WSM N’ville Fest Fantastic

By ELTON WHISENHUNT

NASHVILLE—The 14th annual WSM Country Music Festival and the 7th annual Country Music Association convention enjoyed their greatest success last week (5/23) as some 4,000 delegates from all over the U. S. poured into the city. An air of excitement over the domestic and international growth of country music was reflected as delegates told each other of new country music trends.

Delegates attended one event after another in a hectic week highlighted by election of CMA officers, presentation of BMI awards, the CMA banquet to unveil a winner, if any, to the Country Music Hall of Fame and the many events sponsored or co-sponsored by radio Station WSM.

Large and small record labels went all out in promoting their artists and products. This convention draws more top recording and music executives from around the nation than any other. There was a carnival-like gaiety, and good will.

Hospitality rooms were everywhere. Some delegates found that staying up all day and night was impossible.

Record Attendance
The record-breaking attendance
(Continued on page 10)

Gospel Parley Camp of Inspiration

By ELTON WHISENHUNT

MEMPHIS—The 10th Annual National Quartet Convention which ended its four-day run Sunday (17), was “the biggest and best ever.” James Blackwood, of the Blackwood Brothers, convention president, said last week.

More than 50 professional quartets enthralled some 20,000 fans during the four-day event at Ellis Auditorium. Several do

Sour Outlines BMI’s Ambitions

NASHVILLE—BMI will shortly open negotiations leading to licensing of additional non-broadcast areas of the music business—particularly the use of music at hotels and colleges. This was indicated by Bob Sour, BMI president, in an interview. Sour noted that BMI’s

UI to ‘Roll Em’ On Rock Films

By ELIOT TIEGEL

HOLLYWOOD—Universal International, the powerful MCA-controlled picture empire, has signed a two-year contract with two young, music-oriented producers, Len Weinreb and Burt Patton, to create 14 rock films over a two-year span. UI thus becomes a major studio especially commissioning a company to create, develop and provide it with a steady

Bill Denny, CMA President; Hal Cook, Board Chairman

NASHVILLE—Bill Denny, president of Cedarwood Publishing Co., one of the large country music houses at Nashville, was elected president of the Country Music Association last week (21) to succeed Tex Ritter.

Ritter, who has served as president the past two years, was given a standing ovation by the some 300 members who attended the annual CMA meeting. Ritter called his work the past two years a “labor of love.”

Denny, 30, took over Cedarwood in 1963 when his father, the late Jim Denny, who founded it, died. Bill Denny has a broad background as a DJ, radio show producer, advertising account executive and Nashville manager for Columbia Records. As a boy of 10 he sold pillows and books at the Grand Ole Opry when his father managed the show.

(Continued on page 8)

for complete coverage of country and gospel music conventions . . .

pages 8, 10, 48, 50, 51 and 52
OVER 150,000 ALREADY SHIPPED

RCA VICTOR presents
IN THE ORIGINAL SOUNDTRACK ALBUM
From the Metro-Goldwyn-Mayer Picture
HAMM
SCAR=
A SAM KATZMAN
FOUR LEAF PRODUCTION

SPECIAL BONUS SONGS: “Animal Instinct” and “Wisdom of the Ages.” LPM/LSP-3468

RCA VICTOR

The most trusted name in sound
NEWS REVIEW

COL’S JFK PACKAGE PACKS LASTING WALLOP

By AARON STERNFIELD

NEW YORK—The classical record business will be a major beneficiary of a $165,000,000 program aimed at subsidizing the nation’s 50 major and metropolitan symphony orchestras.

Putting up $55,000,000 is the Ford Foundation. The orchestras must raise matching funds. The grants range from $600,000 to $2,500,000. The orchestras can use the money to boost salaries of their conductors, to bring in outside soloists—in short whatever they see fit.

No direct subsidization of recording activities is provided for in the program, but it is not ignored. The problem, according to Edward F. D’Arms, associate director of the Ford Foundation’s program in the humanities and arts, is how the opera companies can find a method of helping with the recording of works which should be heard without making direct subsidies to commercial record companies. The Ford Foundation has not given up on finding a formula.

But even without direct subsidies to the recording industry, the sale of classical records is bound to be boosted by the program.

