument, and adding such other fretted 
instruments as mandolins, banjos, melodeons, and miscellaneous fretted 

Disclosed last week, the trans-
action involves the exchange of 118,895 shares of Seeburg com-
mon stock for all the common stock of Kay, immediate merger of 
Kay into Seeburg will see the latter firm assume all obligations of 
the newly-held Kay co-

Seebug Corp. Acquires 
Kay Instrument Company

BY RAY BRACK
CHICAGO—In a stock ex-
change transaction, the Seebug Corp. has agreed to acquire 
the Kay Musical Instrument Co., maker of guitars, bass viols, cellos, clarinets, saxophones, and miscellaneous fretted 

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Seebug officials reported that Kay sales this calendar year will hit an estimated $10 million in earnings in the area of $500,000. In the future, Seeburg will handle the acquisition on a pooling-of-interests basis.

Distribution

Distribution of Kay products, according to Thomas L. Merrick, Seebug vice-president/marketing, will remain unchanged. A wholly owned subsidiary of Kay, Barth-Feinberg, Inc., New York, will serve as wholesaler of Kay products.

Principal Kay production and office facilities are located near Chicago in Elk Grove Village, employing 500 persons.

Present Kay management, Seebug disclosed, will continue with the company, assuming di-

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Announcing a new low rate for situations wanted ads to help people in the allied fields of music, record promotion, entertainment to make the right best paying contacts. Rates: 500 words, $2.50, minimum $3.00. Make check payable to prospective employers.

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With all internal facets of show business companies to operate, inventory control, placing parts, production control, artist management and promotion.

References, salary open.

Write: BOX 210, Billboard 165 West 46th St.

New York, N.Y. 10036

**International Exchange**

Announcing a new low rate for situations wanted ads to help people in the allied fields of music, record promotion, entertainment, to make the right best paying contacts. Rates: $2.50 for 500 words, minimum $3.00. Make check payable to prospective employers.

**Help Wanted**

Entertainers

Need fill-in between shows.

Top pay, flexible hours.

Male or female.

No experience necessary; appearance counts.

Call:

TEMPORARY THEATRE LTD.

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**Record Distributors**

We have many Cadence LP's from $1.50 up. We purchased right price. We also have issued labels in lp's in assortments of 25 priced as follows:

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We specialize in 45's in current top hits and we also sell giveaway or inside package records, the latter at 50c per hundred. No quantity too small or too large. We also will package for you or you can sell your packages as follows, each for $1, cost 35c, or 5 for $1.25 cost 35c. We also have ten-cycle package records to sell at 49c, cost 35c, and 10 records to sell or $1.75 cost 75c. Our price is in our top hit single 45 rpm in prepaid poly bags, cost 35c, pricemarked to sell in following price brackets: 25c, 19c, or 35c to 59c.

**Thanks To**

Aaron Sternfield of Billboard

The True Story

(212) LT 1-9363

David Lawrence Rolnick

Say You Saw It in Billboard

**Collegiate Musicians & Vocalists**

**Compete for Prizes and National Recognition**

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**27 Minutes From Lindy's**

**6 TUNES**

A great catch for your next Fourth of July party. 32x37 sq. perfect guest house, 4 bedrooms, 3 baths, 2-car garage. Desirable rustic community perfect for ARTISTIC OR MUSICAL FAMILY.

**RATES**

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Elop 628-4242

Elo 695-2843

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Music Maker Promotion Network

New York City

20 Years' Dependable Service

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Also, Long Distance! Major Record Label Contacts

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Wanted: Agent's Courtesy

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SEND US YOUR TAPE...We do the rest!

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**Promotion Consultation**

All questions answered about recordings, distribution, pressing, shipping, music publishing, etc.

No job too small

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MORTY KERMAN PROMOTIONS

1550 Broadway

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**Don't Be Left in Natty, Regina and Raggedy Ann. For reprints:参考: 1209-360-5251, Billboard.

**Billboard's Great Full Color Christmas Magazine Catalog Direct!**

**BILLY**

**NEW YORK, N.Y. 10006**

**PHONE: AREA CODE 212, P-21600**

**Account**

**Business**

**Name**

**Title**

**Address**

**City & State & Zip Code**

Please enclose your payment. We do not bill for classified ads.

The following is a list of Classified Rate cards for additional information or assistance contact classified ad

No 11750, P. 21600

**For Additional Information or Assistance Contact: Classified Advertising Department, 1550 Broadway, New York, N.Y. 10010.

**Classified Ad Sales Manager:**

**Billboard**

**Box 9332, New York, N.Y. 10036**
Machine Thievery on Decrease

By RAY BRACK
CHICAGO—With but a few regional exceptions, theft of ma-
tech and cash contents is showing an encouraging decline.

