Livingston, Lear Lock
Gears on Cartridge Pay

By LEE ZHITO

NEW YORK — Alan Livingston, Capitol Records, Inc. president, ripped into the ear cartridge as "a device which seeks to shackles the recording industry into paying for the privilege of delivering its music to customers."

Livingston, in an exclusive statement to Billboard, singled out the Lear Cartridge system as the target for his spleen: "Why should a major record manufacturer with its vast catalog, representing an investment of millions, have to pay a Bill Lear (president, Lear Jet Corp.), developers of the Lear 8-track stereo cartridge system, used by RCA Victor and Ford Motor Co., a royalty for each cartridge used?"

Payment to a patent holder for the use of a device bearing recorded sound is a concept foreign to the record industry, Livingston said. "We have the LP and the 45 r.p.m. license free; why should we support a new (Continued on page 12)

Wexler Burns European Oil

LONDON—Jerry Wexler, executive vice-president and general manager of Atlantic Records and Brut Berrys, founder of Bang Records, are making fast visits to Europe—closing business deals and reviewing long-standing arrangements.

Wexler was meeting with Decca chairman Sir Edward Lewis to discuss the renewal of Atlantic’s release pact with the British disc firm, one of the oldest American licensees in the country. Wexler is obviously happy with Decca services, and values the long and productive relationship with Sir Edward and the Decca staff. Wexler’s particular orientation at this time is a keen concentration on authoritative R&B product for promotion in U.K.

“In the past three or four years established R&B artists have broken through to become regular top 40 sellers in the U.S. Solomon Burke and Joe Tex are just two. "Their records have been hits not because they have been made with the pop charts in mind, and values the long and productive relationship with Sir Edward and the Decca staff. Wexler’s particular orientation at this time is a keen concentration on authoritative R&B product for promotion in U.K.

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“A pure product is widely available and there’s a good R&B market. Furthermore, the musical integration is proving highly successful." (Continued on page 12)

R&B Stations Open Airplay Gates to ‘Blue-Eyed Soulists’

By CLAUDE HALL

NEW YORK—A trend is growing in R&B radio for these highly specialized stations to de-specialize by not only integrating R&B artists into the mix, but by integrating music play lists as well. White artists are being played more frequently and the product is referred to as "blue-eyed soul." Furthermore, the musical integration is proving highly successful.

WAKE, Atlanta, will launch R&B stations this week or next an integrated format hinged around blue-eyed soul. WOL, Washington, a key R&B outlet, has been playing both Negro R&B artists and such white artists as the station considers "soul feeling." WWRL, New York, has been playing "Yesterday" by the Beatles because general manager Frank Wexler feels that Paul McCartney puts a lot of soul into the song. During the past two weeks both WOL and WWRL have been using extended playlists; WWRL because “there’s been a tremendous amount of good product recently,” and WOL because “record companies are putting out good product lately; producers showing a lot of effort, well-produced songs with good lyrics. It’s just hard to decide on a playlist,” said music director Rudy Runnels. "The past couple of weeks, we’ve had to increase our playlist to 60 records in order to give some of these good product exposure." (Continued on page 49)

SINATRA OPUS READY NOV. 20

NEW YORK—“The Frank Sinatra Report,” a comprehensive study of the man, his life, and its impact on the entertainment industry, will be published by Billboard in its Nov. 20 issue. This exhaustive treatment—perhaps the most extensive ever accorded any individual in the history of Billboard—will be timed with Sinatra’s 50th year in the entertainment industry and his 50th birthday.

To conduct the “Sinatra Report,” Billboard has engaged George Simon, noted musicologist, author and editor and executive director of the National Academy of Recording Arts and Sciences, to prepare the section, along with Billboard’s worldwide editorial staff.

Pope’s Visit Brings Action

NEW YORK—Pope Paul VI’s historic visit to New York on Monday (4) is being tracked down on records. First compacts already have set the wheels in motion for rush release of LPs commemorating the visit. Columbia, MGM, Amy and Audio-Fidelity have arranged to issue recordings which will include the Pope’s celebration of a Mass for peace at Yankee Stadium and his speech at the U.N. Columbia’s package will also feature a choir of 600 seminarians from the many Catholic seminaries in the New York area which will lead the congregation in the musical portions of the Mass.

The Amy LP will be done in association with United Press International, which will provide the set. Both the Columbia and MGM albums were done in association with the office of the Archbishop of New York. The MGM LP is the label’s series of sets being released in its “The Sound of History” documentary line.

CARTRIDGE MEN WHEELING, TOO

NEW YORK—How last can the car cartridge makers move? Spoken Arts will record Pope Paul’s United Nation’s address on Monday (4). Larry Finley’s International Tape Cartridge Corp. will hit the market with a tape cartridge version of the Spoken Arts LP on the day after the Pontiff’s address.

30 million people will see the Smothers Brothers Show on TV this week. Are you ready for them?
BUNNY LAKE IS MISSING
MISSING
MISSING
MISSING
MISSING
MISSING
MISSING
MISSING
MISSING
MISSING
MISSING

(don’t you be, when the big rush for the album starts.)

WHODUNIT? RCA Victor, of course! They’ve come up with a red hot Original Soundtrack album from the new Otto Preminger movie, featuring Laurence Olivier, Carol Lynley, Keir Dullea, The Zombies and Noel Coward. Music includes everything from exciting background scoring to the big-selling “British sound.” Stock up on this one today!

BUNNY LAKE IS MISSING
ORIGINAL SOUNDTRACK COMPOSED BY PAUL GLASS
AN OTTO PREMINGER FILM
RCA VICTOR
The most trusted name in sound
CMA Elections Set For Oct. 21 Meeting

NASHVILLE—Country Music Association members will elect 14 new directors, eight for two-year terms and six for one-year terms as delegates at large at the annual membership meeting at 11 a.m., Oct. 21, at the Andrew Jackson Hotel main ballroom here. The new directors will then meet to elect CMA officials; directors cannot succeed themselves; officers can. 

The election, which comes on the first day of the annual Country Music Festival, is expected to draw 1,500 CMA members.

Ballots will be distributed and must be returned by Oct. 17. If the ballots have not been returned by then, the candidates will automatically be elected.

NASHVILLE—Hill & Range Music, Inc., of New York, bought property at a cost of $400,000 last week in Nashville for construction of an office building. The 10 parcels of land are on 17th Ave. South. Main entry of Record Row has been 16th Ave. South, which has been developing on 17th Ave. in recent years. Land in the area is rising in price since it began growing as a market and record center in 1960.

When Hill & Range acquires the land, it will have rejoined the real estate transaction in the area, it will own an entire square block. Negotiations on most of the lots have been completed, several to be sold in January.

Julian Aberbach, vice-president of Hill & Range, here most of last week with his attorney, Lou Dreyer, completing arrangements for the purchase. Aberbach said, "We have definite plans, though not yet on paper, for construction of an office building which will house six figures.

He estimated work on the building will begin early in 1967. Part of the land will be retained as an investment. The building will house Nativ Records across the street from the $1 million RCA Victor building, opened earlier this year.

Before returning to New York, Aberbach said, "We have the utmost confidence in Nashville stability and prestige and its continued growth as a music publishing and recording center and want to be an active participant on a larger scale than before."

Hill & Range has had an office at 16th Ave. South for several years. Its local manager is Lammie Fike.

Barclay Stocks Up With Contract Goodies From Atlantic & Bang

NEW YORK—Barclay, home of British discs, will sign three of its American acts to deals with Atlantic Records.

By MIKE GROSS

NEW YORK—Edwin Barclay, who heads his own record empire in France, has wrapped up several deals with Atlantic to release his label's overseas singles.

During his recent visit to the U.S. in the past couple of weeks, the Frenchman signed a five-year contract with Atlantic Records to handle its various labels in France and Belgium. He also concluded a deal with the West Coast-based Butch Berens' recently formed Bang Records.

In addition to Atlantic and Bang, Barclay's list of U.S. recording companies includes United Artists, 20th Century-Fox, Argo, Chess, Colpix and Roulette. The deal represents a second option on its product after EMI.

CMA & Cher Visit Set Barclay also concluded arrangements for a mid-October visit to the U.S. by Cher, who has scored here and abroad with "I Got You Babe" on the Atco label, part of the Atlantic Records' family. Sonny & Cher will do TV and radio shows as well as personal appearances during their stay in France.

Barclay also spoke to several record company executives here about the possibilities of a U.S. release of some of the young artists on his Barclay label in France. Among those he talked up were Monty, a pop singer; Eddie Mitchell, a rock 'n roll singer; and Hughie Affra, a folk singer. The three singers have recorded in English hot, but, yet, no U.S. release deals have been set.

While in New York last week, Barclay paved the way for the upcoming visit of two of his recording artists. They are Charles Aznavour and Jacques Brel. Aznavour, who is released here on the Reprise label, begins a limited engagement on Broadway Oct. 12, while Brel is set for a concert at Carnegie Hall on Dec. 5. There is not yet tied any American company but it's understood that Reprise wants him.

On the lighter side of his career, Brel recently purchased the continuation of his honeymoon with his 19-year-old bride.

A&M Spreading Wings

HOLLYWOOD—A&M Records, a hot "little" independent, is making a move to spread additional fire in the pop market. They have just hired Tommy Lipuma to handle ad work and publishing contacts, and Leland Rogers to reactivate Omens, a rhythm and blues line.

Lipuma was a former Imperial Records producer and Metric Music staffer. He will work on A&M's Irving and Almo catalogs, plus producing and acquiring pop market singles. Rogers is a seasoned promotion man who will handle ad and promotion for the r&b label. He has worked for Decca and Top Rank Records.

The company has already begun recording r&b material for Omens and has only to decide which song will be released first.

SONNY & CHER, MRS. JKF MIX

NEW YORK—Sonny & Cher, Atco artists, canceled their engagement at Circo's in Holl-}

The Herb Alpert-Jerry Moss-owned company has three blazing titles on the charts: "You Were On My Mind" by the We Five and "The Third Man Theme" and its flip side, "Taste of Honey" by the Tijuana Brass. The Brass' "Whipped Cream and Other Delights" appears on Billboard's album survey, with the We Five's first LP showing signs of hitting the charts.

With the Brass becoming one of show business' top nightclub attractions, the company is activating the Baja Marbina Band about a large-scale booking, plus general manager Gil Friesen, the Marbina Band—which is featured on the Almo label—makes its public debut Oct. 8 at the San Remo with The Auditorium on the same bill with the Sonny and Cher show.

The Herb Alpert-led Brass makes its New York debut Oct. 21 at Studio East. The Brass is touring west with an outstanding draw in the West, complemented by a Mexican-flavored songbook.

RCA Fete Set For Brook Benton

NEW YORK — RCA Victor, which this week signed Brook Benton, plans to host a party to the artist at a Madison Square Garden Sunday afternoon luncheon at Danny's Hideaway, Benton, who has been with Mercury since 1958, had been with Okeh and Victor's VIK label before joining Mercury.

At Victor he will be re-united with Clyde Otis, who had been his ad man with Mercury. Otis will fronten Benton's recording dates.

Benton's first record for Victor will be a single to be released next week. He will also cut two Victor albums this year, one of which will be a Christmas LP and the other pop.

6 Trustees Tapped by NARAS Bd.

NEW YORK—The board of governors of the National Association of Recording Arts & Sciences elected six new trustees on Oct. 5.

The number of trustees was enlarged by one this year because the board felt the total of 32 had grown enough to warrant the increase.

Elected as trustees were George Avakian and John Hammond, Jr., Milt Gabler, David Hall and Steve Sholes. Remaining as trustees for another year are Shabu Bursland, Fider Norman, and Billy Taylor. Trustees are elected for a two-year term.

ANNUAL TABS 14 COL. JACKETS

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GODFORD LIEBERSON, right, president of Columbia Records, receives the annual technical award presented to him by the Institute of High Fidelity at the annual meeting of the Institute of the Waldorf-Astoria.
Nash. NARAS Starts Campaign

By ELTON WHISENHEU RT

NASHVILLE - The Nash- ville chapter of National Academy of Recording Arts & Sciences initiated a membership drive last week, designed to give them a bigger voice among music industry members and a larger voice in the national academy.

The drive, which followed a meeting of officers and directors, was kicked off with a letter signed by Chapter President Eddy Arnold to artists and com- posers in Nashville, inviting them to join.

There are now 160 members in the Nashville chapter. Eligible to join are 833 composers and more than 300 artists here. Only 118 are members.

A larger membership would give Nashville more of a voting voice in the Grammy Awards. Also, with more than 500 mem- bers, the chapter would be entitled to six trustees in the national association, instead of the present two.

As part of the membership drive, the chapter is making a drive for those in the music and re- cording industry to sign up by placing posters and application blanks in recording studios and talent agencies.

The chapter also heard a re- port from Bill Denny, president of Cedarwood Publishing Co., who attended the recent NARAS meeting in Los Angeles, that the national Grammy Awards tele- cast next year will be March 15. The Nashville chapter agreed to seek an additional promotional piece to provide cover for the pro- duction company so that country music awards can be televised locally. And under an existing contract, no other tele- vision station may be allowed to cover the event.

If a release is obtained, the project will be submitted to all three local TV stations, the di- rectors agreed. The local show award was scheduled for the same year at a country club with more available seating, it was also eli- cited.

The last show, held at the Canongate Club, which seats 300, was badly crowded with many turned away. A plan of the 1966 awards show is Arnold and Owen Bradley, head of Nashville opera- tion.

The directors also voted to undertake a study with the view of sponsoring a college course which would teach all facets of the recording industry, similar to the course sponsored at UCLA by the Los Angeles chapter. On the study commit- tee are Arnold, Denny, Bradley and Wandy Ross, president of Acuff-Rose Publications, Inc.

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Irv Stilmer

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Yes.
We've chosen the shortest but most positive word we know to introduce you to an exciting new star.

Van McCoy

"Butterfly" c/w
"Keep Loving Me" c/w

On Columbia Records

Written by Van McCoy for Blackwood Music Inc. / Personal Management: Dave Kapralik.
**'65 Hi-Fi Music Show Opens With Scheduled, Unscheduled Sounds**

By CLAUDE HALL

NEW YORK—The 1965 New York Hi-Fi Show, the city's annual exposition of high-fidelity products, opened Wednesday (29) featuring more than 60 manufacturers and 110 dealers. Sponsored by several record companies, in- concert, Capitol, Angel and MGM, the show, which has been billed as the L.A.

Draws Slight Dent on Disk Sales

NEW YORK—Although the newspaper strike here has caused a drop in retail sales, most retail outlets are relying upon reputation and promotion to get their products moving, Samuel Stolen, general manager of the Western Record. As reported in the New York Times, Stolen said, "Every week we find ourselves with a larger and larger part of the market." This is true of course, but there is no question that when the strike is over, the market will return to normal. However, the present situation is not one to be ignored. The power of the print media is still strong, and if the strike continues much longer, it may be impossible to sell records through advertising alone. Therefore, it is important for retailers to continue to promote their products through other channels, such as radio and television. This will help to maintain their market share and ensure long-term success.

**Cap. Launches Bonus Plan**

HOLLYWOOD—The problem of instilling interest in selling particular products, especially those that are not currently popular, is something that record companies are facing. This is especially true for Capitol, which has been trying to boost sales of its new album, "My Bonnie Lies over the Ocean," by offering a bonus to retailers. The bonus plan was introduced to help retailers increase their sales of this particular album, which has not been performing well in terms of sales. By offering retailers a bonus, Capitol hopes to encourage them to give the album more exposure and to stock it in their stores more frequently. This approach has been successful for other companies in the past, and it is hoped that it will work for Capitol as well.

**Western Tape Distribrs Roll Into Auto Cardirge Avenues**

LOS ANGELES—Western Tape Distributors, which calls itself a distributor-rack-ten-one-stop, opens a branch here Oct. 13 to sell auto stereo carriages and reel-to-reel tape products. The company, which has been in business nine months and has opened outlets in Seattle and Denver, has chosen to open this branch in Los Angeles because it serves as the home market for the western tape industry. The company's vice-president in charge of sales is John Smith, and he estimates that the Los Angeles area will account for 10% of the company's sales. The Los Angeles branch will be managed by John Brown, who has been with the company for two years. Western Tape Distributors is a division of Western Tape, a national distributor of reel-to-reel tape and auto carriage products. The company has been in business for five years and has opened outlets in major cities across the country. John Smith is excited about the new branch and believes that it will be successful due to the strong demand for auto carriage products in the Los Angeles area.
SONNY & CHER’S
latest & greatest

BUT YOU’RE MINE
ATCO 6381

Arranged & produced by Sonny Bono • A York-Pala Production / Charles Greene • Brian Stone

ATCO RECORDS
1841 BROADWAY, NEW YORK, N. Y. 10023 (212) PL 7-6306
Groovy Young Producers
Koppelman-Rubin in Independent Venture

NEW YORK — Young independent record producers, currently being established by established indie disk producing firms. This industry and the record producers themselves are Koppelman-Rubin Associates. The firm, established by Charles Koppelman and Don Rubin only three months ago, already has 25,000 new disk clicks to its credit and has worked out several important agreements to sell the fruits of its heels of a recent promotion deal with Mercury to develop new talent and record established artists already on Mercury, Fontana, Phillips and Blue Rock, a deal was set last week with the firm of Koppelman-Rubin for two new artists.