Many of the orchestras eligible for grants are factors in the classical record business. They include the Boston, RCA Victor; Chicago, RCA Victor; Cincinnati, Decca; Cleveland, Columbia; Detroit; Mercury; Los Angeles, RCA Victor; Min- neapolis, Mercury; New York Philharmonic; Ciombia, Philadelphia, Columbia, and Pittsburgh, etc. The label affiliations mean they have a contract with or have recorded for the above-noted companies.

According to Henry T. Head, president of the Ford Foundation, “American orchestras are un- paralleled in their quality, but many have not been awarded some conditions that have been experienced by the greater supply of talented players.”

Briefly, the program is designed to enable more audiovisual recording, but it is not designed to affect the orchestras in a way that would make it impossible to attract more young people to the profession by raising annual incomes.

Meager Income

Among major orchestras last year, the average contract salary for musicians was slightly more than $15,000. This was offered in all-year contracts, and most symphonies had seasons of less than 100 days. The U.S. does not subsidize classical music.

Unlike many other nations of the Western world, the U.S. does not subsidize classical music.

MIKE CROSS

$165 Million Ford Grant to Spur Classical Music Sales

Money comes from public subscriptions. The Ford move, while not unique, represents the largest sum ever appropriated in this country for the nurturing of classical music.

On the record company level, only DG has a systematic program of subsidizing classical music. The MGM-distributed label has been footing a substantial portion of the bill for a Long Island symphony.

The financial arrangements of the Ford Foundation program are complex:

Breakdown of Grant

Some $21,000,000 will be granted on a non- matching scale. For example, the symphony must raise a minimum amount of $2,500,000. The amount will be matched by a $15,000,000 grant.

The remaining $14,850,000, to be matched by a $74,525,000 grant, will be distributed over a 10-year period.

Budgets of the 25 major symphony orchestras last year ranged from $900,000 to $2,600,000. Budgets of metropolitan orchestras ranged from $100,000 to $450,000.

Review Programs

While the Ford Foundation has never before attempted anything with the scope of the current program, it has supported the development of non-commercial musical arts since 1957.

It has worked for the development of civic opera companies, the training of singers, the subsidization of the New York Pro Musica (which received Ford Foundation support for $25,000), and even $156,000 for the Early American Jazz Ambassadors for an exhibition program in 1960.

While the effect of the latest Ford Foundation move on the classical record business is difficult to determine, it is expected that the classical record business represents roughly 12.5 per cent of the total U.S. record sales in dollar volume.

Major symphony orchestras in all the sophisticated metropolitan areas: New York, Los Angeles, San Francisco, Chicago, etc., will be eligible.

The lengthened symphony seasons will enable orchestras to spend more time on the road and experiment with classical music. It will be easier for these orchestras to tour to different cities.

Unlike the early Ford Foundation attempts to subsidize symphony orchestras, this time the money will be up to one of the biggest bonanzas the classical record business has had in its history.

Koppleman & Rubin Are Inked by MGM

NEW YORK—MGM Records has inked Koppleman & Rubin Associates as independent record producers, a move that is said to be inclusive of all the independents. The agreement calls for 33 sides in the next 12 months.

DEPARTMENTS & FEATURES

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October 30, 1965, BILLBOARD
NEW YORK—Teletek Industries, Inc., of Cherry Hill, N.J., and New York has acquired an interest in Autosonic, Inc., of Van Nuys, Calif. This acquisition has been retained by the principles of Autosonic.

Marketing of Autosonic monaural and stereo tape players and cartridges will be handled by the newly formed corporation. The officers of the company are Richard Danielsen, chairman of the board; Norton Cooper, president; Victor Masulli, secretary-treasurer.

Capitalization amounts to more than $2 million. The manufacture of all Autosonic products will be moved to the Teletek plant in Cherry Hill, and all dyes and other processing equipment is being transferred from Van Nuys. Staff of the New Jersey plant is being expanded from 210 to 300 to accommodate the new work load. The Telcom production line, which was new to the production, Teletek has already moved its Communications Systems & Equipment division to another plant in the Cherry Hill Industrial Park.