"We get very few theft complaints," declared the Northwestern Corp.'s Ray Greiner.

Exceptions

There are exceptions to the trend. Hows the Minneapolis police report of a rash of bulk vending machine thefts resulted in a loss of at least $5,200 to the trade.
The thefts are, in the main, attributed to a roaming team who posed as routine(UnityEngine, informing location owners that they were "taking the machine out for service."

The pair had keys to many of the machines and were able to open them without difficulty. The Minneapolis menace is now apparently ended, however. The pair attempted to use the method in a large supermarket chain location—whose own machine, and one man was arrested when police halted his Cutlass automobile at a roadblock. The arrested man faces trial soon on theft charges.

"There isn't much danger of theft from small stores," commented Earl Groth, Vendall Distributing Co., Minneapolis, "because the owner usually knows the operator. The greatest amount of theft is in large stores."

Strict Rules

To foil thieves, manufacturers and distributors have initiated strict rules regarding issuance of machine keys and opening machines.

"We require that all persons requesting keys provide us with information about where, when, and from whom the machines were purchased," Greiner said. This has become standard policy for most manufacturers.

"We will not provide keys to anybody we do not know," declared Paul Crisman of King & Co. here, and "we will never open a machine—not for anybody.

In addition, manufacturers are now offering replacement locks for their machines for which key issuance has been carefully restricted and may be continuously controlled.

Carried Away

With the possibility of easy opening removed, thieves have dropped off substantially. However, machines are still being carried away on occasion by persons posing as servicemen.

A suggestion to help curb this type theft has come from Gerald Woodard of Nu Products Co. in Minneapolis. "Even a private lock will not stop thieves from removing machine repair," he said. "Therefore, I suggest the following procedure as a possible means of reducing this problem to some extent. Each time the operator services a location he could give a sales receipt rubber stamped as follows:

DO NOT PERMIT ANY PERSON TO SERVICE OR REMOVE THE VENDING MACHINE UNLESS HE CAN PRODUCE THE ABOVE RECIPI

"If this procedure is followed it is unlikely that an impersonator could get away with saying that he works for the vending company."

Meanwhile, though outright machine theft is declining, vandal damage to machines—particularly those located outdoors—continues a major problem in some areas of the country. And the solution to the problem hasn't been advanced.

"I don't know the answer," remarked Max Hurvich, veteran partner in Birmingham vending Co., Birmingham, Ala. "We can't change human nature."

Mass. Tax Bills Defeated, But New Measure Looms

BOSTON — Two measures which would have penalized the vending industry were defeated last week in the Massachusetts General Court (legis-

- lature)., but a bill which will penalize bulk vending adversely is due to be introduced soon.

Harold Folz and Roger Folz, owners of the Folz Vending Co., Ocean St., N. Y., have been working in Boston in an attempt to kill the very measure which the bulk vending industry is afraid of.

The Folz brothers were successful in organizing a New York state legislative campaign which resulted in the exemption of most bulk vending products from a statewide sales tax. They are attempting to do a similar role in Massachusetts.

The recently defeated measures included a Democratic-sponsored bill which would have placed a 5 per cent tax on all items sold through vending machines, and another bill, sponsored by the state's Consumer Council, which would impose a statewide 3 per cent sales tax.

The new measure is a 3 per cent sales tax, and food and confection items exempted.

Macman to Show In Florida

OCEANSIDE, N. Y.—Macman Enterprises will unveil a new television character created by the studio's production staff and a top-name vendor at the Miami Show, to be held here in early 1965.

One of the items, according to company president Hank Greenberg, will be a 10-cent machine for the Jetson (the recent hit of the National Vendors Association board of directors meeting in Miami Beach.

One of the items, according to company president Hank Greenberg, will be a 10-cent machine for the Jetson (the recent hit of the National Vendors Association board of directors meeting in Miami Beach.

"We will be unveiling another licensed television character," Greenberg said. He did not identify the character, however.

would eliminate primarily one vending product—charams. The Folz brothers are seeking an amendment which would also exempt items selling for 10 cents or less from the tax. This means that most vending machines would not be subject to the tax.

You Count More With Oak

Wrapped Gum Vendor

This new concept in vending dispensers paper-
wrapped merchandise without sticking. Think of the time you save in service. Just "dump" merchandise the same as you would bulk gum, nuts or candy. Attracively designed with all the popular features of the Vista Model machines, the new wrapped gum vendor accommodates all sizes of wrapped items and includes a variety of features. The dispensing unit is precision engineered and crafted of long life tuflon which assures you trouble-free operation. The Oak vendor measures 16¾" high, 8½ wide, and 8 deep. Wh. is 7½ lbs.