Trend Toward Spread
The Koppelman-Rubin setup is a sign of a real trade in an inevitable step in the trend toward the spread of creative production organizations. While it becomes increasingly difficult for the small company to compete, the trend toward bigger budgets, publicity outlays and sales strategies, is becoming very conversely difficult for the big companies to maintain a fluid enough production staff that can take on top of any new trend in teen taste. The answer is to set up small "under one roof" organization of writers, producers and material to big record firms who in turn supply hefty exploitation for the pubishes used by firms like Koppelman-Rubin.

Colpix Enters Protest Field

HOLLYWOOD—Colpix has protected its first pact lyric disaster, "A Soldier's Prayer," as General Manager Bud Katz initiates relationships with independent producers. The film features Lauren St. Davis, Frank Coghlan, and Lon Chaney. Production began in February and wasaken during the Civil War, re-written during World War II and most recently updated by Bob Krasnow and Sam Ashe. Screen Gems Music, the company financing the singing's history, Katz said.

Ches "Withdraws" Argo Name

By Ray Back

CHICAGO—Ches-Producing Corp.'s Argo label has adopted the name "Copley" (Oct. 14) to eliminate confu-
sion, identification with Brit-
ish Decca's Argo subsidiary.

The name change—which comes after the resignation of Checker-Cadet corporate tri-

CAO, has come about after several months of negotiations by company officials. The label will continue to use the Checker-Cadet identity and issue the same type of jazz music. The company states that the name change was made to avoid any possible confusion with Decca's Argo subsidiary in the recording business.

Selling Off" period granted un-

R⽟Y. GILM Test

WeaM Show

Going to First

Santo Domingo

WASHINGTON—The United States Government not only ap-

of Vietnam by a live record talent

show packaged by radio station

WFYI in Santo Domingo, but also-

from the same show to Santo Domingo to-

a March-vice-president and general manager of National Public Radio, program director Bob Parkinson will accompany the artists to Santo Domingo. The station will serve as emcee for the shows.

The group will leave Washing-

October 7, and perform nine shows in three days. American Forces is being provided by the military. Lt. Col. R. C. Keating of the Armed Forces Professional Entertainment office is handling the military side of the arrangements.

The show is in honor of Santo Domingo's 400th anniversary and will be a part of the community activities for the first part of January.

TV Boosts LP

By Wild Ones

NEW YORK—Monday night (27) the Wild Ones appeared on the "Steve Lawrence Show" and "Tonight" with the United Artists Records had received requests from the group's agents for "All of Me" released around the nation, including Columbia Records, which asked who it was, andressed by Bob, who asked for 1,000. Other distributors in Boston, New Or-


Wild Ones

Katzel's second single is "You Got the Gamma in a Man," but unfortunately it's not his usual stage name. The re-

records a Sesame Street production, the build-up of a strong personal public image for the band and Rubin plan to bring in people to run both the pub-

Colpix enters Protest Field

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Dady Established

On Monday, Leonard and Phil Chess 10 years ago as a jazz label and it has grown into one of the major labels. The Chess labels, the Chicago Argo has become solidly estab-

ing much of the major record markets. Strong public accept-

of the record, which is the first single release of the Ramsey Lewis Trio's "The In Crowd" on the Argo label on a fixture at the top of industry charts for a number of consecu-

In the vanguard of firms that are nurturing young producers within the corporation are Koppelman-Rubin Associates. The firm, established by Charles Koppelman and Don Rubin only three months ago, already has 25,000 new disk clicks to its credit and has worked out several important agreements to sell the fruits of its heels of a recent promotion deal with Mercury to develop new talent and record established artists already on Mercury, Fontana, Phillips and Blue Rock, a deal was set last week with the firm of Koppelman-Rubin for two new artists.

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HOLLYWOOD—Colpix has protected its first pact lyric disaster, "A Soldier's Prayer," as General Manager Bud Katz initiates relationships with inde-

In the nation's capital, says guitarist-club owner Charlie Byrd, one good snowstorm can put you out of business. In fact, there is actually a case of a nightclub owner who had a snowstorm note his place and college. After the night he was out of business. Charlie Byrd recalls a recent trip to the West Coast. Byrd is a player who is known for his energetic and virtuoso style. He has received several awards and accolades for his contributions to the world of music. In addition to his playing, Byrd is also known for his compositions and arrangements. He has written several songs that have become standards in the jazz community. Byrd has been a member of several notable groups, including the Byrd Brothers and the Modern Jazz Quartet. He has also worked with many other musicians, including Duke Ellington and Ella Fitzgerald. Byrd's ability to adapt to different musical styles and his unique approach to jazz have made him a respected figure in the music industry. He has been recognized with numerous awards, including the Grammy Award and the NEA Jazz Masters Award. Byrd has continued to perform and record music, showcasing his talent and influence in the world of jazz. He has remained active in the music industry, and his contributions continue to inspire and influence other musicians today.

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A NAME IS EASY TO CHANGE; A REPUTATION ISN'T. WE'VE BEEN KNOWN AS ARGO RECORDS FOR TEN YEARS AND DURING THAT TIME WE'VE BUILT AND ENJOYED A REPUTATION FOR PRODUCING PHONOGRAPH RECORDS OF UNSURPASSED EXCELLENCE. BUT NAMES ARE NOT UNIQUE, AND IF AN ORGANIZATION FINDS THAT THEY ALONE NO LONGER ANSWER TO AND FOR THE RECORD OF THEIR NAME, AND THAT THEIR INDIVIDUALITY IS AT STAKE, A NEW IDENTITY MUST BE ESTABLISHED. OUR NAME WAS ARGO—OUR NEW NAME IS CADET. THE NAME AND ONLY THE NAME HAS CHANGED.

There's a World of Excitement on Cadet
Artists Signing Brings Cheers to a Few Fears

WASHINGTON—Hats were in the air, and the Federal government was selling the performing arts as the President signed the Arts-Humanities bill last week—but in Congress, Rep. Bob Wilson (R., Calif.), was still fighting to keep arts money in the administration of the Arts funds. The President appoints the National Endowment for the Arts, and the appointee can make awards of matching monies to State and local projects without approval of his host.

But while the gala signing of the $15 million Arts-Humanities bill was a financial subsidy to American arts and artists, there were only nine members on the House, who had outlined plans for funds to support a National Repertory theater of old and new classics, support for symphony orchestras and off-off the application of music by American composers, plus a national opera company, and a national ballet, and even an American film institute. No mention was made of either recording or broadcasting arts, which presumably are in no need of Government money, although they are listed as art forms.

President Johnson said it was time that America got out of the Federal government world where it has languished for so many years, while Wilson got all the subsidies. He will ask Congress for nearly $18 million as a start for the National Endowment, the $15 million bill, authorizes, for three of each of three funds, half to the arts project, and half to the humanities work, though it is impossible to see the origins and his ways.

On Tuesday, President Johnson, speaking in a program in New York, said: "The arts/Poets are those who seek to give the people, the culture, the spirit of their times, the nature of great men. We will be judged by how we apply the arts to the people of our generation."

Lib. Distris Get Tax Forms

HOLLYWOOD—Liberty Records has provided its distributors with specially prepared forms for processing requests for excuse tax refunds.

The distributors will furnish dealers with one form, and rack phubbers and one with another application to fill out two of the three copies provided, and return them to his distributor before Oct. 31. A summary form will be kept by each distributor, which will list each dealer's name and claim number, and are entitled to see.

Distributors were told to prepare an officer's return of the claim separately. They will not be required to file the application or certification for anyone who buys merchandise from racks or one-on-one networks.

The forms will be properly prepared to be sent to the sender.

Chesw withholds Argo Name

Commenting on the name change, Argo sales manager Dick LaPalin said: "In an age of mass conformity, individuality is an elusive virtue. Mass production has made possible high standards of quality, but creative individuality and excellence still depend on personal aspects. One's name and reputation should be a reflection of the total self and we take pride in we intend to achieve our name—as well as we did with Argo."

Geared to High Standards

LaPalin emphasized the fact that Argo decided to change the confusion surrounding the name, and he now refers to the only name the Cadet name, in fact, we will broaden and supplement the Image of the Cadet.

Artists under contract to the Cadet label include the Ramsey Lewis Trio, Lena Horne, Etta James, George Kirby, Jean DuShawn, Illinois Jacquet, Lou Donaldson, James Phelps, Burl Ives, Green, James Moody, the Dick Williams, Al��a, Matty Yar-
Livingston, Lear Lock Gears on Cartridge Pay

**By Larry Finley**

By the time this issue of BILLBOARD reaches you, a vast majority of people in the United States will be familiar with the automobile stereo concept because of the tremendous advertising campaign launched by one of the major automotive manufacturers and through practically every available printed media.

There is no question that other automotive manufacturers will get on the bandwagon and begin offering automobile stereo units just as quickly as they can obtain production of sets.

It is estimated that 56 million automobiles will be produced in the United States this year—up from 38 million in 1965 and 25 million in 1961. The number is expected to grow to 70 million by 1970. From all indications it is safe to assume that all new cars and about 10 million new passenger cars will have a radio when they purchase their new car today. This will amount to a total of approximately 17 million automobile stereo sets (not to forget the home and marine market) between now and 1970.

There are approximately 70 million automobiles on the highways today and, because of the current high cost of the automobile stereo sets, we believe it is a conservative estimate that 30% of this figure will get sets installed in their cars.

Add the 7 million sets sold to this market to the 16,800,000 in the new car market, and the total is now 23,800,000 autos on the highway, each with a stereo set. Figuring that each owner of a set will buy a set for each car in his possession, we now arrive at a total of 476,000,000 cartridges that will be sold between now and 1970.

If we assume that our projections are a "wayward," and that I am 75% wrong, it will still amount to over 100 million cartridges.

There is more to the story than just this. If you are interested in sharing in the most revolutionary new entertainment concept since the advent of radio and television, why not contact us.

Wexler Burns the European Oil

**by Josh Paul**

I want Joe Tex and Wilson Pickett to visit Britain very soon with a major push behind them to get the top American sellers here.

Deal With Shaw

Wexler concluded a deal with Cyril Shane of Shapiro-Bernstein to handle all the recording, video and the Web IV catalog owned by Atlantic in Britain. In the catalog are over 700 records by artists signed to the labels. Although the terms of the deal are currently unknown, sources indicate the deals will be governed by the extent of the time he has been able to keep profits on the equipment and not by per record payment.

How dare any record company lend its tremendous catalog to the development of something which may someday become a loosed hammer over our heads?

Wexler is prepared to pay the royalty man.

U. S. PRODUCT

**SEEN FIRING ON ALL CHARTS**

NEW YORK—A strengthening of American record product chart-wise in Britain and France—which some industry observers are foreseeing as a major advantage for U. S. product—has become evident. The popularity of American blues material is at an all-time high, as is the growing attractiveness to American sales. Wexler stated. He feels the period from 1954-1964 could properly be called the "British Years" in view of the dominance that American product and English songs and artists thoroughly held over the industry. Although a more favorable climate for American product is seen here, it will be a case of the old guard and the new guard. This will be a continuation of British interest in records not available in the total music-business—mainly country but also that of the Continent.

ASCAP PARTY IN NASHVILLE

NASHVILLE—ASCAP, National Association of Recording Musicians, will hold a cocktail party from 5 to 7 p.m., Oct. 22, at the Capitol Park Inn downtown. Guests will include Joni James, Livingston, Ray Charles, and Juanita Jones, Nashville manager, said last week. The event is in invitation.

ASCAP will present its country music awards to songwriters and publishers who have had a song in the country charts for the year.

Columbia Press Post to Swaney

LOS ANGELES—Dave Swaney has been named West Coast representative for Columbia Records, replacing Bipy James who recently was promoted to the post of manager of Columbia field operations for the West Coast.

Swaney was entertainment editor of The Palm Springs (Calif.) Sun-News and was a radio newswoman with KVI, Seattle.

He will report to Bob Altshuler, Columbia Records press and publicity director.

Lou Guarino Goes Out on His Own

NEW YORK—Lou Guarino left the American Record Corporation last week to form his own record label. "I'm a general manager of World Records for the last year and a half.

Guarino has not decided upon a name for the new label but he says it has narrowed down to "Swaney," "Southstream" and Paramount. Guarino is now signing artists and he says he hopes to have his label up and running this year. He is not interested in working with his old company. We will inform the industry of our plans as soon as we are ready to enter the field.

Gentrys Score Baby Carriage

MEMPHIS—The Gentrys, a group composed of both college freshmen and young college students--one of whom is the baby of the group--have sold over 5,000,000 copies of their record "Come Sunday Morning" in the past year, have hit it big with their red-hot single, "Keep On Dancing" on MGM.

However, it poses some problems for Ray Brown, of National Academy of Recording Arts and Sciences, their booking agent. "I can only book them for two days in a row," says Brown.

Despite their college work, the Gentrys have a back-breaker in the record business. They were selected for "Hullabaloo" this week (5-7) for airing Oct. 11 and will be on the West Coast Oct. 17 for 10 days to tape for "American Bandstand." Other shows: "Lloyd Thaxton Show," "Hollywood Discotheque," "Go, Shirene," "She-Bang," "Juke Street West," "American Bandstand" and "Scop-A-Tone.

Bell to Stax-Volt

MEMPHIS — All Bell Johns Stax-Volt Records here Oct. 15 as national promotional director. He has been a disk jockey with WEST, Washington; WLOG, Kansas City, and KOKY, Little Rock.

Bell will work out of Mem-phis and will oversee all distribution to promote the Stax-Volt line and also his own label, Salt Records, distributed by Stax-Volt.

National distribution for Stax-Volt is handled by Atlantic-Atco.

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great new Christmas album
in the Kapp Records tradition:
songs by The Harry Simeone Chorale.

With a new recording of the original "The Little Drummer Boy," and "O Bambino"

Giving Kapp albums is a great Christmas tradition.
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<td>Massachusetts</td>
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</tr>
</tbody>
</table>
RCA Victor Presents an Effective

Stereo 8: A Completely New Line

It's here! New 8-track stereo tape for cars! And with it comes a tremendous new profit opportunity for you. Here's the kind of profitable new sales opportunity that happens only rarely in any business! Stereo 8 could well be the most dramatic development in the record industry since the microgroove record. Stereo 8 will be of tremendous interest to every car owner—an enormous ready-to-buy market—and its superb sound quality, ease of operation and other features give it immediate sales appeal.

Stereo 8 is a compact tape cartridge that plays through a stereo playback unit and 2 or 4 hidden speakers (depending on the car model)...gives up to 80 minutes of true-fidelity stereo sound...uninterrupted entertainment free from static and fade-outs...music of the listener's own choosing. To start it, simply push the cartridge into slot in playback unit—to stop, pull cartridge out. It's completely automatic, needs no rewinding.

Stereo 8 cartridge tapes feature entertainment by the world's greatest artists: Belafonte, Como, Hirt, Mancini, The Boston Symphony and Boston Pops, Moffo, Price, Rubinstein and many, many more. And the catalog is growing daily.

Stereo 8 is now available in many of the Ford Family of Fine Cars for '66 or the unit can easily be installed in other models.

Contact your RCA Victor distributor today for complete details about Stereo 8—the most exciting new recording idea in years!
Advertising and Promotion Program for
of Stereo Cartridge Tapes for Cars!

New for '66! RCA Victor Stereo Tape Music
in your car.

Consumer advertising in national magazines — commercials in full color on network TV. Full-page ads in LIFE, ESQUIRE, TIME, NEWSWEEK, PLAYBOY and others — plus advertising in automotive magazines, tape publications and on TV — will introduce your customers to Stereo 8.

Modern display merchandiser. Smartly designed floor and counter display unit is a real eye-catcher, shows merchandise in full color, provides order desk for customer's use, takes up minimum space.

Window streamers, ad mats, "minnies." An assortment of effective promotional material for use at the local level.

Cartridge Caddy. Handsome carrying case holds up to 10 Stereo 8 tape cartridges. Ask your RCA Victor distributor about the one-free-with-6 deal.

Take-home catalog. A consumer catalog listing all Stereo 8 tapes available (including new releases for November and December). Can be given to customers or used as a mailing piece.