October 2, 1965, BILLBOARD
MAINE

A Survey of State Business Regulations

Sixteenth in a series of reports on State vending machine laws. By no means exhaustive, each article calls the name and address of the State official from whom full information may be obtained. Clip and save.

AUGUSTA, ME.—Contacting the State Tax Commissioner, Taxation, Billboard received the following letter from Ernest H. Johnson, State Tax Assessor:

"There is no State license required, nor are there any State regulations regarding coin-operated vending devices in general.

"Vending machine operators who are engaged in selling certain types of products are subject to licensing provisions in some cases, but these licensing provisions relate to the type of product sold, rather than to the operation of vending machines as such. For example, the sale of certain foods through vending machines requires a State license, as does the sale of cigarettes, local liability.

"Furthermore, there may be sales or tax liability with respect to the activities of the vending machine operator in this State, and there is, of course, local property tax liability.

"The operator would be wise to investigate local license and tax requirements before expanding his route into an unknown area.

"For complete State tax and licensing data, contact: Ernest H. Johnson, State Tax Assessor; State of Maine Bureau of Taxation, Augusta, Me. 04330."

Florida Chain To Add 40 Stores

JACKSONVILLE, Fla.—The 288-store Jackson Mint Market chain will add some 40 stores in the next two years, the company announced recently.

The company has stores in North and South Florida and Puerto Rico.

FINDING LOCATIONS

Take a Good Look

At Coin-Op Laundries

DENVER—There's no better bulk market than coin-op dry cleaning establishments, says Pete Lapham, bulk operator here. Lapham observes that the customer who brings in a load of dry cleaning will be more or less "attracted" to the spot for almost an hour.

He has installed bulk vending in all three of the first coin-op dry cleaning plants in the Denver area: vending machine, gum, and toffee and candy vending machine.

In each case, volume immediately expired the collection at good spots, primarily because dry cleaning customers with time on their hands inevitably begin digging for the penny.

If it's a fact that 9 out of 10 customers arrive with small children accompanying them, as Lapham said, children, understandably, are difficult to control over long periods of time when there is no planned entertainment. Capsules are sold out in a game of pinball, playground equipment, etc. Mothers hand a handful of peanuts, gum, etc., from the vending machine the does job effectively, he declared.

Such new plants are easy to locate, according to Lapham, through laundry-establishment distributors, who are constantly working out the details for dry cleaning control systems. Lapham said, because of the relative shortage of the equipment distribution in forlorn areas of the country, vending machine manufacturers can be obtained, but there are no standards for the industry, and the availability of vending machines is extremely limited.

Lapham, a part-time operator who is an independent contractor as well, has eight machines in one location, and six in each of the other two. He puts the emphasis on the candy and gum in all three, and the pocket change capsules as well. In one location, which has been doing anywhere from 85 to 115 bags of dry cleaning per day, a standard vending machine has 800 bags of gum and 1500 bags of candy.

For some reason, children in the Atlanta area will not spend their dimes for cashes, but will cheerfully do so for vending items, the operator said, as long as they are for three years. The operator has made a number of suggestions, but reports consistently good results.

For some reason, children in the Atlanta area will not spend their dimes for cashes, but will cheerfully do so for vending items, the operator said, as proved by more than three years of experience. The operator has made a number of suggestions, but reports consistently good results.
**Video-Juke Box: New Action in Europe**

**German Film Making Seen**

By OMER ANDERSON

HAMBURG — Negotiations are reported in progress between U.S. and West German firms for production of cinema juke boxes in Germany for the world market.

Production would make use of American coin film studios here and in West Berlin, Wiesbaden and Munich, utilizing German talent.

Production costs are substantially lower in Germany than in the U.S., despite the escalation of costs here. Moreover, German film firms are active in the area and are being encouraged by the government.

EXCLUSIVE

U.S. producers set great store by the European market, which is estimated at 500,000 units a year, for coin machines that can be seen in the United States.

Finally, Europe is still the No. 1 coin market, despite the fact that it is expected to be the same in the U.S. market.

**HARRY SISKIND: 1903-1955**

Harry Siskind, MOA Official, Is Dead at 62

NEW YORK — Harry Siskind, veteran Brooklyn operator and board member of the Music Operators of New York, died last week while participating in an operators’ meeting discussing the new New York State $5 per capita tax as it pertains to operators. He was 62.

The meeting was being held during the operators’ convention and outing at Nevele (Ellenville, N.Y.) Country Club, conducted annually under the joint auspices of the New York State Operators Guild, the Music Operators of New York, and the Westchester Operators Guild.

Siskind was a moving force in music operator affairs for many years and was well known for his work in numerous philanthropic projects. He won many honors for his efforts. Among the most recent was last year’s banquet by the United Jewish Appeal (Coin Machine Division). A record attendance of 672 members of the coin machine community turned out to pay tribute to Siskind at the Statler-Hilton here. He was presented plaques by Irv Helman on behalf of the UJA and by Al Denver representing the Music Operators of New York.

Siskind also received an award from the Yeshiva University in recognition for his fund-raising activities on behalf of the school. He was also active in the Manhattan Beach Jewish Center and Temple B’Nai Israel of Brooklyn which his parents had helped found.

Siskind owned Brooklyn’s Master Automatic Music Co. and had been an operator for 35 years. He was a founding member of the Music Operators of New York.

Funeral services were held last week at the Riverside Me-

**South Carolina Assn. Plans Giant Conclave**

COLUMBIA, S.C. — Plans for the third annual convention of the South Carolina Coin Operators Association call for 750 square feet of exhibits in the Township Auditorium here. Manufacturers and suppliers of coin-amusement equipment from throughout the country are expected to be on hand for the show here Oct. 23-24.

“We’re expecting the biggest convention we’ve ever had,” association first vice-president H.C. Keels, Jr. told Billboard.

The convention program calls for a gala banquet and floor show on Saturday night and a membership business meeting on Sunday afternoon. Lodging for the convention is to be reserved at the Down- town Motel here.

**A Voice Is Stilled**

The voice of Harry Siskind, a voice that was often heard loud and clear in New York coin machine councils, was stilled last week. In many ways, Siskind was the sturdy petrel of the New York coin machine industry. He had strong, and invariably constructive views on such industry matters as programming and taxation, and wasn’t afraid to step on some toes to air these views. And because of this, the industry is all the richer.

Harry Siskind died during a meeting of the New York State Coin Machine Association. Death came in the middle of a dis-

**EDITORIAL**

**Italian Firm To 'Animete' Juke Tunes**

MILAN — The International Phonovision Society, manufacturer of Cinebox, is developing "recorded music animation" for juke boxes, with the Cinebox-Discothque machine now being marketed in the U.S. by David Rosen of Phila-

The combination would result in a machine which would play 40 or more subjects or up to six juke box records, with visual animation, on the screen while records are being played.

Reports form the Phonovision plant here indicate that the re-

The future of the coin-amusement machine industry lies in the complete utilization of every audio-visual concept.

Coin Trade Only

Rosen came here from Eng-

The Roses film library cur-

Copyright Material
Atlas Opens
Fall Series
Of Schools

CHICAGO—Atlas Music Co. here kicked off its annual fall series of service schools for operators with a well-attended session on the Rowe-AMI T-200 Diplomat phonograph last Wednesday evening (22).

Operators from northern Illinois, Iowa and metropolitan Chicago were in attendance for instruction by Atlas technical veterans Frank Bach and Ray Grier. Hosting the event and on hand during the evening was Atlas president Eddie Ginburg, executive vice-president Sam Gross and executives Joe Klino, Bill Phillips, Stanley Levin and Sam Kolber.

Per Atlas custom, refreshments were served at the school. Announcement of coming schools at Atlas will be made in Billboard shortly.

THE Story on Valley's New Sized-Down Ball

CHICAGO—A ball in regulation size and weight was introduced by Valley Manufacturing Co. of Bay City, Mich., at the Music Operators of America trade show here.

Termed by the manufacturer a "magnetic" cue ball, it is 2½ inches in diameter as opposed to the 2½-inch balls previously necessary. It's where it's at because of the need for separation of the cue ball from the other balls.

Utilizing a bar magnet under the table which attracts the magnetic core in the new ball, the Valley principle discriminates between cue ball and all other balls without utilizing a mechanical trap, as on all previous coin-op tables.

Advantages

The advantages of the new cue ball, declared Valley executive John Ryan, are its "English, draw and follow-through characteristics." The home and professional player, he said, "may now play coin-operated pool without the large-size cue ball affecting their game."

The new principle has been in development for four years, the company announced, and has been field tested for three years. Some 2,000 different balls were tested over the period, a spokesman reported.

"Even the once-a-week player will notice the improvement," Ryan said.

He said that the "magnetic" ball is covered by 16 different patents.

All Valley tables now incorporate the "magnetic" principle. The 2½-inch cue ball may also be utilized with the new tables, however.

Ralph Dreffer
Dies in Florida

FORT LAUDERDALE, Fla. — Ralph Dreffer, 74, 30-year employee and credit manager for the Wurlitzer Co., died here at his home recently. He retired from the firm in 1956. Dreffer leaves his wife, Norma, a daughter-in-law, Mrs. Dottie Dreffer, and two grandchildren.