Loose-Leaf Catalog. Full-color consumer catalog is permanently attached to display merchandiser, shows complete selection of cartridge tapes.

RCA Victor
STEREO 8
®

The most trusted name in sound

www.americanradiohistory.com
**TOP 20** Spotlights—Predicted to reach the top 20 of the HOT 100 Chart

**CHER—WHERE DO YOU GO (Five-West-Coolision, BMI)—In answer to the title, the top of the chart. Rhythmical folk composition by Sonny's can't miss—be a smash for Cher. Tremendous vocal performance backed by driving beat. Flip: "See See Blues" (Five-West, BMI). Imperial 66136

**CHAD & JEREMY—I HAVE DREAMED (Williamson, ASCAP)—By far one of their finest ballad entries to date. The Rodgers-Hammerstein tune is beautifully revised with this smooth vocal with strong dance beat backing. Flip: "I Should I" (Chad & Jeremy & Noma, BMI). Columbia 34314

**DEREK MARTIN—YOUR DADDY WANTS HIS BABY BACK (South Mountain, BMI)—Having hit with its initial "You Better Go," Derek has even more potential in this well written Bobby Weinstien-Teddy Kandazzo ballad. Soulful wailing vocal performance backed for all the R&B and pop markets. Flip: "I Won't Cry Anymore" (United). Roulette 4647

**ROCKIN' RAMRODS—DON'T FOOL WITH FU MANCHU (Van Cleef-Seven Arts, BMI)—Inspired by the forthcoming film "The Face of Fu Mancha," this Frank Slay production with offbeat lyric and hard driving dance beat has the earmarks of a smash. Strong group sound. Flip: "Tears Melt the Stones" (Claridge, ASCAP). Claridge 301

**MIMI & RICHARD FARINA—PACK UP YOUR SORROWS (Ryerson, BMI)—In the vein of the Buez and Dylan hits, this rhythm folk material is treated to an exciting pop hit sound which should go all the way. Top hook blend on well written lyric. Flip: "Joy Round My Brain" (Witmark, ASCAP).

**THE HARRY SIMONE CHORALE AND ORCHESTRA—HALLELUJAH (ASCAP)—Marking their debut on the Kapp label, the fine musical organization offers an inspiring entry. Featuring voices and big orchestra, it is all in the way of a New York recording. Potential. "The Little Drummer Boy" (ASCAP) Kapp 711

**FARON TAYLOR—I DON'T KNOW YOU ANYMORE (East-West, ASCAP)—Intriguing and fresh stylist makes an impressive debut on Columbia. With a tender and rich lyric feel, she sings straight from the heart. Strong Giel-Uellah ballad should prove a tasty, commercial hit. Great programmer. Flip: "Little Boy" (Emaulad, ASCAP).

**BOYS BLUE—TAKE A HEART (Gallico, BMI)—Hard driving rocker that should hit with a tremendous impact. Interesting sounds and arrangement builds into a wild disquieting frenzy! Flip: "You Get What You Want" (Gallico, BMI). ABC-Paramount 10658

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THE ROLLING STONES

the dividing line between art and commerce

GET OFF OFF

MY CLOUD

produced by Andrew Loog Oldham

LONDON 9792
The freshest, most startling new sound in country music... Bluegrass blues.

Two great Chuck Berry standards performed in a style never heard before.

---

"Memphis" "Maybellene"

Jim and Jesse

ON EPIC RECORDS
The Incomparable LENA HORNE with a Top Forty Record??

You Bet!!!

LENA HORNE sings

"Like the Sand and the Sea-
That's the way I want our love to be."

UA 911

on UNITED ARTISTS of course
### Billboard Hot 100

**For Week Ending October 9, 1965**

**Star Performers—Songs reaching their highest position this week.**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tr>
<td>1</td>
<td>Bob Dylan</td>
<td>Like a Rolling Stone</td>
<td>Columbia 45246</td>
</tr>
<tr>
<td>2</td>
<td>Andy Williams</td>
<td>I Knew You When</td>
<td>Columbia 45245</td>
</tr>
<tr>
<td>3</td>
<td>Bob Dylan</td>
<td>Positively 4th Street</td>
<td>Columbia 45246</td>
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<tr>
<td>4</td>
<td>Andy Williams</td>
<td>Make Me Your Baby</td>
<td>Columbia 45247</td>
</tr>
<tr>
<td>5</td>
<td>Andy Williams</td>
<td>This Magic Moment</td>
<td>Columbia 45248</td>
</tr>
<tr>
<td>6</td>
<td>Andy Williams</td>
<td>Havin' So Much Fun I Forgot to Eat</td>
<td>Columbia 45249</td>
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<tr>
<td>7</td>
<td>Andy Williams</td>
<td>I've Got My Eyes on You</td>
<td>Columbia 45250</td>
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<td>8</td>
<td>Andy Williams</td>
<td>Ain't That Unusual</td>
<td>Columbia 45251</td>
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<td>9</td>
<td>Andy Williams</td>
<td>Ain't That Peculiar</td>
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<td>10</td>
<td>Andy Williams</td>
<td>Ain't That Just Like a Woman</td>
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<td>Ain't That Just Right</td>
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### Bubble Under the Hot 100

For the week ending October 9, 1965, the bubble under the Hot 100 included songs that were close to reaching the Top 100 but did not quite make it. These songs included titles such as "I'm Not a Juvenile Delinquent," "Out of Sight, Out of Mind," "I'm Gonna Get You," and "I'm Going to Get You."
SANDY MASON LOVES TERRY
b/w THEN YOU CAN TELL ME GOODBYE K-13393
YOU’LL LOVE SANDY MASON
Spokesmen Leading Two Lives for Decca

NEW YORK — John Madara and Dave White, two-thirds of the Spokesmen trio, who are riding high on the charts with "Dawn of Correction," are wearing two hats — and three in their dressing rooms. (The other member of the Spokesmen in Kirk Gilmore, a radio personality at WBGO, Philadelphia.) Not only are Madara and White recording artists for Decca but they have also signed on to appear at the Spaders, in addition to producing their own "Dawn of Correction" date for which they decided to sing themselves when a vocal group couldn't be found. Madara and White are producing Decca discs with other artists.

Foremost among their production ventures is Len Barry's "Tell Me, Please." The record was just released on the "Hot 100" chart and climbing fast. "Dawn of Correction," also in its fourth week, is now 39th and moving up steadily. So Madara and White already have produced their first Spaders single, arranged for release this week, and a premiere LP for the group, with the Spaders album set to include six of their own songs. The album, scheduled for release is a rhythm and blues record

Brazilian Act a Winner

NEW YORK — An audience comprised entirely of treble lovers is hard to win over but Sergio Mendes and his band, one of the foremost Brazilian group of five boys and a girl, did it hands down at a special showcase last Tuesday (28) at the Village Vanguard. The preview was co-sponsored by the Port Authority of the State of New York, which just released the group's latest LP, and RCA Victor at the Village Vanguard, where the group began a two-week run last night that will continue through October. The guest list included disc jockeys, producers, and other music leaders.

The group did a set that lasted about 30 minutes but it was packed, and the audience kept on expanding. The tempo is brisk and infectious as they parlay instrumental and vocal on a repertoire that relies heavily on a jazz nova beat. Whether the songs be of the Brazilian folk or carnival genre or even out of British pop like "Hard Day's Night," it is all clean and precise, gay and infectious. Sergio Mendes leads the way with his deft piano playing and the others take their turns in stride. Their display of youthful vitality and their obvious joy in playing and singing together should carry them far.

MIKE GROSS

Signings

Lou Monte, who has been with Capitol Records for the past few years, has returned to CBS, where he was originally signed with Victor in 1953 and remained there until 1960. The Three of Us, a new folk-rock group out of Dayton, Ohio, has been signed to Keep Records. Initial single couples "I've Been Lonesome Too" and "Little Toy Soldier." Suverro Satird, police-turned-musician, has been signed... (Continued on page 48)

Mitchell Trio LP A Stirrer

NEW YORK — The Mitchell Trio's new album, "That's the Way It's Gonna Be," is creating a stir in the folk world. The trio, with Gilmore's deep, rich voice, is a force in the more blues-oriented ilk of the currently vogue folk movement.

Elizabeth Taylor fans have written the group protesting the inclusion of "What Kind of Life Is That," and followers of George Lincoln Rockwell's America First movement are complaining about "I Was a Fool for You." But the protests notwithstanding, the Mitchell Trio is scheduled for a concert at Carnegie Hall on Oct. 9.

Teresa Brewer Brews Up Top Performance

NEW YORK — With all the vigour and vitality of a teen-ager, the vivacious Teresa Brewer put up sparkling performance at the Latin Quarter before a packed house Thursday night (23).

Backed by the Terry Tones, talented male vocal quartet, Miss Brewer delighted with a medley of her million-sellers and a Dixieland Blues set featuring "South Rampart Street Parade" and "Way Downonder in New Orleans." The pretty Philips recording star brought a touch of nostalgia to the stage as she segued to each hit of the fifites as "Music, Music, Music," "Let Me Go, Lover!", and "Rolling." Another outstanding number, given a wailing blues vocal treatment was the pop standard "Mean to Me," written by Roy Turk and Fred Ahlert. A two featured on the bill was impressionist Will Jordan, known for his Ed Sullivan imitation. Using mostly fresh material, the comedian started slowly, but soon captured the audience with takeoffs on Groucho Marx, Jack Benny and Alfred Hitchcock.

The fast-paced show was further enhanced by a "Paris" review, starring the Latin Quarter Dancers.

HERB BROWN

Epstein Gives Every Bros. Beatles Touch

LONDON — Brian Epstein gave a Beatles-type welcome to the Every Brothers four days before the start of their British tour with Cilla Black and Billy J. Kramer. He even took newspaper photographs of the arrival of their plane in the hope of attracting crowds to London airport.

But the arrival of the duo was only one of Epstein's surprises for the tour, he said. The band is Britain's largest pirate station, Radio London, to give airwave coverage every single day—and all the agent's contributions to the group is many of the ideas on his frequent visits to America.

Two weeks ago, Epstein and Radio London program controller Ben Tony Lockheart (Continued on page 48)

people and places

Goddard Liebermon, president of Columbia Records, was presented with the annual technical award by the Institute of High Fidelity last week for his "outstanding contributions to recording, music and high fidelity fields." Marilyn Maye, new RCA Victor artist, is at the Living Room for the next two weeks. ... Gale Garnett has been set for her first CBS session on Oct. 8 at 3 p.m.

The Soul Brothers, regulars at Trader Huffer's Greenwich Village Club, will appear with the Supremes at Philarmonic Hall Oct. 15. ... Joda Records artists, Sette and Dardo, are in New York for a set of dates.

Oct. 8-9. ... Singer Johnny Nash will be at Harlem's Apollo Theater until Oct. 10. ... The Four Seasons are now in production of a one-hour color television show, "Something Special," Syndicated by Four Star for Jackie Barnett Productions. The show will head the New Christmas billing at the Apollo with the Brothers appearing as special guest stars. The boys are also set for Andy Williams' TV show Oct. 25. ... Clara Ward and the Ward Singers, currently at the Copa Lounge, will play at the Apollo in November.

Ulpio Minneci will compose the score for the ABC-TV documentary "Washington, D.C." scheduled to be aired on Thanksgiving Day. ... Jazz disk jockey Alan Grant of WABC FM is hosting the Monday night "Greats" show on WABC.

Johnny Tillotson leaves for the West Coast Oct. 19 for a 10-day promotion tour for his MGM disk "Heartbeats by the Number." He will appear on six TV shows there, including a five-city "Hollywood Palace" appearance. ... Eddie Haskell, singer-guitarist, has signed a personal management deal with Larry Della Carta. ... Eddie Rabburn, Doo-Wop artist, is out on the West Coast for a demo appearance for ABC-TV's "Shindig," which will be aired Oct. 21. ... He'll perform his disk "Tick Tock" on "The Beatles Hour.

The Serendipity Singers will tour Russia in July as part of the Government's Cultural Exchange Program. Xavier Cugat and Chaval, now in Spain filming Cega's TV tour of Madrid dekagoing here, return to New York Oct. 16 and head for the Coast to tape a show for the Dean Martin TV show, scheduled to air in November. ... Eddie Haskell, singer-guitarist, has signed a personal management deal with Larry Della Carta. ... Eddie Rabburn, Doo-Wop artist, is out on the West Coast for a demo appearance for ABC-TV's "Shindig," which will be aired Oct. 21. He'll perform his disk "Tick Tock" on "The Beatles Hour.

Clair Ogerman Is Hitting The Target on Six Fronts

NEW YORK — Clair Ogerman is developing into the total music man. He's currently occupied as executive producer, arranger, conductor, record producer and artist. As president of Clair Ogerman Productions, he is in his library of songs, poems, recordings. 

The Ogerman publishing firms, Helios Music and Glamorous Music, have placed 12 singles on their tunes in recent weeks. Included among them is one done by Ron Gallo. "It's Been Talking 'Bout Me Baby," which is in Ramsey Lewis' LP "The In Crowd" on Argo Records.

The international scene, the Ogerman is the producer for such artists as Four Shades of Brown (Valente (British Decca). She is in session for October, just preceding the European legs of the American in New York. He also handles production for Eddie Rabburn, Dolly Quinn's latest single, the Gershwinian "My Old Kentucky Home." It's "500 Miles," is being sub-published by Ogerman's music firm Mercury. 

Ogerman currently is handling production and arranging and conduction on a new album for Verre featuring the Bill Holman Orchestra with a symphony orchestra. He also arranged and conducted for Eddie Rabburn's new RCA Victor single "Tell Her." RCA Victor recently released a single, "Watson Trumpets," with the RCA Victor Orchestra, arranged by Ogerman, and has scheduled an album of the same title for the label.

Turners Back to Sue

Van McCoy, seasoned songwriter who is now doubling as vocalist, signed to a new label's voght jam to put in "Get It Together," and the singer's manager, Dave Kapralik, look on... (Continued on page 48)
PHILADELPHIA BREAKS OUT WITH ANOTHER HIT RECORD!

FRANKIE VALLI OF THE 4 SEASONS

THE SUN AIN'T GONNA SHINE (Anymore)

S-1995

SMASH RECORDS

...and thanks to Joe Balzell
Smash promotion man in Philadelphia
**Vogue to Open Studio; Sales Up 28%**

Indie Concern Is Registering Its Best Year

**PARIS**—Despite summer-long murmurs of a slump in the French disc industry, Vogue, France's oldest independent record company, is having its best-ever year. Sales have gone up by 28 percent compared with last year and business is expected to continue at a 75 percent per cent increase with August.

Turnover is up by 28 percent compared with last year and business is expected to continue at a 75 percent per cent increase with August.

The 1964 Voyager held at the 1965 Voyager Conference held in the Chateau de Puscat (Seine-eta-Disne) and attended by representatives from Germany, Switzerland, Belgium, and Holland. Also present at the conference, presided over by Leon Cabat, President Director General of the S.A. Vogue Productions was younger, more dynamic and energetic. Picasso, Goya, and Dali were featured in the conference. The conference was held in Paris.

**BACK IN APRIL,** Freddie and the Dreamers hit No. 1 on the Billboard Hot 100 with "I'm Telling Her Now." The award was quite unexpected and欢庆, as the group was not originally slated to appear at the conference. However, due to their success, they were invited to perform and were later presented with the award.

**OSLO**—Norwegian translations of international hits could be a hit in Norway, provided that they are done properly with a professional background. According to Toth Johansen, manager of the pop and jazz departments of Nor-Disc.

During the past three years, the Nor-Disc has been relatively unsuccessful in this field. The company has tried several translations, but none have been successful. However, during the past two years, the Nor-Disc has introduced several new bands and artists, and the company has seen an increase in sales. The Nor-Disc has also introduced a new line of Norwegian translations of international hits, and these have been successful.

Nor-Disc is the largest of the Norwegian record companies, and the company's success is due to its ability to translate foreign hits into Norwegian. The company has a team of skilled translators who are able to accurately translate the lyrics of the songs, and this has helped to make the translations successful.

**LONDON**—Liberty's recent 10th anniversary music concert has been a huge success, and the company is now planning to expand its music业务 to include new copyrights for the publishing firm and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations.

**SHOWN IN LONDON**

**Liberty's Movie Registers Powerful With EMI Brasses**

A special showing of the film to U.K. music publishers was held recently at Liberty's offices, and many publishers were in attendance. The film was a huge success, and the company is now planning to expand its music业务 to include new copyrights for the publishing firm and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations. Mike Slowman continues as Library's director of music and liaison officer between EMI and Library, artist promotion, etc. EMI last week signed a contract (50K) with Hilary Ravitch (son of movie actor Jerry Lewis) which was in London Sept. 15 for a.priori to visit EMI and study possible combinations.