Recent STEREO RELEASES
for Music Operators

SEEBURG LITTLE LP'S

Pap-Vocal

John Gary—The Nearness of You ... RCA Victor You Stepped Out of a Dream ... RCA Victor Time After Time ... My Foolish Heart ... Softly, As I Leave You

Sam Cooke—Twin Pack—The Best of Sam Cooke—Vol. 2 ... RCA Victor (A) Those Eyes Are At ... Another Saturday Night Little Red Rooster Shake Baby Baby Baby

(B) Ain't That Good News Cousin of Mine ... A Change is Gonna Come ... Tennessee Waltz ... Basin Street Blues Love Will Find A Way

Harry Secombe—Introducing the Phenomenal Voice of Harry Secombe ... Phillips If I Ruled the World ... Stranger in Paradise ... Make Believe ... Younger Than Springtime ... Falling in Love With Love ... You'll Never Walk Alone

Pap-Instrumental

Herb Alpert—Herb Alpert's Tijuana Brass, Vol. 2 ... A & M America ... Surfer Serenata ... Crea Mi Amor ... Mexican Corn ... Swinger From Seville ... Winds of Barcelona Baja Marimba Band—The Baja Marimba Band ... A & M Comein' in the Back Door ... Maria Elena ... Acapulco 1922 ... Moonglow w/ Picnic Theme ... Samba De Orfeu ... Charade

Herb Alpert's Tijuana Brass—Whipped Cream & Other Delights ... A & M A Taste of Honey ... Green Bittersweet Samba ... Lollipops and Roses ... El Garbanzo

Country & Western

Ernest Tubb—My Pick of the Hits ... Decca Before I'm Over You ... The Wild Side of Life ... Big City ... Don't Be Angry ... Frankie

Jim Reeves—The Jim Reeves Way ... RCA Victor I Can't Stop Loving You ... Somewhere Along the Line ... A Nickel Piece of Candy ... You'll Never Know ... Where Do I Go to Throw a Picture Away ... Make the World Go Away

Spanish

Isidro Lopez Y Su Orquesta ... Disco Grande Ya Lo Pagaras Con Dios ... Que Dios Nos Perdone ... La Confinanza Mata ... Nunca Te Creas ... Se Te Vas O Te Quedas ... Amor De Calle Placido Jimenez Y Su Conjunto ... Disco Grande Los Amores De Placo ... Signe De Prefiere ... Pero Que Chula ... Hasta La Vista ... Inerran Escamorzo ... Anna

October 2, 1965, BILLBOARD
Recording Acts at the MOA Show

AL MARTINO, CAPITOL

RHETTA HUGHES, COLUMBIA
(Partner Tennyson Stephens not shown.)

DAMITA JQ, EPIC

FRANKIE RANDALL, RCA VICTOR

DOLLY PARTON, MONUMENT

Vic DANA, CAPITOL

CHARLIE McCoy, MONUMENT

KRAZY KAYS, DRUM BOY

GIVE...so more will live
HEART FUND

October 2, 1965, BILLBOARD

Seeburg Sales Record; Drop In Earnings

CHICAGO — The Seeburg Corp. announced record nine-
month sales last week but re-
ported earnings down over the
period compared to last year.
Sales for the period totaled
$61,247,547, compared to $55,-
508,649 a year ago. Net income
for the span was $1,377,034 (61
cents per share), compared to
$2,631,331 ($1.18 per share)
over the first nine months of
fiscal 1964.
The decline in earnings was attributed to "the extraordinary nonrecurring expense of completing the new principal plant in Chicago and transferring produc-
tion from several old facili-
ties to the new."
Seeburg board chairman Del-
bert W. Coleman told stock-
holders that the "costly and lengthy period required for the erection of and move to the new production facilities is now vir-
tually over and should be entire-
ly at an end by Oct. 1."
He assured that Seeburg's new
1966 product line has been well
received "and that the company
anticipates a return to normal profit margins with the begin-
ing of the new fiscal year, Nov. 1.
Third quarter sales were $19,-
509,303, compared with $19,753
a year ago. There was a deficit of
$764,321 (16 cents per share),
compared with earnings of
$803,594 (36 cents a share) last
year.
Seeburg's statement of finan-
ces coincided with the disclosure
that the company has acquired the
Kay Musical Instrument Co. in
a stock exchange transaction
(see audio equipment section).

Chi Coin Ups Phil Schwartz

CHICAGO — The Chicago
Coin Machine division of Chi-
cago Dynamic Industries has
promoted coin industry vet-
eran Phil Schwartz to the
position of sales manager.
The firm, which intro-
duced its new
SCHWARTZ Par Golf game
at the Music Operators of Amer-
ica show here recently, is also in
delivery with Preview (bowler)
and Gold Star (shuffle bowler).
"I've never been so busy in
my life," Schwartz told Billboard
last week.

compact
big sound! 100 selections!
NEW ROCK-OLA STARLET

- Interminces 33 1/3 and
45 RPM records...
- Only 30½" wide
- Exclusive Rock-Ola
revolving record
magazine

music products for profits
for 30 years.

South Dakotans Convene in
Huron in Nov.

HURON, S. D. — The Music
& Vending Association of South
Dakota will hold its quarterly
meeting here November 14-15,
housed by director Ron Manolis.
Large attendance is usual at
the association's fall meeting,
expected.
"Legislative and tax problems
will be discussed hot and
heavy," Manolis said, "and we'll
be deciding our 1966 program."

SPECIAL Bowlers

We have the largest supply of Chicago Coin and United Bowlers in the U.S.A.

Each month we are going to run SPECIALS on them.

BUY NOW AND SAVE.

Complete & Working A-1 Condition
10 Chicago Coin Royal Crown, 13' and 16' $400. ea. $475. ea.
10 United Capri, 13' and 16' 525. ea. 600. ea.

We packed them in original bowler crates.
BUY 5 AND WE WILL PREPAY FREIGHT.

We can satisfy your bowler needs. You ask for it ... Royal has it!

Also, try our bowler pins, manufactured by Royal.

ROYAL DISTRIBUTING, INC.
1210 Glendale-Milford Road
Cincinnati 15, Ohio
CALL COLLECT. ASK FOR HAROLD OR CLINT (513) 771-4250
NAMI Convention Preview...

MIAMI BEACH, Fla.—The annual convention of the National Automatic Merchandising Association here Oct. 15-20 is expected to attract 6,000 vending representatives and nearly 150 exhibiting companies.

Business sessions at the convention—to be conducted primarily at the Hotel Fontainebleau—will lay emphasis on such topics as employee motivation, supervision and training. The NAMA annual meeting will be held in the Miami Beach Convention Hall, 17th Street at Washington Avenue, where all exhibits will be located.

Here follows a preview of the show, with particular attention to those aspects of interest to the diversified music, amusement and vending operator.

The Program: Long Look at The Employee

Friday, Oct. 15, 8-9:30 p.m. "Route Man Training" (Hotel Fontainebleau, North Room)


Saturday, Oct. 16

11-11:30 a.m. NAMA Annual Meeting (Miami Beach Convention Hall, Veteran Memorial Room).

12 noon-6 p.m. Exhibits open. 8-9:30 p.m. "As You Go, So Go Our Company" (West Ballroom)

Speaker: William Oncken, Jr., Oncken Hardware, Inc., New York, N. Y.

Sunday, Oct. 17

9-9:45 a.m. "Systematized Supervision" (West Ballroom)

Speaker: Robert C. Shaeffer, Vice-President, Jewell, Shultz & Schaeffer, Inc., New York, N. Y.

2-7 p.m. Exhibits open. 8-9:45 p.m. "Picking Potential Performers" (West Ballroom)

Speaker: Robert E. Shaeffer.

Monday, Oct. 18

9-9:45 a.m. "Controlling Factors That Determine Employee Performance." (West Ballroom)

Speaker: Dr. Norman H. Martin, Professor of management and chairman of department, Graduate School of Business Administration, New York University.

1-2:30 p.m. Exhibits open. 8-9:45 p.m. "What It Takes to Make a Training Program Pay—Off and Last" (West Ballroom)

Speaker: Robert T. Murphy, president, Training Within Industry, Mansfield, Ohio.

Tuesday, Oct. 19

9-9:45 a.m. "Realizing Full Value for the Company Payroll" (West Ballroom)


2-7 p.m. Exhibits open. 8-9:30 p.m. "The Value of Good Showmanship in Retailing" (West Ballroom)

Speaker: Dr. Orval W. Ditto, professor of business administration, University of Illinois, Urbana.

Wednesday, Oct. 20

9-9:45 a.m. "Training Tools and Ideas to Cut Driver and In-Plant Accident Costs" (North Room)


2-7 p.m. Exhibits open. 8-9:45 p.m. "What We Can Do to Make a Convention Pay—Off and Last" (West Ballroom)

Speaker: Dr. Orval W. Ditto, professor of business administration, University of Illinois, Urbana.

The Exhibitors

(From among the 140 firms scheduled to exhibit at the Miami Beach Convention Hall, Oct. 15-20, we can't help but feel that the following are of specific interest to our readers.)


Provision Manufacturing Co., Madison, Wis.

Choice-Vend (Division of Seeburg Corp.), Windsor Locks, Conn.