**October 9, 1965, BILLBOARD**

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**Jazz Fest Oct. 13-17 in Prague**

**PRAQUE**—The second international jazz festival held here Oct. 13 to 17. This year's event will be much larger than the previous one, which was held in 1963. The festival will include a variety of concerts, workshops, and seminars, as well as a jazz market and a jazz fair. The festival will be held at the New Town Hall, which is located in the heart of Prague.

**MUSIC CAPITALS OF THE WORLD**

**BRUSSELS**—"Early Bird Sadie" by Andre Grassou is a big hit record here. It is already No. 1 in the Flemish charts. The single has also been released in New Zealand as "Early Bird Sadie." The single has been sold over 100,000 copies in Belgium and is expected to do well in other European countries. The single has also been released in New Zealand as "Early Bird Sadie." The single has been sold over 100,000 copies in Belgium and is expected to do well in other European countries.

**JANET MARK BERTRAND**

**CRUISE**—"New Year's Eve at Sea" by the Brian eld band is a big hit record here. It is already No. 1 in the Flemish charts. The single has also been released in New Zealand as "New Year's Eve at Sea." The single has been sold over 100,000 copies in Belgium and is expected to do well in other European countries. The single has also been released in New Zealand as "New Year's Eve at Sea." The single has been sold over 100,000 copies in Belgium and is expected to do well in other European countries.
THE SUNRAYS

Climbing the charts around the world... No. 6 in Australia... Moving up in the trades here. Top air play all across the country. Top sales, too! Rise and shine with this exciting new group.

I LIVE FOR THE SUN

www.americanradiohistory.com
Teichiku Lists 16% Sales Advance

TOKYO—At the convention held in Osaka Sept. 9 and 10, Teichiku Records, Doceo's affiliate, revealed that the firm registered sales of $4,800,000, exceeding its yearly quota by 16 per cent from Aug. 21, 1964 to Aug. 20, 1965.

Besides the excellent sales achieved by Japanese recordings, tremendous sales of Sam Taylor, Carmen Cavallaro and Brenda Lee's platters (singles and albums embodying numerous Japanese selections) account for the 21 per cent of the total international records sold. These artists played a decisive role in bringing about the biggest business in the firm's history. The rate of returns was 17.3 per cent. The ratio of Japanese discs against international records sold was 60 to 40 per cent, showing that international records sold for better than originally estimated.

The firm's quota for the following year is 1,850 million Yen or $514,000.

Expands Facilities

In preparation for the expected influx of year-end orders, Teichiku is expanding its plant facilities in Naha City for the installation of 10 Fobil presses bought from Belgium. These automatic presses will step up the monthly production of singles to 550,000 and LP's to 170,000. At present the plant does not have the capacity of manufacturing more than 400,000 disks of all types in a month. The most modern recording and cutting machines will also be installed in the new studios.

Furthermore, the label has recently established a subsidiary named Teichky Enterprises Co. to operate the Teichiku Building, to be completed this month. Offices to rent, recording studios for hire and a school for budding singers in the building will be put under the control of the subsidiary, as well as copyright problems and talent management.

Toshiba Meeting Sales Target

TOKYO — Toshiba Records (EMI) achieved 93 per cent of the sales target of 2,500 million Yen ($6,944,000) for the first six months of fiscal 1965 (March 21 to Sept. 20). This indicates a gain of 7 per cent over the same period last year.

International popular records account for 60 per cent, classicals 12 per cent and Japanese recordings 28 per cent of the gross sales. Most astounding was the sales of the Beatles and the Ventures which account for 40 per cent of the total sales or 70 per cent of the total when answering ads . . .

Three Labels to Issue McGuire Albums in U. K.

LONDON—Three albums by Barry McGuire — whose single "Eve of Destruction" has given RCA Victor one of its biggest British hits this year—are being issued in Britain on different labels this month. McGuire is due in London Oct. 10 with P. F. Sloan, who wrote "Eve of Destruction," Dunhill Records President Jay Laska and producer Lou Adler.

RCA Victor issues "Barry McGuire Featuring Eve of Destruction"—his first LP for Dunhill—this week. It includes two Bob Dylan compositions published here by Blossom Music. (Continued on page 32)

EMI Host to Dutch Dealers

LONDON — Two groups of dealers and their wives flew to London from Holland to spend a day with EMI. A reception followed by a typically English lunch was hosted by EMI Chairman Sir Joseph Lockwood and EMI Records Managing Director Len Wood.

The event celebrated the fifth anniversary of a Dealer Convention and "Golden 50" Club formed in 1960 by EMI's Dutch licensees, N. V. Verkoop-Maatschappij Bovens, headed by Gerry Oord.

The dealers were also taken to see the film, "Mary Poppins," and afterward were entertained at a cocktail party hosted by Disney Productions.

International News Reports

...market records all over the world

...press

...promote

...import

...export

EMI ...record

LA ORGANIZACIÓN MÁS GRANDE DEL MUNDO DEDICADA A LA GRABACIÓN DEL SONIDO / SANTIAGO, CHILE and in 45 other countries
This is the week that is!

Bobby Rydell's new pop single heads for the top!

**WHEN I SEE THAT GIRL OF MINE**

b/w It Takes Two

5513

Ted Cassidy introduces the fantastic Lurch!

**THE LURCH VS. WESLEY**

5503

And Nancy Wilson sings the lead song from the new musical "Skyscraper"!

**I'LL ONLY MISS HIM WHEN I THINK OF HIM**

b/w Afterthoughts

5515

TED CASSIDY AS LURCH OF TV'S ADDAMS FAMILY

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MUSIC CAPITALS OF THE WORLD

LONDON
A merger between two British agencies pools the talents of the Rachels, Twinkle, Them, the Shadows, and many others into one organization. The merger is between Philip and Dorothy Solomon's agency and Capable Management headed by Maurice King and Barry Chayman, but the Solomon's major publishing interests are not involved. Film producers Harry Saltzman and Cubby Broccoli are negotiating with his manager, songwriter Gordon Mills, for Tom Jones to sing John Barry's title song over the accompanying trio than its exchange with the British group allowed. Balladier Matt Monro's next single is to be the Les Baxter/Canet single. "Yesterday," is a hit single for the group in the U.S. but is in Britain only on a hostel LP. A. Mark Forster has quit his job as general manager of leading impresario Larry Parnes's LMP Entertainments after eight years to set up his own management and independent record production firm. Due in from Stockholm is the latest EP, the SGIGS label chief Ivan Nordstrom. Sales near the half-million mark took "Tears" by comedian Ken Dodd to the No. 1 spot and proved something of a personal triumph for published Bill Phillips.

Another production by Donovan will be published by a new company set up by the folk star's joint managers Geoff Stevens and Peter Eden, Peter Piper Music. Donovan is constructed as song writer to Southern Music, which handles the great majority of his work. By the end of the year, the British group news agent and book chain, W. H. Smith's will have purchased departments in more than 90 of its shops. CBS has released three singles of songs from "A Balcony Over the Great Wall," "Passion Flower Hotel," and "A Whale." "A Whale," by the John Barry Orchestra, "How Much of the Dream Comes True," by Barbara Streisand, and "I Love My Love," by Jeremy Clyde.

CHRIS HUTCHINS

MEXICO
Capital recorded the first LP with a concert for the presentation of the new Cuban rhythm, Mozambique, played by the orchestra of Leo Acosta, outstanding Mexican dance band in the country for the past several years and particularly with its unique gait. The LP was recorded by Pedro Fuentes of Polydor. The release, however, was refused by the orchestra and a new LP record was released.

OTTO MAYEUR-SEYRA

MILAN
Durum Records renewed its contract with Disques Vogue for the sale of its catalogue in the French territory. Kritor Milian- gian and Mrs. Elisabeth Milian- gian, respectively, and Leon Cabas, sales manager in Milan, complete the agreement.

Durum also signed a contract with Prestige Records for distribution of the American catalogue in Italy, according to Glaupius Scazi, Durum's international manager, Di Cicco Bollini will release and manage Sorrento catalogue in Italy, said Tony Cassola, firm's owner and general manager. First batch of releases will include 45 mono and 45 stereo albums, all classical music. GCO International is marketing a new record by Les Surfs, "Chap Tap" b/w "Quando Tu Verrai," under the Festival label.

BRUNO PIZZO and Sandro Colombari of Clam Records have decided they will start their European tour (1). They will fly to London, Stockholm, Hamburg, Amsterdam, Brussels, Paris, Madrid and Barcelona to assume complete distribution coverage throughout Europe for Clam catalogue.

GUS LACUSINO

MUNICH

Gayly Werner Goetzte broadcast one-hour-plus glider show on Rob Nichols. Munich's new deejay team, Lotl and Jimm, produced two record shows from albums by Celine Cordero, and "Hey You," featuring the two very popular Munich-born singers, the other by Jerome Kern, featuring recently by Frank Sinatra, Bing Crosby, the last by Prez, "Peggy's Got Me," with the usual list of famous guests, Shirley MacLaine, Jimmie Johnson, and Frank Sinatra, and finally, an album by a Grupello.
AUTUMN IS HERE
WITH 4 BIG RECORDS BREAKING NATIONALLY WITH PROVEN SALES IN MAJOR MARKETS

AUTUMN #15
I STILL LOVE YOU
THE VEJTABLES
Top 10 at KYA and KEWB, on the list at WLS, WMCA, WWDC, WKBW, CKLW, WDRC, WKDA, KELP, and many others.

AUTUMN #18
IF I'VE BEEN DREAMING
THE OTHER TIKIS
Top 30 on the West Coast and immediate sales wherever played.

AUTUMN #19
DANCE WITH ME
THE MOJO MEN
A 24 hour smash in San Francisco, a pick at WMCA, New York, and WLS, Chicago.

AUTUMN #20
DON'T TALK TO STRANGERS
THE BEAU BRUMMELS
70,000 sold in the first week—Gavin pick, and a pick in top markets around the country.

AUTUMN RECORDS INC. • 70 Dorman Avenue (Studio Three) • San Francisco, California • 415/AT 5-3100
MUSIC CAPITALS OF THE WORLD

Oslo
Norwegian trumpeter player Finn Ellefsen has received a silver disk for his performance of all of his new work, recorded by Jan Visions (New York). He has recently completed a tour of Norway, and was in Paris last month to record a new album for the Danish label.

Stockholm
Lars Erlandsson, 22-year old trumpeter from Vasteras, Sweden, who has been living in Los Angeles, California for the past few years, will be performing at the annual jazz festival in Stockholm, Sweden. He will appear with his band, which includes Swedish musicians and will be joined by the legendary Swedish jazz saxophonist, Benny Birgander.

Toronto
Toronto's jazz scene is thriving, with a number of local musicians making a name for themselves on both the national and international stages. The city's annual jazz festival attracts performers from around the world, showcasing a wide variety of genres and styles. This year's festival is expected to be one of the most successful yet, with a strong lineup of local and international artists.

Vogue Paris Studio to Cost £200M

The construction of Vogue Paris Studio, a new production facility for the fashion brand's global operations, is set to begin this fall. The studio, located in Montparnasse, will serve as the hub for the brand's artistic and creative teams, enabling them to work more closely together and on a larger scale.

McGuire Albums

Tracks wrapped by McGuire prior to his Dunhill contract for Davon Records has been acquired by the MCA label. McGuire's sessions with jazz trumpeter Jeff Kruger for his Ember label and Isabella Wallack for their Delyne label have also been found.

The Delyne album is called "Barbara With Barry Kane." The Ember LP is as yet untitled.

Vogue Registers Its Best Year

The results of Vogue's 1965 fiscal year have been released, showing a significant increase in sales and profit. The magazine's circulation has grown to over 1.5 million copies, and its advertising revenue has reached a record high. The company is also exploring new opportunities in the digital and e-commerce sectors.
Just Released... Her Latest Album...

JOAN BAEZ
"FAREWELL, ANGELINA"
VRS-9200 mono VSD-79200 stereo

and don’t forget her last smash runaway album...

JOAN BAEZ /5
VRS-9160 mono VSD-79160 stereo
featuring her hit single "THERE BUT FOR FORTUNE"
HERE'S WHAT HAPPENS TO BIG

... THEY BECOME

THE DAWN OF CORRECTION
THE SPOKESMEN

INCLUDING:
THE DAWN OF CORRECTION
THERE BUT FOR FORTUNE
DOWN IN THE BOONDOCKS
IT AIN'T ME BABE
COLOURS

CASH IN NOW. PLACE YOUR ORDER

DECCA RECORDS
DL 4712 (M)
DL 74712 (S)
HIT SINGLES ON DECCA

BIG HIT ALBUMS!

HELLO VIETNAM

JOHNNY WRIGHT

STEREO

Including:
HELLO VIETNAM
A OLLER LIN LETTER
CHILDREN'S LAST LETTER
WALKIN' TALKIN' DANCIN'
RAINBOW AT MIDNIGHT
DON'T GIVE UP THE SHIP

DECCA RECORDS
DL 4698 (M)
DL 74698 (S)

WITH YOUR DECCA BRANCH IMMEDIATELY

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**ARGENTINA**

- **This Last Week**
- **Canadian Records**

**FRANCE**

- **This Week**

**HOLLAND**

- **This Week**

**ITALY**

- **This Week**

**MALAYSIA**

- **This Week**

**MEXICO**

- **This Week**

**NEW ZEALAND**

- **This Week**

**NORWAY**

- **This Week**

**PERSIA**

- **This Week**

(Continued on page 48)
Dealers and Distributors... This is the hot one!

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NAME
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<td>The Beatles, Capitol Mono 2506 (M)</td>
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<td>LOOK AT ME</td>
<td>The Kinks, Reprise 1001 (E)</td>
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<td>THE IN CROWD</td>
<td>The Ventures, Mercury 7-4521 (B)</td>
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<td>THE SOUND OF MUSIC</td>
<td>Rodgers &amp; Hammerstein, Columbia 36275 (C)</td>
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<td>OUT OF OUR HEADS</td>
<td>The Beach Boys, Capitol S-2009 (E)</td>
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<td>6</td>
<td>BRINGING IT ALL BACK HOME</td>
<td>Bob Dylan, Columbia 388 (E)</td>
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<td>7</td>
<td>MARY POPPINS</td>
<td>Marni Nixon, RCA Victor LSP-3102 (S)</td>
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<td>MORE HITS BY THE SUPREMES</td>
<td>The Supremes, Motown 104 (R)</td>
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<td>SUMMER DAYS</td>
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<td>MY NAME IS BARBRA</td>
<td>Barbra Streisand, Columbia 8121 (C)</td>
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<td>WHIPPED CREAM &amp; OTHER DELIGHTS</td>
<td>The Cream, Reprise 1012 (S)</td>
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<td>FOR THE BARRYMORES</td>
<td>The Barrymores, United Artists 1066 (U)</td>
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<td>ELVIS FOR EVERYONE!</td>
<td>Elvis Presley, RCA Victor LSP-2981 (S)</td>
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<td>WHAT'S NEW Pussycat?</td>
<td>Mel Brooks, Reprise 1026 (S)</td>
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<td>TOO BAD I'M BAD</td>
<td>The Turtles, Mercury 7-4531 (B)</td>
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<td>SEPTEMBER OF MY YEARS</td>
<td>The Royal Philharmonic Orchestra, Columbia 12291 (C)</td>
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<td>I'M THE ONE WHO LOVES YOU...</td>
<td>Frankie Valli &amp; The Four Seasons, Columbia 1213 (C)</td>
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<td>19</td>
<td>HOLLIDAY AT CARNEGIE HALL—AN HISTORIC RETURN</td>
<td>Ella Fitzgerald, Columbia 12218 (C)</td>
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<td>20</td>
<td>THE VENTURES ON STAGE</td>
<td>The Ventures, Liberty LBS 709 (L)</td>
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<td>HIGHWAY 61 REVISITED</td>
<td>Bob Dylan, Columbia 1114 (C)</td>
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<td>FIDDLER ON THE ROOF</td>
<td>The Fiddler On The Roof Cast, Atlantic 2561 (L)</td>
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<td>23</td>
<td>TONY BENNETT'S GREATEST HITS</td>
<td>Tony Bennett, Columbia 1108 (C)</td>
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<td>24</td>
<td>A SONG WILL RISE</td>
<td>The Everly Brothers, Columbia 1105 (C)</td>
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<td>25</td>
<td>MR. TAMBOURINE MAN</td>
<td>The Byrds, Columbia 1126 (C)</td>
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<td>THE ROLLING STONES NOW!</td>
<td>The Rolling Stones, London BKS-106 (L)</td>
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<td>SINATRA '63</td>
<td>Frank Sinatra, Capitol 2512 (M)</td>
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<td>ZORBA THE GREEK</td>
<td>Vangelis, CBS 6460 (E)</td>
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<td>GOLDFINGER</td>
<td>John Barry, CBS 6354 (E)</td>
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<td>30</td>
<td>THE GENIUS OF JANKOVSKY!!</td>
<td>The Genius Of Jankovskys, Decca 25587 (E)</td>
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<td>THE MUSIC OF FAR AWAY PLACES</td>
<td>Debussy, Columbia 1111 (C)</td>
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<td>32</td>
<td>SUMMER SOUNDS</td>
<td>The Ventures, Liberty LBS 720 (L)</td>
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<td>33</td>
<td>THE 3RD TIME AROUND</td>
<td>The Impressions, Mercury 7-4536 (B)</td>
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<td>34</td>
<td>RAMBLIN' MAN</td>
<td>Pete Seeger, Vanguard V-7008 (V)</td>
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<td>35</td>
<td>THE RETURN OF ROGER MILLER</td>
<td>Roger Miller, Capitol 2533 (M)</td>
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<td>36</td>
<td>BLUE MIDNIGHT</td>
<td>The Jimi Hendrix Experience, Reprise 1036 (S)</td>
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<td>CHIM CHIM CHERE</td>
<td>The Mamas &amp; The Papas, Capitol S-2011 (E)</td>
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<td>38</td>
<td>THE RHYTHM AND BLUES ALBUM</td>
<td>The Watts 103's, Cap label 2501 (M)</td>
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<td>39</td>
<td>BEATLES '65</td>
<td>The Beatles, Capitol 2508 (M)</td>
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<td>40</td>
<td>JUDY GARLAND &amp; LIZA MINNELLI LIVE AT THE PALLADIUM</td>
<td>Judy Garland &amp; Liza Minnelli, Capitol 2502 (M)</td>
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<tr>
<td>41</td>
<td>GENTLE IS MY LOVE</td>
<td>The Ventures, Liberty LBS 714 (L)</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio airplay by the Music Popularity Dept. of Record Market Research, Billboard.
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FROM THE NEW MUSICAL "DRAT! THE CAT!"