Dichoban Vending Machines, Inc., South San Francisco, Calif.

Johnson Fare Box Co., Chicago.

National Rejectors, Inc., St. Louis.

National Vendors, St. Louis.

Rock-Ola Manufacturing Corp., Chicago.

Rowe AC Manufacturing, Wyandotte, Mo.

The Seeburg Corp., Chicago.


Victor Products Corp., Hagerstown, Md.


Also to be exhibited are all major suppliers of vended food, beverage, candy and tobacco products.

The Election

At the NAMA annual meeting in the Miami Beach Convention Hall on Oct. 15, an election of members to the association board of directors will be held.

The board members for three-year terms on the board were Charles H. Brinkmann, Westinghouse Electric Corp.; Ralph A. Dahl, Dahl Vending Co., Omaha; William S. Fishman, Automatic Retailers of America; Mayferland, The Macke Co.; Thomas L. Herrick, the Seeburg Corp.; Joseph L. Klein, Blue Ribbon Vending Co., Philadelphia, and Mary Lou Key, City Vending Co., Athens, Tex.

Five candidates for Automatic Merchandising Co., Coos Bay, Ore., was nominated for a one-year term to fill a vacancy created by resignation.

The election will bring the board up to full 21-member strength.

For the Ladies

Mrs. Orval J. Fettcrs of Richmond, Ind., is planning a full program for the ladies at the NAMA show including lunches, teas, an Indian dance and Biscayne Bay boat trip, a fashion show and a tour of the Bass Museum of Art and the Fairchild Tropical Gardens.

The wife of Orval J. Fettcrs, president of Automatic Dispensers, Inc., Mrs. Fettcrs, is being assisted in her planning by a 14-member committee.

The Banquet: Marguerite Piazza to Star

Opera-club singer Marguerite Piazza will entertain NAMA members at the annual banquet on Oct. 19 at 7:30 p.m. in the Grand Ballroom of the Hotel Fontainebleau.

Comedian Billy Kelly and the orchestra of Ralph Kirsch will

October 2, 1965, BILLBOARD
Continental reservations should be made well in advance to ensure availability.

Convention Registration

NAMA members register free, while non-member operators and their employees pay a registration fee of $10 to see the exhibits only, or $35 for admittance to all exhibits and business sessions.

Manufacturing and supplier company representatives who are neither members of NAMA nor exhibitors pay a $50 registration fee for the first person and $25 for each additional person. These fees may be applied toward NAMA membership dues if application is made before Dec. 31.

Lodging: Six Official Hotels

The NAMA has arranged for six official convention hotels: Barcelona, Doral Beach, Fontainebleau, Montmartre, Rosey Plaza and the Shelborne (see map). Prices range from $10 to $16 for single occupancy and from $12 to $22 for double occupancy. Hotel information should be sought from and reservations sent to the NAMA Housing Bureau, P. O. Box 1511, Miami Beach, Fla.

FOREIGN OPS IN THE MOA?

CHICAGO—The possibility of bringing members of the Music Operators of America has been discussed informally by the national association's executive committee. Although no specific action in that direction has yet been taken, MOA executive vice-president Frederick M. Granger, currently in Europe for a month, will solicit opinions from leading Continental columnists regarding such an enlargement of the MOA scope. Further consideration of the action is expected at the next full meeting of the MOA board of directors.

German Film Making Seen

Continued from page 59

singing stars with growing reputations in the U.S.

Examples are Heidi Bruehl and Othmar, Schneider Leading Scopitone

Scopitone is the latest cinema juke box in West Germany, mainly because it has received superior promotion. Scopitone is being handled in this country by Automatic Canteen's Helmut Rehbeck organization of Hamburg.

Sources here said that the U.S. system of production would be imported to Germany, if the current negotiations are successful. This means that production is conducted by a film production company. Producer and director are assigned to each film, along with set and costume designers, choreographers and cutters.

Films may be based on a recording already cut or the production company may cut its own record.

Everybody benefits when everybody gives
MILWAUKEE — Harry Jacobs Jr., president of United, Inc., local Wurlitzer distributor, has announced the appointment of two salesmen.

**INVESTIGATE**

You'll find we've got the only 7-in-1 combination records & movies machine - in one machine. Uncover many new hidden in the picture.

**FILMOTHEQUE DISCOTHEQUE**

For Info-Write Wire Phone

DEAN ROSE INC.

125 N. BROAD ST., PHILA. PA. 19122

Phone: 215- Center 2-1900

5 POCKET TOWNSEND and Exclusive BUMPER POOL®

Complete Selection of Parts and Accessories

See Your Distributor or Write

Valley manufacturing & sales company

333 MORTON ST., BAY CITY, MICH., TWINBROOK 5-8587

**ARKANSAS**

C. O. Temple, dean of operators in Arkansas, recently resigned his position. He was succeeded by John Rea, who formerly was assistant to the dean. The position of dean is currently being filled by A. J. Rea.