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www.americanradiohistory.com
Key German Firms Expand Repertories

By OMER ANDERSON

FRANKFURT — All major German disk companies are now expanding their classical repertories in response to rising LP classical sales. Latest sales figures show classical music is now a major market force.

CBS Schallplatten, the CBS German subsidiary, is pressing expansion of its classical repertoire with a new series of LP offerings, "European Artists of World Renown." Thirteen artists are presented in the series, priced at $25 each with a uniform format designed for a home record library.

Kammermusiker France, a trio of German artists, is presented with the new series of LP recordings, "European Artists of World Renown." Thirteen artists are presented in the series, priced at $25 each with a uniform format designed for a home record library.

Uniqueness Trend in LP's Cited by Everest's Solomon

HOLLYWOOD—The trend in classical music is toward the unique, different albums, says Everest Records President Bernie Solomon. This category includes multi-record sets such as the Tchaikovsky symphonies (59.95) on a new Everest subsidiary, Summit Records. The Summit log will carry multiple packages exclusively. Solomon explained, including works of Tchaikovsky, Stravinsky, Goossens, Dean Dixon and Malcolm Sargent with the London and Vienna Symphonies.

Berkeley Quartet Will Open Series

NEW YORK—Concert-Party, a concert series inaugurated last year at the Bowmann Room of the Hotel Biltmore here, will begin its second season on Oct. 12 with the Berkeley Quartet. The series will also include European artists Jean-Pierre Rampal and Robert Veyron-Lacroix from France, Nov. 5; Juan Serrano, flautist from Spain, Dec. 1, and on Jan. 27, Die Kammersymphonie, a chamber orchestra of Zurich will celebrate Mozart's 210th birthday.

Other concerts will include the New York Jazz Sextet Feb. 25, American pianist Abbey Simon March 25, and the Eastman Brass Quintet on April 22. The series will be held on May 20. The artists are to be announced. The series is presented by Ann Summers and Edgar S. Feldman.

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At 5 Stands

NASHVILLE—A high-powered country music package show promoted by Abe Hanatzu, of Rochester, N. Y., set new attendance records in five of six cities it played during a six-day span Sept. 27-29.

The show featured Kitty Wells, Ernest Tubb, Johnny Wright, Carl and Jack Parker, Bill Phillips, and Ruby Wright.

The show broke records at London, Ont., where 6,500; Kitchener, Ont., 4,500; Buffalo, 6,000; Boston, 4,500; and Rochester, 12,000 (two shows).

The only city played in which the attendance was not broken was at Montreal, where 5,500 turned out. Reason was it was the same day (23) of a big show and party given for Hank Snow on the 25th anniversary of his signing with RCA Victor. Some 6,300 turned out for the Snow show.

CMA Elections Set
For Oct. 21 Meeting

Continued from page 3

said CMA Executive Director Jo Walker. However, anyone carrying proxies at election time may vote if they have registered with the CMA prior to the election, Mrs. Walker said.

Of the eight outgoing directors, two-year term directors, eight have another year to serve. They are: Chet Atkins, Hal Smith, George Peebles, promoter; Joe Allison, composer; Bill Jennings, WLAC-Radio; Wesley Rose, Acuff-Rose Publications, Inc.; Jerry Glaser, WENO-Radio; Owen Bradley, Decca Records, and Bob Austin, Record World.


The six outgoing directors-at-large:


Five nominations for directors have already been made at the annual dinner will appear on the ballot. However, nominations may be made from the floor, Mrs. Walker said. Voting will be by secret ballot.

Following election of new directors, the directors will meet to elect CMA officers. Interested candidates may be: Top Ritter, artist, president; five vice-presidents; Connie B. Gay, broadcasting; Jack Stapp, Tree Publishing, Inc.; W. H. Moeller, BMI Canada; Hal Cock, Billboard; Jack Burgess, RCA Victor; and the following: Hubert Long, Moss Rose Publications, secretary; Bud Browne, Australia; Ed Rose, Publicist; Miss assistant secretary; Dick Schofield, KFJO-Radio, treasurer; Bill Williams, WSM-Radio, assistant treasurer.

In addition to the election, Tex Ritter will give the president's annual report and other general business will be conducted, Mrs. Walker said.

Wilbur in 15 Markets

NASHVILLE—The Wilbur Brothers syndicated TV show, sponsored by American Smuff Co. and featuring Loretta Lynn, Harold Morrison and Don Helms, has just been bought by 15 new markets to bring the total to 36. The additions:


COUNTRY MUSIC

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/9/65

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>TITLE, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<td>1 BEHIND THE PRETENSE</td>
<td>3 DAYS (tart)</td>
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<td>4 DAYS (tart)</td>
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<td>4 THE LADY</td>
<td>6 DAYS (tart)</td>
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<tr>
<td>10/9/65</td>
<td>5 THE FIRST THING I'M GOING TO DO IS</td>
<td>7 DAYS (tart)</td>
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COUNTRY MUSIC ALBUMS

HOT COUNTRY ALBUMS

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October 9, 1965, BILLBOARD
Tillis Resumes, Sets a Record
NASHVILLE — Mel Tillis, who was released from the hospital three weeks ago after removal of a throat tumor, played the Opryland Club in St. Petersburg, Fla., last week and broke all attendance records. The club's 800 and 819 were in line. About 300 were turned away.

Smith Talent Set
NASHVILLE — Bobby Bare, Christy Allen, Billy Walker and Mark Cardwell were on the road last week for the Carl Smith "Country Music Hall" Canadian TV show, Modern Times, Inc., an- nounced. The artists will tape two shows at Smith's Oct. 14-15 in Toronto for later airing.

Arc Sound Forms Own Talent Agency.
TORONTO — Arc Sound, Ltd., has announced the forma- tion of a separate company, Cantif Talent Agency, for the management and promotion of country music recording artists on the Arc label. The agency is headed by Ron Albert, who is also active in Arc's record pro- motion and who has many years' experience in the country music field.

Among the first artists to be handled by the new agency are singer Jimmy Jannas, Eddie, Fred Landry, Arlie and the Mustangs, June and George Fisher and Bert Cuff, a Canadian now residing in Memphis. Cuff's first Arc single, "Seven Days a Week" and "Island of New- foundland," is reported off to a strong start.

Arc has recorded considerable Canadian country talent and is currently planning to expand its activities in the international country music market. With this in mind, Arc President Phil Anderson and key man Ralph Harding and Ben Wetherby will be in Nashville for the country music festival there Oct. 21-23.

YESTERYEAR'S COUNTRY HITS
Change-of-pace programming from your library's shelves, featuring the disks that were hotter in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart of that time.

COUNTRY SINGLES—5 Years Ago Oct. 8, 1960
1. (I Can't Help You) I'm Falling Too, Skeeter Davis, RCA Victor
2. Korean War, Billie Jo Spears, Decca
3. Hands of a Heart, Merle Travis, Capitol

COUNTRY SINGLES—10 Years Ago Oct. 8, 1955
1. I'm Gonna Love Me Again, Hank Williams, RCA Victor
2. I Don't Care, Webb Pierce, Decca
3. Young Love, Pappy Owen, RCA Victor
4. Break Me, Break My Heart, Budd Johnson, Decca
5. I'm Gonna Love You, Don Reno, RCA Victor

Another Extra Industry Service From Billboard
www.americanradiohistory.com
JOHNNY RIVERS, Imperial Records, warms up an audience of 100 Chicago High school newspaper editors—95 percent female—for a press conference at WCLF last U. S. tour with the Beatles. WCLF's Jim Runyon is at left; in the background are the Shadows. What a way to have a press conference—with live music!

ROKE Stations Open Air Gates to White Soulists

• Continued from page 1

One of the key reasons for the extended playlist, of course, is to make room for white artists with soul feeling. These artists include Bucky McGuire, Sonny and Cher, Tom Jones, Sam the Sham and the Pharaohs, Roy Head and countless others. Mostly, these artists are being referred to as blue-eyed soul brothers. The Righteous Brothers, also heard on WKYZ, has now launched the whole trend. Almost any r&b radio program director will tell you of his surprise when he discovered just who the Righteous Brothers really are. Nearly all r&b radio stations were—and still are—playing records by the Righteous Brothers because of that r&b feeling in their material.

Georgie Woods, a big gun r&b deejay with WDAS, Philadelphi a, said he invented the Righteous Brothers. Besides his r&b station deejay activities, Woods has a new hour-long dance party now on WPHT-FM, a UHF station in Philadelphia. It is the only station in the metropolitan area that he owns the stock. The daily show could be considered blue-eyed soul in approach. Only a couple of weeks old, the program has already featured such artists as Gene Chandler, Billy Joe Royal, the Vibe rations, Five, the Lewis Sisters, Little Lisa and Lon Barry. This integration of music, Woods said, has contributed partly to the integration of staff. WABC, New York, just added Check Fawcett to its staff and KFWB, Los Angeles, has Larry McCormick. Both are Negroes working on two of the nation's major rock 'n' roll radio stations. Neither of these two stations are adding any more of an r&b element to their programming than they've had for quite some time. But Top 40 outlets have been playing r&b artists for years. It's more interesting, however, to note the trend toward integration on r&b radio stations. J. Whitington, operations manager of WAKE, said he would have an integrated deejay staff. Not so much because of any civil rights movements as the drive for soundness. "A lot of white kids like r&b," Whittington said. "Even the young marrieds are going for it. We feel that r&b is a growing business and it's going to be here for some time. You can say that as a painter you want numbers. We won't give numbers in an effort to get an audience with good radio." WRGB, which may change its call letters to WIGO, will feature Negro soul and rock destroys. Ed Shernoff has been the station for some time and has created a large following. Whittington said, so he'll remain, only changing the music to fit his own ideas. Radio A Go-Go . . .

Cleveland — An experiment by WKYC here is beginning to frighten what was a comparatively dull scene in Cleveland recording artists. Local record talent, especially those of local record producing firms, are receiving special billing by WKCY deejays as "The Cleveland Sound." A special feature of the: The Cleveland Sound was launched in July when "we felt the aura had a surplus of young recording talent that wasn't getting exposure," said WKYZ station manager Robert Martin. "The effect of the show has been great," Martin said the idea was his. "The record play list on most radio stations is so tight that new talent can't get airplay and that locally produced records—the ones that showed good production and deserved better treatment—would get played." Martin has now negotiated with the city for use of Cleveland's Public Hall for live record talent shows. The city put a ban on the use of the auditorium for rock music. Radio stations have been moving into space that were. Some 3,500 radio stations on the air today and more than 150 new stations coming on the air each year. The situation is an atmosphere of competition that would seem to be the rule.

The city and the FCC for "singing out markets with the most competitive stations." A city order that eventually they must become even more competitive. He said the order will impose a great hardship on daytime stations which give communities full-time service through FM facilities.

Radio A Go Go...
KWIZ an All-Request Music Station With All the Answers

By ELIOT TIEGEL

SANTA ANA, Calif.—Last May 10, when KWIZ (1110 kHz) in Santa Ana turned its music over to all of its listeners, the accent is on non-know-how. The requests can be received by mail and phone. General manager and program director Bill McLean said that "all 600 of our listeners can request what they want to hear. KWIZ is about to get going in earnest. No more music by committees, but only music to suit the person who's listening to KWIZ. KWIZ is about to get going in earnest. No more music by committees, but only music to suit the person who's listening to KWIZ." The station's listeners are expected to go to the station and request their favorite music. KWIZ is about to get going in earnest. No more music by committees, but only music to suit the person who's listening to KWIZ.

KWIZ's switch from chatter and album tracks to an all-request show, covering music going back 20 years, is the result of the station's move to Los Angeles. The station's listeners, who are now broadcasting in Los Angeles, are expected to go to the station and request their favorite music. KWIZ is about to get going in earnest. No more music by committees, but only music to suit the person who's listening to KWIZ.

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PORTLAND, Ore. — The latest Nielsen Radio Survey of Portland revealed that KISN not only is the No. 1 top 30 station in total market share, it also led all the Top 20 radio stations in the market by a sizeable margin in both single record sales and total market share.

KISN won the nod for being most co-operative in exposing local products.

In the country field, KISN, a newcomer since the last survey, has taken over the major medium for creating sales in the market. KISN is the first station to take advantage of the fact that the majority of the votes are received from the area where the station has the strongest presence.

Another radio station that benefits from the strong presence of KISN is KXOL. KXOL benefits from the strong presence of KISN in the market, and that has resulted in a significant increase in single record sales. KXOL is also the most co-operative station in the market, and that has resulted in a significant increase in single record sales.

The KISN Top 20 radio stations in the market by a sizeable margin in both single record sales and total market share.

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**FM: Revolution In Radio Sales**

*By RAY BRACK*

CHICAGO—Dealers have been reporting a revolution in radio sales that could see AM-only models go the route of 78 rpm records. There is one exception to the trend: low-end AM portables in the $5 to $10 range which serve as the vital link between the teenager and his rock 'n roll radio station. Even in the moderate-cost table line our customers want FM." Even the typical dealer observation.

The changing market is clearly reflected in factory sales figures just released by the Electronic Industries Association. And one need not go too far in further search of an explanation than the record of FM station growth during recent years (see chart below).

EIA figures show that sales of auto and home radios equipped to receive FM have more than tripled since 1960. An increase of 40 per cent above 1964 is expected before the end of this year.

In 1960—the year FM really started to catch hold—one FM receiver was sold for every 10 radios purchased. Last year one of every four radios sold could receive FM. By 1966, EIA expects the ratio to increase to one of three.

AM-only sales have hovered between 16 and 20 million since 1960. Some 20 million of these sets are expected to move this year.

Of the domestic-brand FM sets sold, the EIA has found that some 40 percent are incorporated in phonographs, 25 percent in table models and the remainder are portable or combined with clocks and TV sets.

### Leads Sales

Portables have registered the highest rate of FM sales increase. The Radio Advertising Bureau statistics indicate that 23 million FM sets were included in the 151 million reported in home use today. This increase is expected to reach 30 million of 161 million this year and 38 million of 170 million in 1966.

The increase in FM model sales has remained in step with FM broadcasting growth. While set sales have tripled since 1960, station numbers have increased from 821 in 1960 to 1,205 in 1964.

#### Analysis of FM Radio Sales

(Add 500 units; FM includes AM-FM plus FM-only)

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<tr>
<th>Factory Sales of FM Radios, 1960-1964*</th>
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<tr>
<td>FM Table</td>
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<td>FM Clock</td>
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<td>FM Record</td>
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<td>Phone-Comb. TV</td>
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<td>TV-Comb. TV</td>
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<td>Totals</td>
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FM-AM Sales Compared

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#### Home Radio Use

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### FM Radio Station Growth, 1945-1964**

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*Source: EIA
**Source: Radio Advertising Bureau
***Source: Television Factbook, 1965

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**Norelco Introduces Auto Tape System at New York Hi-Fi Show**

NEW YORK—North American Philips Co. Inc. introduced a tape sound system for automobiles, capable of recording and playing back, during the New York High Fidelity Music Show which closed Sunday (3).

Carrying the Norelco brand name and called Car-Mount, the two-part unit plays back through the car radio and may be removed from the mounting for use as a completely portable recorder.

The unit's two parts are a specially designed universal mounting which hangs below the dashboard and the Carry-Corder 516, a cordless, cartridge-loaded, portable tape recorder.

Said NAP Assistant Vice-President Wybo Semmelink: "Designing the unit in this manner gives the user two systems in one and provides features and versatility not available in other auto tape units.

"Since it is the only system that can record, it permits the motorist to tape reports, travel information, vacation sights, etc. Also, the user can pre-record selections of his favorite music for playback through the car radio."

The system utilizes one-hour tape cartridges. It is battery-powered and doesn't rely on the car's electrical system.

The Car-Mount and Carry-Corder together retail for about $135.

Some 60 manufacturers exhibited at the show in the New York Trade Show Building (dubbed the High Fidelity Palace). Among the firms were several major record companies, with artists on hand for personal appearances.

Ed. Further reports on the Hi-Fi show next week.

---

**Craig Panorama**

The Pfanziehl needle catalog is considered in many possible ways for quick identification of a customer's need, by brand number, cartridge or needle number, or by picture...or want replacement with a new Pfanziehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received.

---

**Pfanziehl**

CHICANESCO CORPORATION BOX 449
130 LAKESIDE AVE., WACO, TEXAS
Dripping Springs of the 23.71 Diamond Needle
LETTERS TO THE EDITOR

Discomatic

Dear Sir:

Request this Exchange be furnished catalogs and price list covering: Discomatic Home Juke Box by Gerivas, SA.

Also request that information copy be forwarded to Army and Air Force Exchange Service, 5 West 14th Street, New York 11, New York.

Sincerely yours,

C. W. Freeman Chairman Procurement Division

Dear Sir:

While looking through a recent issue of Billboard, I came across the enclosed product which I feel would be of great benefit to me in my recording operations. Immediately, I looked in the new Buyer's Guide under Electronic Manufacturers but could not find a listing for either Discomatic or Gerivas.

If you have any information as to where I can find these firms or their addresses, I would appreciate it very much.

Sincerely yours,

Gerald L. Griffin

Good Music Promotions

Dear Sir:

I would like more information about the Gerivas home juke box shown on the Aug. 7 issue of Billboard.

Yours truly,

John F. Glatz

Thompson, Manitoba

Dear Sir:

Please send more information about the Home Juke Box which was introduced last year by Gerivas, SA?

Thanks,

Naomi Almond

Jamaica, N.Y.

Dear Sir:

In the issue of Aug. 7, 1965 you show a Discomatic Home Juke Box.

Would you please send me more details, name of distributor, etc.

Thanks,

William F. Miller Manager, Record Dept.

Ideal Store

Catskill, N.Y.

Dear Sir:

You could send full particulars on the following items: Home Juke Box—Gerivas, SA; Craig Car Stereo.

On the Craig Car Stereo, please advise whether your library will be available thru same source.

Yours truly,

Sherman C. Dodici

Mayor, Happy Hawaiian Amusement Hilo, Hawaii

Ed: These and scores of allied products and accessories, the Home Juke Box have been related to Gerervas, SA, Ltd., Box 577, Norwalk, Conn. The unit has aroused a lot of reader interest.

Travel

October 9, 1965, BILLBOARD
COMMISSIONS: ARE THEY OUT OF HAND?

The bulk vending industry is commission-conscious. The reason for this is abuse of the concept in many markets. Confirmed reports place rates as high as 40 per cent here, 45 per cent there, with maverick operators going higher to lure lucrative locations (though one wonders how lucrative any location in which garners 50 per cent of machine gross). We begin this week a country-wide look at bulk vending operator commissions with reports from St. Louis and Minneapolis. Billboard reporters sought answers from key vendors to such questions as "What are going rates?" "Why?" and "What can be done about it?" Detroit and Denver reports will appear next week; other major markets will follow.

NORTHWESTERN

Model 60 Bulk-Pak
Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S College Basketball cards. BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comic, fortunes and premium redemption. Bulk-Pak is the RESTRAINS VENDING COMPANY's answer to the shooting Gallery.

BIRMINGHAM

VENDING COMPANY
229 Second Ave., North
Phone: PA-3-0652

SAM PHILLIPS: "The figure should level off at about 25 per cent."

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

YOUR PROFIT IS OUR BUSINESS

KOMET-WG

HARBY'S NEW UNIT TO VEND FLEERS GUM

SIMPLE DESIGN
MINIMUM PARTS
PRECISION ALUMINUM CASTING

DEPENDABLE OPERATION

FITS ALL KOMET VENDORS

CAPACITY 650 PIECES

PROVEN AMPLE

Write or Phone:

HARBY INDUSTRIES
702 North Mariposa Street, Burbank, Calif., 91502
Phone: 843-3414

Please rush complete information and prices on Northwestern Super 5000 Ball Gum-Chocolate Vendor (as illustrated) as well as other Northwestern machines.

NAME...
COMPANY...
ADDRESS...
CITY...

Fill in coupon, clip and mail to:

KING & COMPANY
2700 W. Madison Ave., Chicago 2, Ill.
Phone: KE-3-2202

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virgil's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Packed Candies; 320 count and 200 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folder, Sanitary Napkins, Sanitary Supplies, Route Cards, Chums, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

25 Per Cent Commission Customary in St. Louis

By EARL PAIGE

ST. LOUIS—When location owners expect no commission from machines bearing the details of various service organizations, just how important are commissions in the first place? The question is one that provokes a lot of thinking, but the opinion of many operators in this area is that commissions are "damned important!" and the worst problem facing today's bulk operator.

George Chapman, of Granite City, Ill., is one operator who has found that the line can be held on commissions. "I tell new location owners that I pay 25 per cent," Chapman reports, "and that if I pay the sales tax, the insurance, keep the machines cleaned and well serviced and that I don't mix 5-cent products with my merchandise."

"Chapman who is painfully recovering from knee surgery that resulted from a fall in his truck some time ago, has been keeping his route going despite the handicap. His philosophy is such that the operators of all commissions don't bother him. "Who's going to care how you run your business? I won't," he says."

"If we're going to make the games, the service has to be top-notch," he adds. "But the people who would like to see the old-fashioned "whoorey" return have no real desire to see the machine go in decline."

The average commission around the St. Louis area bears out Chapman's thinking accordinging to bulk distributor Sam Phillips, who thinks the commission figure would level off near to 25 per cent. But East Vecht at Central Distributors reports that a competitive factor among several large chains in the area has found commissions going as high as 45 per cent.

"High commissions are still the exception," Vecht pointed out, "and the market is still a healthy one for the smaller operators. When you consider all operators, the over-all commission picture would be in the 25 per cent neighborhood," Vecht said.

GEORGE CHAPMAN: "When you're giving good service, how can you do more?"

MANNELL GUARANTEED

USED MACHINES

MERCHANDISE & SUPPLIES

Pistachio Nuts, jumbo Queen's... Peanut Nuts, Jumbo Queen's... Assorted Candy, Bulk... Assorted Candy, Package... Chocolate Bars, Bulk... Chocolate Bars, Package... American Chewing Products... Watch and Calendar Co., 111100-700. 290 W. 1st St., Los Angeles, Calif.

IMMEDIATE DELIVERY

World Famous Victor Standard TOPPER 1c or 5c For Ball Gum and Chums. Also available for Pencils and Bulk Candy. Packed and sold 4 to a case.

NEW

MODEL 60 BULK-PAK

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

HEADQUARTERS FOR CHARMS, STANDS, RACES, GUM, NUTS, GUMMIES, and ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

RAKE & COIN MACHINE EXCHANGE

CORPORATION
1214 W. Glad Avenue, Chicago 25, Ill.
Phone: 7-6485

October 9, 1965, BILLBOARD
NEW PRODUCTS
This form is designed for the convenience of both operators.

PENNY KING

KEY RING ASSORTMENT. For drug capsule or Plated Dogs, Rub Me For Luck, Palette, Clover, Too, Deep Pearl, Single Pearl and Pearl Handled Knife. Free styluspen display.

MONSTER SKULL. First of a line of 10-cent items which vend without a capsule. Requires new three-hole capsule wheels, 50 Skulls in each bag of 250.

MAN FROM U.N.C.L.E. Copyright flier ring showing star of the popular TV show in alternating poses with the entire cast. Available in bags of 500, bags of 250 with rings in capsules and bags of 500 with rings in bulk wrapper SPACE. DEN. Display front mounted plastic lining space suit with color picture of flying saucer below. Available in bags of 500 with free display front.

PARKWAY NORTHWESTERN

New really for immediate delivery. Holds 1,000 individually wrapped FLEEPS DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrapper includes comics, fortunes and premium redemption. Bulk loading. Other products soon available.

Coming Soon:
Oct. 16-19—National Automatic Merchandising Convention, Miami Beach, Fla.
Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.
Oct. 16-19—National Vending Machine Directors full membership meeting, Miami Beach, Fla.
Oct. 23-24—Southernmost Bulk Vending Operators quarterly meeting, Maggie Valley, N. C.

New Ohio Co.
CLEVELAND — Sol Silverstein has formed S. H. Amusement, Inc., at 3691 Concord Drive in Suburban Beachwood. The firm will operate coin-operated vending machines.

NORTHERN WATCH

Model 60 Bulk-Pak
Will not slip or turn over—new design.
Holds 1,000 individually wrapped FLEEPS DUBBLE BUBBLE TAB GUM in bubble gum dispenser. Model 60 comes complete with coin change system.

SCHONBACH CO. Manufacturers Representatives
AMCO Sanitary Vendor Model 21-F
OAK Sanitary Vendor Complete supplies available

SCHOENBACH CO. Manufacturers Representatives
AMCO Sanitary Vendor Model 21-F
OAK Sanitary Vendor Complete supplies available

SCHOENBACH CO. Manufacturers Representatives

YOU COUNT MORE WITH OAK

THE TITAN II
The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulation, greater sales through a standing point-of-purchase. Its bulk Free shipping. Come in a large sized box with pre-cased recep-tacle that can be fixed without soldering. All dispenser wheels are interchangeable with the standard Acair line for easy conversion from one product to another. It is also available with interchangeable mechanism head designed for versatility and convenience. The new Titan II mechanism makes coin conversion even easier, making it built-in wheels and handle make the Titan II easy to move.

Time payments available on OAK Machines through all distributors.

TWIN CITIES VENDOR DECRES OR EXHIBIT COMMISSIONS

By ROY WIRTHFELD
MINNEAPOLIS — I regret to say there are some key people in our business who specialize in stealing locations on the nation's worst exorbitant commissions — and even passing some extra money under the table. We're not talking about the operator Ignatius (Bob) Murphy, the owner of Acorn Vending, or anyone who has any suburban Wayzata, with some 1,000 machines in the Twin Cities.

Strongly opposed, Murphy exposes the fraud: "He can't let the proprietor run away with everything." Looking a reporter in the eye, he said: "If a proprietor gets too demanding or doesn't understand his right, I yank out all my machines and tell some friendly competitor to go in.

Murphy began his vending career just three years ago at 54 years of age. He had been building contracting business after the war, in profit and retired. Before long he began seeking a new interest and bought the rest.

NEW BAY BANTER
Continued from page 85

is back on the job after being off for the holidays. . . . Herb Goldstein, merchandising director for Oak Manufacturing Company, and his wife, Evelyn, recently observed their 25th wedding anniversary. They were the recipients of a surprise party attended by many friends and well wishers... Sam Weitman, principal in Oak Manufacturing, is back from a combined business and pleasure trip to Nevada and California. Velma Bloom, wife of Sid Bloom of Oak, is recovering from a recent illness just returned from a trip to Israel, where he attended his father's funeral services. Bob Spangler, the new counterman at Operators, Inc., moved into the office at Operators. Bill Coombs, son of Preston Coombs, has been named account executive for the David Olen Company, which handles the Oak Manufacturing machines. It was his first trip to the Coombs residence and cigar on the arrival of a daughter. The Coombs now have two boys and two girls.

Felix Rebeles was at Acme from his home in Los Angeles for machines and supplies... he would love to operate, who recently retired from Acme, has returned from the East where he visited his brother and sister in Boston. Acme Vending is coming close to striking oil. A well will be drilled on the street on Washington Boulevard between the Union Company and the National. . . . Stanley Cahan reported the theft of an undisclosed amount of money from his shop, just returned from a business trip to every precaution... Joe Kinne is getting on his truck for further jobs and is a good job. Paul Rebeles, Nevada operator, has purchased a new home in Las Vegas. C. P. Peppers is an Acme operator from South of the Border. There are 10 new machines for the Dallas Distributing Company, Pasletic, N. J., and his wife were in Los Angeles to see the new machine, are in the area. Larry Goldstein, son of Herb and Evelyn Goldstein, has entered Los Angeles Junior College to study accounting. He was a bat boy for the Los Angeles Dodgers in past summer. SAM ABBOTT

Western Vending Meet Postponed
LOS ANGELES — Quarterly meeting of the Western Vending Machine Operators Association scheduled for Tuesday (28) was postponed until Oct. 26 because of the religious holidays. Eugene Totsch, owner and executive secretary of the association, said the meeting will be held Operators Vending Machine Supply Co., 650 South H st., Los Angeles 15. Sam Weitman, principals in the company, will host the group.

Another Exclusive

"GUMBY & HIS FRIENDS"

Field tested-growing on exceptional selection of orange, lemon and lime (Bob) from the originators of "Real Gum, Good Gum"! Gum is at a Poly bag with display. 900 per Poly bag with display. I.R.G. Box or Fancy.

MACMAN Enterprises

2 Bell Court, Oceanside, N.Y.
Be sure to read our Sales of the Century

NOW AVAILABLE:
GIANT BIRTHSTONE RING
available in 12 large different colored stones with clear gems. These 65,统治戒指上有，LOCATION TESTED by one of the country's most testing sections.
Available with complete display stand and appropriate description of stone. $38.00 per dozen.

HEMEN NOVELTIES & PREMIUMS
27 North 7th Street, Newark 11, New Hen

October 9, 1965, BILLBOARD
Computers May Solve Royalty Problems

EDP: How It Could Alter The Industry

CHICAGO — Incredible and exciting are the prospects of application of electronic data processing to the juke box industry. To say the least, computerization would revolutionize the relationship of the business to the creators of songs and the manufacturers of records.

Imagine this: automated processing of data from all the nation's juke boxes for billing and payment of per-song royalties to music publishing firms. (By this means the industry could avoid the dreaded engagement with the giant performance rights societies.)

Imagine this: split-second marketing information based on play-data gathered from the nation's juke boxes. Placed in the hands of record manufacturers (for an appropriate fee, of course), this data would show precisely what music played where and how much. Accumulation of these accurate market statistics over a period of time could afford an incredibly detailed picture of the automatic music market — a veritable dream come true for the record company production planners and ad departments.

Ladies Hose

Sound visionary? It's not, really. Business Week recently (Continued on page 65)

A New Seeburg Phonograph...

CHICAGO — Casting off conservative concept styling, the new "Electra" phonograph officially introduced by the Seeburg last week features black-lighted panels designed to put the "see" in Seeburg.

"We have pioneered with so many innovations that it would take a long time to enumerate all of them," asserted Seeburg president James Cameron Gordon. "We continue this pioneering concept with our new phonographs that offers the finest in sight and sound entertainment."

"Until Electra," added executive vice-president-sales, William F. Adair, "there has not been a phonograph like it to deliver such a dimension in sound—and look the part too."

Complementing the company engineers and technicians on the new product, Adair went on to say, significantly, "their knowhow has enabled Seeburg to produce Electra phonographs at a revolutionary selling price."

Price Question

Queried by Billboard about price cuts on Electra, Seeburg officials declined disclosure of precise figures, contending that such could lead to market confusion because of geographical and other pricing differentials. Unofficial reports indicate, however, that the Electra will be offered at prices markedly lower than most recent Seeburg console models.

The new line has two models: the standard Electra and a deluxe version called Fleetwood. The Fleetwood has an album pricing unit and an Income Toll System as standard equipment, neither of which features are available on the Electra. Remote or steppe units for both models will be made available as accessory kits.