**COININ THE NEWS**

**UNIVERSAL COINING CO.**

C.Townsend And Meyers

**SAFETY**

Handling background music and vending equipment in the metropolitan Milwaukee area will be handled by Charles Meyers, formerly involved in the floor covering business here.

The appointments represent expansion of United, Jacobs said.

**SAY YOU SAW IT IN BILLBOARD**

**6 POCKET TOWNSEND and Exclusive BUMPER POOL®**

**COMPLETE PIONEER BROOK Fan**

For Info-Write Wire Phone

David Rose, Inc.

125 N. BROAD ST., PHILA., PA. 19122

Phone: 215-Center 2-1900

5 POCKET TOWNSEND and Exclusive BUMPER POOL®

Complete Selection of Parts and Accessories

See Your Distributor or Write

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333 MORTON ST., BAY CITY, MICH., TWINBROOK 5-8587

**ELECTRIC SCOREBOARDS**

**SPECIAL! BILLIARD SUPPLIES**

Electric scores for shootouts 15, 21 and 40 points (Romeo).

**MARVEL Mfg. Co.**

2845 W. Fullerton

Chicago, Ill. 60622

Phone: Dickson 2-2424

We carry complete line of Pool Supplies—Write for free catalog.

1/2 sheet, hal. C.O.D. or S.B.O.

**COININ THE NEWS**

C. O. Temple, dean of operators in Arkansas, recently resigned his position. He was succeeded by John Rea, who formerly was assistant to the dean. The position of dean is currently being filled by A. J. Rea.
## NEW AND USED COIN MACHINES

### PHONOGRAPHs

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### BALLY GAMES

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Wurlitzer-Arthur Murray Discothèque Turns Liggett’s A-GO-GO Into Big Money-Maker

Liggett’s A-GO-GO at Browns Lake, Burlington, Wisconsin is a real swinging entertainment center in this famous resort area. The spot features restaurants, two bars, each with a Wurlitzer Phonograph plus the A-GO-GO set-up pictured above. To the fun sound and boom beat of Wurlitzer-Arthur Murray Discothèque Music, Liggett’s A-GO-GO girls perform in a cage, on velvet swings and as instructors for patrons.

Operated by Vogue Music, of Kenosha, Wisconsin, this installation has resulted in standing-room-only every weekend since it was installed.

Ask your Wurlitzer Distributor to demonstrate Wurlitzer-Arthur Murray Discothèque Music to you. Hear the special Wurlitzer Discothèque Phonograph with two matching speakers. Realize that you have available a special discothèque music library programmed by Arthur Murray. Featuring selected discothèque dance music by big name artists, yet a flip of a switch converts the phonograph to play pop singles and little LP’s. See the sensational in-location Promo-Pak that creates discothèque atmosphere. 8-foot high fluorescent wall posters depicting modern dances, plus napkins, table tents and window signs all promoting more play and higher earnings.

THE WURLITZER COMPANY · 109 Years of Musical Experience · NORTH TONAWANDA, NEW YORK
COUNTRY SPOTLIGHT
LUCY JONES & THE JASMINES

THE VENTURES & A GO-GO
Dolby BLP 2057 (M); BST 8037 (S)
These Ventures can chug up another hit album with this best time of recent years played in the exciting manner of their guitar wizardry. A beautiful collection of LP features "Satisfaction," "Two in Crowd" and "Windy Bill," to name a few. These Ventures are at their best, which is saying a lot! The Ventures have a way with each selection. Fine production by Joe Samuels.

LOW PRICEfolk SPOTLIGHT
FOLKSONGS '63
Various Artists; Elektra 5-79 (S)
This sales bonanza features many of the rising young stars on the folk horizon singing many of their own compositions as well as traditional folk ballads. Judy Collins and Tim Frazier head the all-star cast on this Elektra symphony album featuring such songs as "Power and the Glory," "I Remember Mama" and "The Last Thing on My Mind."

CLASSICAL SPOTLIGHT
LONDON SYMPHONY ORCHESTRA
RAYMOND LEHMAN & MICHAEL DICKSON

The VENTURES & A GO-GO
Dolby BLP 2057 (M); BST 8037 (S)
These Ventures can chug up another hit album with this best time of recent years played in the exciting manner of their guitar wizardry. A beautiful collection of LP features "Satisfaction," "Two in Crowd" and "Windy Bill," to name a few. These Ventures are at their best, which is saying a lot! The Ventures have a way with each selection. Fine production by Joe Samuels.

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