Eight Speakers

Electronically, the new product groups six 5-inch high frequency speakers across the cabinet top and positions two 12-inch low frequency speakers at the front of the cabinet. It utilizes dual units in a Pickering Magnetic Pickup (with a five year warranty) and has a fully transistorized dual-channel stereo amplifier.

Control units, Auto Speed Unit and the Toronzo Memory System are also solid state. No vacuum tubes are used in the system.

The unit plays both 45 and 33 1/3 r.p.m. 7-inch stereo records, with location personalization of the machine continued. Access to the mechanism is facilitated through a maintenance hatch.

(Continued on page 58)

...With 120 Leased Records

CHICAGO — The Seeburg leased Eco-O-Dance record library swelled to 120 (720 selections) last week with the release of 10 new disks (60 tunes) in the "Discoteen A Go-Go" category.

"In less than nine months we have issued 60 records in our adult Discotheque series, 30 in our Rhythm series and 30 in our Discoteen series," declared Seeburg Vice-President B111 Prutting, director of the company's record-producing program.

All disks in the three categories announced by Prutting are recorded in stereo at 33 1/3 r.p.m. Seeburg has also been producing stereo singles in popular, rhythm and country and western categories and is contemplating jazz and classical releases for exclusive play on coin-operated phonographs. The Seeburg Discoteen stereo singles program recently went international. Since the Discoteen records are of use on coin-operated phonographs only, we are able to arrange and record our music in new, exciting ways," Prutting said.

COPS

Discoteen stereo albums lease at the rate of 50 cents for a year. This is $10 original with complete replacement every 90 days. The 45 r.p.m. stereo singles lease for $40 annually, with 10 records.

(Continued on page 58)
...With 120 Leased Records

Continued from page 57

in the initial issue and 10 replacements every 90 days. The lease program was introduced in May by Seeburg in conjunction with the announcement that the firm had formed a Coin-Operated Phonograph Performance Society (COPPS) embracing 4,000 copyrights.

Operators who lease the Seeburg records may not sell them or reproduce the music in any form. They are also forbidden to use the music in background systems, including central studios, leased telephone lines or AM/FM radio.

Research

With the latest Discoteen release, Seeburg promotion manager Stan Jarocki described a "continuing program of market research" which he said has gone on in preparation for recent Seeburg record releases.

"We go right out where the people are," Jarocki said. "We talk to them; we ask their opinions. We watch them while they are listening to records; we watch them when they get up to play the machine, just about the teenagers. We have a group of people from Seeburg that are checking all kinds of locations all over the country and reporting back information that we use to guide us in our record programs."

New Seeburg Phonomach

Continued from page 57

that brochures on the new equipment utilized 12 color impressions. He also announced that Seeburg is preparing literature to be used by the operator in introducing the new equipment to locations.

Gordon, who recently returned from a trip to Europe prepared to introduction of the Electric front to market, that in addition to the new Rec-O-Dance series of stereo records (see adjacent story), Seeburg will continue its "Light LP Program."

"We pioneered in getting this stereo product available to operators," he said, "and we shall continue to provide it here and with Light LP records that will meet their programming needs.

The new models were introduced in two phases. The first, shown here recently and will be introduced internationally in coming weeks. The new models were debuted for distributors at a special showing here recently and were subsequently unveiled to operators throughout the country at distributor open-house events. The equipment will be introduced internationally in coming weeks.

SEEBURG VICE-PRESIDENT WILLIAM PORTLING (standing) and A. B. CLAPP, president of Universal Recording Corp., Chicago, supervise a recent Seeburg Discoteen A Go-Go recording session.

Computers May Solve Royalty Problems

Continued from page 57

even the amount of play—if number of plays could be fed from boxes to the computer. This could be the basis of a central clearance operation that has been mentioned during various talks between spokespersons for the industry, the copyright office and the house copyright subcommittee. The subject will undoubtedly come up when the Senatecopyrights committee newsshearings on the revision bill in the next session, possibly in January.

Controlling Buying

Outgrowing MOA, President Clinton Pierce, during the recent MOA national convention, mentioned the possibility of "controlled operator buying" of records and payment of per-record royalties to songwriters at a pre- scripted rate. Pierce said collection should be made by the MOA, and payment to songwriters through the Fox office, which pays out mechanical royalties. He also reminded his listeners that the House copyright sub-committee wants the operators to come up with some preferred plan by the end of the year.

Suggestions so far include copyright register Abraham Kamenshtein's idea of a "stamp," with a fixed minimum cost, to collect the royalties; recollections and put on record, or jule box use. The stamp fee would cover in lieu of the negotiated performance royalties.

The House copyrights sub-committee has yet to give this much serious hearing, showed interest in the operators' plea for increased mechanical fee on box records, if a way can be found to make the idea acceptable to all concerned. Record company resistance to bookkeeping and collection of such fees is a stumbling block, but ways to relieve record companies of the chores are under discussion.
Japanese Coin-Op Companies Merge

TOKYO—Official merger of two coin-operated equipment firms which grossed a combined total of $8,000,000 last year was announced last week.

Engaged in the importation, manufacture, exportation and operation of games, juke boxes and such novelty products as model (slot-type) car racing circuits, the new firm will be known as Sega Enterprises, Ltd. It unites Ninpo Gokoro Bussan and Rosio Enterprises, Ltd. (not affiliated with David Roseo, Inc., Philadelphia, U.S.A.).

DISCOTHEQUE RECORDS
Selected for Operator Programming

The following single-records have been selected by the Billboard Review Panel and are recommended to operators for discottheque programming.

HOT 100

Title
Hang On Sloppy
Catch Us If You Can
The "I" Crown
Train Her Right
You've Got Your Troubles
Baby Don't Go
Keep On Dancing
Just A Little Bit Better
モノハサン
You're The One
Cara-Lin
Not The Lovin' Kind
Take Me In Your Arms
A Lifetime Of Loneliness
Run, Baby Run

Spotlights

Like Jim Thorpe's Blues
Don't Talk To Strangers
Ranges
But You're Mine
Get Off Of My Cloud
Aint That Peculiar

Japanese Coin-Op Companies Merge

TOKYO—Official merger of two coin-operated equipment firms which grossed a combined total of $8,000,000 last year was announced last week.

Engaged in the importation, manufacture, exportation and operation of games, juke boxes and such novelty products as model (slot-type) car racing circuits, the new firm will be known as Sega Enterprises, Ltd. It unites Ninpo Gokoro Bussan and Rosio Enterprises, Ltd. (not affiliated with David Roseo, Inc., Philadelphia, U.S.A.).

Wurlitzer's Cotter Dies of Heart Attack

MONTREAL—Death attributed to a heart attack claimed J. James Cotter, 48, export sales manager for the Wurlitzer Co., during a company distributors' conference here last week.

Cotter collapsed during a dinner and was taken to the Hotel Elizabeth here and was pronounced dead a short time later.

H. Mark, president, was present at the meeting.

A native of Buffalo, Cotter joined Wurlitzer in 1945 as assistant credit manager. He moved to the position of staff assistant and sales and service representative of the export sales department before assuming the job as manager of sales in Canada, the Far East, Philippines, Australia, New Zealand and Central and South America.

Before joining Wurlitzer, Cotter was associated with the Commercial Investment Trust Co. of Buffalo, formerly General Motors Acceptance Corp. in Buffalo, N.Y.

Cotter's many activities and interests included presidency of the Buffalo World Trade Assn., Junior Achievement, director of the Boys Club and Town Club of the Tonawandas, member of Sigma Pi, Sigma Sigma, and a member of its Buffalo General

Groom Goes To Phono From Seeburg

LONDON—Peter Groom has announced his resignation as general manager of Seeburg, Great Britain, Ltd., to assume the post of general manager for the Phonographic Group here.

Groom joined Seeburg as sales manager three years ago and has held the position of general manager for two years. At Phonographic Groom will share administrative duties with chairman Max Fine and managing director Cyril Shackle.

SCRIPITONE, MERCURY SIGN PACT

CHICAGO—Acts in the Mercury family of labels—auch as the Hubs, Johnny Mathis, Roger Miller, the Walker Brothers, Lesley Gore and the Mitchell Trio—will be seen soon on Scripitone throughout the country as the result of a contract signed last week by the Mercury Record Productions and Harman-ee Productions, makers of color film shorts for the video-juke box.

The one-year contract was negotiated by Executive Vice-President Irving Steinberg of Mercury and Fred Benson of Harman-ee.

Cotter's name is now doing business with 50 record companies in the U.S. and has produced about 40 film shorts featuring American record artists.

Operator Dies Of Leukemia

CAMDEN, Ark.—Bill Sneed, owner and operator of the Camden Music Co., died of leukemia in a Little Rock hospital after an illness of several months.

Sneed was one of the original directors of the Arkansas Music Association. Before going into the pinball and juke box business, he was sheriff of Ouachita County, Arkansas, for 14 years.

He was 65.

Seeburg's ALL-NEW ELECTRA

Delivers BIG SOUND...for listening or for dancing.

FEATURES
- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- BIG SOUND...a stereo speakers pour out living volume.
- Entire audio system is matched to put out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.
- Sleek silhouette

DIMENSIONS: 49½" High, 40½" Wide, 21¼" Depth.

TO OPERATORS WE SERVE: if you haven't seen or heard the new Electra won't you make it a must and see and hear it today?

ATLAS MUSIC COMPANY

2235 FIFTH AVENUE PITTSBURGH 19, PENNA.

Seeburg's ALL-NEW ELECTRA

Delivers BIG SOUND...for listening or for dancing.

FEATURES
- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- BIG SOUND...a stereo speakers pour out living volume.
- Entire audio system is matched to put out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.
- Sleek silhouette

DIMENSIONS: 49½" High, 40½" Wide, 21¼" Depth.

TO OPERATORS WE SERVE: if you haven't seen or heard the new Electra won't you make it a must and see and hear it today?

DAVIS DISTRIBUTING CORP.

738 E. 1st ST. SYRACUSE, N.Y. 13210

PHONE: GEORGE 5-1631

AREA CODE 315

Copyrighted material
Leisurely Seeburg Showing Gets Approval of Texas

By ERMA MITCHELL
HOUSTON—Showing of new model Seeburg Phonograph—Sept. 26; A. A. Franz & Co. here was reported most successful. Observation commented indicated that most operators preferred and would choose this model for the upcoming new-this-year. Choice of days, more time for closer examination, more individual attention from less harrowed and hurried servicemen and demonstration were some of the favorable comments heard. H. A. (Hedy) Franz, president of H. A. Franz & Co., worked to these ends to show the coming model to the Texas Operators and succeeded.

Choice of days, more time for closer examination, more individual attention from less harrowed and hurried servicemen and demonstration were some of the favorable comments heard. H. A. (Hedy) Franz, president of H. A. Franz & Co., worked to these ends to show the coming model to the Texas Operators and succeeded.

ELECTRA, the new eight-speaker, multi-channel stereo phonograph from the Seeburg Corp. Fronted by a black-tinted 3-D nightclub district scene (called an "industry first" by the manufacturer), "that looks like a Discotheque should." Six 5-inch high frequency speakers are situated across the top panel; two 12-inch low frequency speakers are behind front. Audio system features Flickering Magnetic Pickup (with a 5-10-year warranty), all-stainless steel dual-channel amplifier, solid-state control units, "auto speed unit," "Pulsar Memory System," also. Plays both 45 and 331/3, r.p.m. 7-inch steel唱片. A de luxe model, the Fleetwood, offers an album pricing unit and Infinite Totalizer System not available on the Electra.

Coming Soon:

Oct. 5—Missouri Coin Machine Council meeting, Jefferson Hotel, Mason, Mo.
Oct. 10—North Carolina Coin Operators Association meeting, the Mound, NC.
Oct. 16—19—National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.
Nov. 14-15—Music & Vending Association of South Dakota, fall meeting, Huron, S. D.

New Seattle Co.

SEATTLE—Three Seattle area residents have formed the City Amusement Company, Inc. The company, which provides amusement equipment, listed $50,000 authorized capital, Incorporators are J. H. Thornburg, Jerome Shultkin and Ray M. Galante.

Seeberg's ALL-NEW ELECTRA
Delivers BIG SOUND ... for listening or for dancing.
FEATURES
• Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
• BIG SOUND ... 8 stereo speakers pull out living volume.
• Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.

ATLANTIC N. Y. CORP.
Exclusive Seeburg Distributors
NEW YORK
NEW JERSEY
CONNECTICUT

Seeberg's ALL-NEW ELECTRA
Delivers BIG SOUND ... for listening or for dancing.
FEATURES
• Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
• BIG SOUND ... 8 stereo speakers pull out living volume.
• Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.

To Operators We Serve:
If you have seen or heard the new Electra, won't you make it a must and see and hear it today?

L & R DISTRIBUTING, INC.
1601 Delmar Blvd.
ST. LOUIS, MO. 63104
(314) 423-3622

Seeberg's ALL-NEW ELECTRA
Delivers BIG SOUND ... for listening or for dancing.
FEATURES
• Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
• BIG SOUND ... 8 stereo speakers pull out living volume.
• Entire audio system is matched to bring out the living quality of exclusive Seeburg Discotheque Libraries for dancing and listening.

TO OPERATORS WE SERVE:
If you have seen or heard the new Electra, won't you make it a must and see and hear it today?

MUSIC VEND DISTRIBUTING CO.
100 Elliott, West
SEATTLE, WASHINGTON 98119
(206) AT 4-7740

WICO ISSUES 1966 CATALOG

CHICAGO—The Wico Corp. has just published its 1966 "Coin Machine Parts & Supplies Catalog," With 194 pages of items for equipment of all major coin equipment manufacturers.

The catalog, in color, lists everything from A.B.T. push and roll switches to Wurlitzer motors and grommets.

The publication offers a special "3-way permanent stamp plan" and notes the availability of separate catalog and circulars available for operators of vending equipment.
NEW EQUIPMENT

Report 15
Colorama Units In Twin Cities

MINNEAPOLIS — Midwest Colorama Corp., four-state distributor (Minnesota, North and South Dakota and Wisconsin) for Colorama, which began operations in July, now has 15 Colorama units on locations in Twin City bars and cocktail lounges, with an additional 15 in transit. By the end of October, the additional 15 are also expected to be in place.

All 30 units will be operated by Midwest Colorama, as it continues gathering marketing and location experience to be offered to future operators and local distributors. The firm is seeking distributors at this time.

James Wasil, spokesman for the firm, said best locations to date are proving to be suburban lounges which do not offer competing live entertainment.

Most popular selections are those offering "sophisticated sex," he said, and leading song titles are "Latin Love," "Derelict," and "Coquette."

RESULTS OF THE OPERATORS' GOLF TOURNEY

ELLENVILLE, N. Y. — The annual coin operators convention and outing, usually a festive occasion, this year was dimmed by the sudden death of Harry Sinkid. (See separate story.) The event is held under the combined auspices of the New York State Operators Guild, the Music Operators of New York, and the Westchester Operators Guild. The scheduled events were curtailed.

Results of the golf tournament (won by Atlantic, New York, the Seeburg distributor) were as follows: In the Men's Section, Ben Lynn carded a 75 for low gross score; Abe Green hit a 71 for net low score; first drive (275 yards) was hit by Lou Tartaglia, others who won in various categories were Al Arnold, Bob Thompson (SESAC), George Goldberg, James Hopes, Gene Gordon and Ruby Nuccitelli.

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BIGGER PROFITS
NOW WITH TROUBLE-FREE
"CORONET"

Manufactured to exacting professional standards

- Picture Window Ball Viewer
- Decorator Designed for Beauty
- accuratate TROUBLE-SPEED

NOW AVAILABLE: Shipped Same Day

- 4 x 5
- 4 x 6

FOR COIN-OP, PROFESSIONAL BILLIARD TABLES

ASK ABOUT THE ECONOMY FEATURED "RESERVABLE" BILLIARD TABLE FOR THE HOME AND BILLIARD LOUNGE

This outstanding coin-op play equipment is designed for the professional market and is approved by the leading manufacturers. Its play table is the finest in Coin-Op Table Shooters also available.

October 9, 1965, BILLBOARD
CMMA to Hold Dinner in L. A.

LOS ANGELES — President Henry J. Leyer has announced that the California Music Merchants Association will hold its annual dinner at the International Hotel here on Oct. 23. The evening is to feature cocktails, dinner, dancing and a floor show. Leyer promised Ed Schneider, managing director of the association's Southern California chapter, named Sam Ricklin, California Music Association; William Leuenhagen, Leuenhagen Music; Lou Zeiden, Lou-Jac Music, and Marvin Jones, Jones Music Co., to the convention planning committee.

DISTRIBUTORS ARE CALLED IN. This busload of Seeburg distributors is en route to view production of new product at Chicago plant.

EQUIPMENT IS DEMONSTRATED. Here Seeburg vice-president Bill Prutting, who directs record production, shows distributors how Seeburg phonograph records are made.

QUESTIONS ARE ANSWERED. Al Bodich, Seeburg vice-president/engineering, stops to answer questions of Ohio distributor Al Gitlitz (seated left) and St. Louis distributor Lou Rubin (seated right).

EXECUTIVES JET ABOUT. Here Seeburg president Jack Gordon (left) and vice-president/music Joe Marsala (right), pose with recording artist Hazy Osterwald during tour of Seeburg affiliates in London, Hamburg and Zurich.

New One-Stop In Peoria, Ill.

PEORIA, III.—A new one-stop and rack-jobbing operation, a branch of R&R Record Distributing Co. in Chicago, just opened at 313 N. Franklin here. Carrying the name R&R Record Distributing Co., the outlet is managed by Ken Salpietro. The firm is owned by partners Robert Kennedy and Richard Sundling.

October 9, 1965, BILLBOARD
Massachusetts Vendors at Bay

By CAMERON DEWAR

BOSTON—When the subject of music machines, or vending in any form comes up with the average Bostonian he will usually remark: “Gee, I'd like to get a piece of that. They say it's pretty lucrative.” This is also apparently the attitude of the legislators of Massachusetts since every year they make some attempt to hang a new tax on the business. This year is no different.

It's only a little worse because of the crying need (the solons say), to raise more than $200 million in new revenue. Naturally they turn to music and vending. So far they have only eyed music, which presently is taxed $140 per year per machine for seven-day play, but they have made definite steps toward vending and cigarettes. The Ways and Means Committee has under consideration at 25 cent hike in the cigarette tax which only recently was raised forcing vending to go from 30 to 35 cents for ordinary brands.

Also considered is the elimination of the 11/2 per cent handling tax as well as a general 5 per cent levy on all vending machines. (The Massachusetts bulk vending operators heard a fighting talk by Roger and Harold Polz, officials of the New York Bulk Vending Association, who were able to subscribe a similar attempt in New York. A per cent vending sales tax measure and a 3 per cent Statewide sales tax bill were subsequently defeated.)

Cigarette vendors also are threatened by yet another bill which would require operators to purchase and affix stamps on each cigarette package. Operators face several additional costs with the stamp bill such as the cost of the stamps, the purchase of stamp machines and the hiring of more help.

Before prorogation, the Legislature is determined to enact a tax bill expected to produce approximately $250 million either by a sales tax or a combination of levies including an additional bite in the State income tax. The chairman of the House Ways and Means Committee is on record as saying that a vending tax “definitely” will be recommended to the Legislature.

NAMA SCHEDULES WAGE-HOUR MEETING

MIAMI—Pending wage-hour legislation in Washington has prompted the National Automatic Merchandising Association to schedule special discussions of the issues at the Oct. 16-19 national convention here. NAMA executive director Thomas S. Hungerford has announced that Dr. Benjamin Werne, NAMA labor relations consultant; William Newman, director of vending, Interstate United Corp.; William C. McConnell Jr., president, Servomation of New England, Inc.; and Richard W. Funk, NAMA legislative counsel, will discuss the problems inherent in proposed changes of the Fair Labor Standards Act. The meeting will be held on Tuesday, Oct. 19, at 10:45 a.m. in the Hotel Fontainebleau's West Ballroom. Werne is a member of the labor relations committee of the American Bar Association, has served as chairman of the committee on wage and salary stabilization of the association and has written several books on labor relations.

NAMA Drive Nats 100 Members

CHICAGO — An organized National Automatic Merchandising Association quest for new members has netted 100 firms thus far, with likelihood of a number more joining before the drive closes with the NAMA convention in Miami Oct. 20.

“It is significant that so many good vending operators were ready to join the ranks of the NAMA,” said membership committee chairman Arthur D. Stevens, president of Automatique, Inc., Kansas City. “We are especially indebted to the many present members and field representatives who made hundreds of personal contacts in this drive.”

A committee of 400 is working in the campaign.

Seeburg’s ALL-NEW ELECTRA Delivers BIG SOUND . . . for listening or for dancing.

FEATURES

- Vibrant, glittering color. Built-in black light that really excites fluorescent colors.
- BIG SOUND . . . 6 stereo speakers pour out living volume.
- Entire audio system is matched to bring out the living quality of exclusive Seeburg Shee-theque Libraries for dancing and listening.
- Sleek silhouette.

DIMENSIONS: 49½" H., 40½" W., 26½" Dpap.

TO OPERATORS WE SERVE: If you haven't seen or heard the new Electra, won't you make it a must and see and hear it today?

SALMONS-PENNINGTON CO.
1049 UNION AVE.
MEMPHIS 2, TENN.
214 SIXTH AVE., SOUTH
NASHVILLE, TENN.
(615) 255-3129

NAMA Western Show Chairman

FRED W. CONRAD, of Medford, Ore. (Rogue Valley Vending Service, Inc.), will chair the 1965 Western Conference and Exhibit of the National Automatic Merchandising Association. The show will be held at the Ambassador Hotel in Los Angeles Nov. 19-21.

GOTTLIEB'S BANK-A-BALL

A New Idea in Animated Scoring with Exciting Playfield Action!

- 15 beautifully colored numbered balls drop into side pockets.
- Making numbers 1 through 7 or 8 through 15 lights center Target to score the 8 ball and a special.
- Dropping balls numbered 1 through 8 or 8 through 15 lights “Low” or “High” Relever for special.
- When all 15 balls are dropped, both “Low” and “High” Leverals are lit for special.
- 3 Leverals drop two balls each.
- Attractive new cabinet colors and design.

See the Color and Action of this All-New Idea at Your Distributors Now!

1140-50 N. Kostner Avenue + Chicago, Illinois 60631

October 9, 1965, BILLBOARD

Copyrighted material
Wanted
Used Scopitone, Filmlotheque or other sound movie machines.
Give price and condition.
Write
Billboard
Box 236
188 West Randolph
Chicago, Illinois 60601

Say You Saw It in Billboard

COINMEN IN THE NEWS

LONG BEACH, Calif.—Cool weather forced the annual Harbor Music Operators Association Iaua indoors on Friday, Sept. 17, without detecting one bit from the enjoyment of 165 colorfully garbed guests. Hosted by association president Bob Holland, the Polynesian-themed event was held at the Edgewater motel here. Holland's colleague, Bill Brown, acted as emcee for the evening. Chairman of the event was Norm Garrison, Melts Kuehnig headed the entertainment committee.

Entertainers on hand were Danny Currie, Arc Records; Virginia Davis, Velvet Records; Jerry Wallace, Mercury Records; the Sun Rays, Tower Records; and a dancer named Deean.

Story of the frolic is best told in these photos by Billboard's Sam Abbott.

EMCEE BILL BROWN (left) with Mercury Records' Jerry Wallace.

BIRTHDAY CELEBRATING Chuck Klein, manager of LA/R. F. Jones Co. (seated with wife Wanda), showing Klein's age are (from left) Art Wright, service manager; Frank Navarro, accountant; Don Edwards, Ron Ghent and Bill Gray, salesman, and Jim Crosby, credit manager.

MR. AND MRS. ED SCHNEIDER (left), host Bob Holland and wife Dorothy, and Brenda Wilson.

AT WURLITZER TABLE: (from left) Branch manager Clayton Ballard, his wife, Barbara; Harold Hicks, Don Beanby, manager, Wurlitzer Disneyland exhibit; Leonard Hicks and Johnny Morris, salesmen; Ilene Morris, Cliff Jones, Jones Music, Long Beach and Phil Gracraft.

AT SIMON DISTRIBUTING CO. TABLE: (from left) Service foreman "Vinnie" Lanziscero; Harry Burt, Los Angeles Associated Coin Amusement Co.; George Muskena, vice-president, Simon Distributing Co. (seated from left) Mary Lanziscero, Hitomi Murakoa and Delphine Burt.

STAN LARSON (left) manager of Stove Distributors, Los Angeles and Johnnie Miller, Long Beach music operator.

BARBARA PEALE (from left), Frances Wilkes, Lee Walker, Jerry and Virginia Dickenson and Ed Wilkes, Weymouth Distributing Co.

PAUL HAUN (left) and wife, Le- ray Mustrick, Cleveland Parks, Frances Scherb and Dick Kellison, all of Advance Automatic Sales.

IN BILLBOARD
YOU GET THE NEWS
WHEN IT'S NEWS
...SUBSCRIBE NOW

WORLD WIDE . . . YOUR ONE-STOP
SUPERMART for MUSIC — VENDING — GAMES

POOL TABLES
Thoroughly Reconditioned
SLATE TOP — NEW CLOTH — NEW CUES

WURLITZER
Irving Kaye
MARK 99—108
MARK 109—118
MARK 119—128
MARK 129—138
MARK 139—148

Valley Pool
158—98
159—99
160—100
161—101
162—102

Special: $345

DISTRIBUTORS FOR SEEBURG • NEIDLE • WILLIAMS

Terms: 1/2 Day, 1/4 Week Draft or C.O.D.
We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!

WORLD WIDE distributors
2230 West Fullerton Ave. Chicago 17, Ill.
Everygrade 4-2800
CABlL: GAMES—CHICAGO

WANTED
ELECTRIC SCOREBOARDS
Checked—Ready for Location
Three 21-pg. Scoreboards
Ten 15, 21 and/or 50 pinners
Complete with stand, coin box and scoring buttons.
$69.50 Ea. F.D.O. Chicago

SPECIAL1
BILLIARD SUPPLIES
5-Or. Junior Pool Rails (181) $1.50
31⁄2" Rails, 1 1/4 or 2" Collar... 35.50
31⁄2" Rails, 1 1/4 or 2" Collar... 14.00
4" Rails, 1 1/4 or 2" Collar... 25.00
BB Cues... $1.95 ea./50 ea.
Cues... $1.95 ea./50 ea.
Plastic Triangles... 25"... 1.00
Hole Cues Back... 2.00
Billiard Cloth... .50

MARVEL Mfg. Co.
2845 W. Fullerton
Chicago, Ill. 60647
Phone: Dickens 2-2424
Detroit

Art Hebert, veteran manager of Miller-Newmark Distributing Co., one of the most diversified distributing firms in the area, negotiated arrangements for the firm to become associate distributor for Wurlitzer phonographs in both the Grand Rapids and Detroit branches over this past weekend. Arrangements were made with the Angert Distributing Co., Long Wurlitzer distributor for Michigan, who continues as the key distributing firm. Miller-Newmark was for many years distributor for AMI, a Grand Rapids product, which was recently taken over in this area by Shaffer Music Co. of Ohio. The latter firm, with Ed Cromwell as local manager, has established headquarters on East Milwaukee Avenue.

A second group of coin-operated bowling leagues will start operation here Oct. 18. Three leagues are already playing in Detroit, plus two other leagues upstate—one in Pontiac and one in Grand Rapids. These are full strength 12-team leagues with six-man teams. Last year there were just two leagues in Detroit, one of 12 and one of eight teams. Dan Evans of Miller-Newmark, who has been a leader in this development, comments that "It's been profitable for the operators."

William Van Koughnet, operator of the Union Coin Machine Service Co., is back on the job a few hours daily, but still taking things easy. He was in Detroit Osteopathic Hospital for a considerable time because of a bad back.

Ray Nadeau, service manager at Miller-Newmark, is back with a fresh set of calibers from a three-week vacation which he spent driving to California and back. Dan Evans, Miller-Newmark sales manager, is leaving this week for his vacation, which been deferred because of illness in his family. They will spend a couple of weeks visiting relatives in northern Michigan.}

Chicago Coin's PAR GOLF

provides exciting, challenging action
on a 9-HOLE—PAR 35
ACTUAL "COURSE!"

SCORE RACK LIGHTS UP
NUMBER OF HOLE, YARDAGE AND PAR, IN SEQUENCE, 1 TO 9;
REGISTERS RUNNING TOTAL OF STROKES PLAYED.

FAST PLAY—AVG.
WELL UNDER 2 MIN. PER 9-HOLE GAME!

DRIVE AND PUTT

Player drives as many times as needed—100 to 250 yards—to get on green.

HOOKS! SLICES! PERFECT DRIVES! When on green, player PUTTS to hole out.

HOLE-IN-ONE on 250-yard 5th hole, when players 1st drive makes lighted 250 yards green.

- BEAUTIFUL 3-DIMENSIONAL ANIMATED BACK RACK
- REALISTIC, COLORFUL PLAYFIELD, WITH "PERMATIZED" FINISH THAT RESISTS WEAR AND SCRATCHES
- COLORFUL RUGGED CABINET 57" LONG, 24" WIDE, 72" HIGH, WITH METAL MOLDING AND LEGS
- GOLF BALL "TEE UP" AND "SWING" BUTTONS ON FORMICA PANEL

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CHICAGO DYNAMIC INDUSTRIES, INC.
1723 W. DIVERSITY BLVD., CHICAGO, ILLINOIS 60614

Wm. of PROVEN PROFIT MAKERS

MRS. Since 1931

EAGLES BIRDS PARS BOGEY'S

October 9, 1965, BILLBOARD

Advertising... Training... Travel.
ELECTRA IS

- "Black Light"—the newest feature in the industry. Glows like a starlit sky. Draws patrons with its amazing new look.
- An eight-speaker torrent of stereo sound. And with the Rhythm Twins added—those great theatre-quality floor and wall speakers—"Electra" is a hurricane of soaring fidelity.
- All types of Discothèque music for listening and dancing: Rec-O-Dance®, Disco-O-Teen®, Rhythm & Blues, Country & Western. And only locations can have it.
- The new phonograph for operators who want to keep their present locations, obtain new locations, and increase their take-home profits.

*T.M.
the new
Seeburg phonograph
to listen to—
to dance to—
that looks like a
Discothèque should.

Here is the sweeping color, the exciting glitter and glamor, the
Big Sound of big-time entertainment. Seeburg’s brilliant new “Electra”
presents a thrilling show of Stereo music that location customers can not
hear on transistor radios, on TV, or buy in record shops. Only
location patrons can enjoy the combination of Seeburg leased record
libraries and the glorious voice of “Electra.” For listening
and dancing — all kinds of Discothèque music — all in that
sensational Seeburg
**Spotify Review**

*Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a ranking on Billboard's Top LP's charts. Spotlight winners in either category are selected on the basis of their potential to become top sellers in their respective areas.*

**THE WORLD'S GREATEST SINGERS**

**Patsy Cline, RCA Victor EP 2842 (M) ESP 6734 (S)**

Clock up another hit here, then for Cline! This is one of the greats, and this is an excellent example of her talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**SAY A LITTLE LOVE**

**Skeeter Davis, RCA Victor EP 2842 (M) ESP 6734 (S)**

Don't let this album go by you. Skeeter Davis is one of the greats, and this album is an excellent example of her talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**TRAINING BUILDING**

**Vince Barnett, RCA Victor EP 2842 (M) ESP 6734 (S)**

This is another excellent example of Barnett's talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**THE DRIFTERS**

**BABY DON'T GO**

**Joe Namath, RCA Victor EP 2842 (M) ESP 6734 (S)**

Clock up another hit here, then for Joe Namath! This is one of the greats, and this album is an excellent example of his talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**THE CHICAGO EXPRESS**

**BABY DON'T GO**

**Johnny Cash, RCA Victor EP 2842 (M) ESP 6734 (S)**

Clock up another hit here, then for Johnny Cash! This is one of the greats, and this album is an excellent example of his talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**THE KITTY WELLS FAMILY**

**THE KITTY WELLS FAMILY GOSPEL SING**

**Dorothy Dandridge, RCA Victor EP 2842 (M) ESP 6734 (S)**

This is another excellent example of Dorothy Dandridge's talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**CLASSICAL SPOTLIGHT**

**DAMES AT SEA**

**Beverly Sills, RCA Victor EP 2842 (M) ESP 6734 (S)**

Clock up another hit here, then for Beverly Sills! This is one of the greats, and this album is an excellent example of her talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**Dwight Blair, RCA Victor EP 2842 (M) ESP 6734 (S)**

This is another excellent example of Dwight Blair's talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**JAZZ SPOTLIGHT**

**DOROTHY DILLMAN**

**Beverly Sills, RCA Victor EP 2842 (M) ESP 6734 (S)**

Clock up another hit here, then for Beverly Sills! This is one of the greats, and this album is an excellent example of her talent. An absolute must for any collector. This package is worth the price. The hits have been collected into one album, and the hits are intact. The album is highly recommended. **King Solomon's Singers**

**THE CHICAGO EXPRESS**

**BABY DON'T GO**

**Johnny Cash, RCA Victor EP 2842 (M) ESP 6734 (S)**

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