$4 Million in Sales

Up to the time of the merger, the Autosonic monaural tape player was close to $4 million, caused primarily by the growing acceptance of the Stereo sound systems. In addition to marketing tape players, the company manufactured the tape player parts and also assembled a line of other audio equipment designed to be sold to owners of auto and home tape cartridge players.

Teletek, a subsidiary of Defiance Industries, manufactures continuous loop tape players for the home market and produces monaural tape cartridge players.

Lipton Joins United Artists

NEW YORK—Mike Lipton has been named national director of recording and marketing sales for UA records. Lipton has been manager of UA sales for the past seven years and previously was general manager of the Cosnet Distributing Corp. for the last five years and prior to that, vice-president and general manager in Cleveland and Los Angeles.

At UA, Lipton will work with the disk company's distributors to develop additional sales for UA product. He will be assisting in solidifying relationships with the company's distributors, retailers and retail buyers. He will also be evaluating their sales, sales procedures and customers for the label. He'll also supervise the marketing, market research and merchandising for the company.

Curless Set for Ballroom in N.Y.

NEW YORK—Dick Curless, country singer on the Tower label, will make his New York debut engagement at the City Center Ballroom on Oct. 16 with a 10-piece string and a six-piece back-up band. The Ballroom's dance sessions Oct. 16.

During his stay here Tower plans a promotional campaign which will include a radio blitz on WJMJ, Newark. Curless' current single is 'Tater Raisin Man,' a duet with Mark Miller. New York's release date is Nov. 4.

Posthumous Award to Bob Burton

NASHVILLE — The Connie B. Gay Award for the person who contributed most to the Country Music Association has been presented posthumously last week (21) to the late Robert J. Burton, owner of the RCA/ BMI. Burton, in presenting the award, said Burton's influence "will be felt in CMA for many years to come, his music first and foremost in his dedication to the country music industry." He added that he had funded a raising committee for a CMA building fund at the annual CMA convention in Vancouver, B.C. last year.

Sydney M. Kaye, chairman of the board of BMI, in accepting the award for Mrs. Burton, said of her late husband: "He had the wisdom and vision to understand that not only the merit of country music but the universality of its message is recognized as long as it is born fruit. We can all be proud of him and what he did.

The award is presented annually at the CMA annual meeting. The winner is chosen by the directors of CMA and the president of the BMI. The late Mr. Burton will be a fourth BMI president that $30,000. Dealers who sell Bloom's magnets will receive double prizes.

Two grand prizes are RCA Waypoint and another RCA portable stereo phonoconsoles. During the contest, the 100-thousand winners are given the complete set of all 12 Jack Johnson albums. The 1,000 fourth prizes are the current James Bond albums. The grand prize is a 1967 car.

Hope’s Show for GI’s in Vietnam Landed by Cadet

CHICAGO—An in-flight conversation between Dick LaPalin and comedian Bob Hope has landed for Chess Producing Corp., which has acquired the exclusive rights to release Hope’s shows in Vietnam last Christmas.

The second Hope junket for the GI’s was taped and televised twice to a network audience of 70 million, the largest combined audience in television history. The Cadet release of the show, "On the Road for the Best Men (Don’t Call Me Argo name)" will be supported by the most extensive and expensive promotional campaign in the history of the company, according to President Leonard Chess.

Backed by Ads

Release will precede the biggest Christmas push and will be backed by ads in over 300 major college newspapers, all trade publications, key dailies and national magazines. Three thousand post cards will be sent to dealers and back retailers, and a prestigious record critics, gossip columnists, magazine reviewers, etc.

Transportation advertising in trains, buses and subways will be utilized. Hello, all the Four-outlook-high easels will be provided for in-window and in-store displays.

The idea for the soundtrack excerpt project occurred to LaPalin, who is Cadet national album sales manager, as he listened to the program during his trek and showed a recent airline flight. LaPalin remarked "that would make a great show," and Hope agreed. Negotiations began immediately with Hope’s West Coast agents, Jerry Geller.

At Hope’s request, the album is narrated by news commentator Alex Award.

Chess Producing Corp. international, President-Marchell Chess is planning release of the album in the United Kingdom, where Chess has extensive distribution through its United Artists. A foreign release of the "On the Road to Vietnam" album is likewise anticipated. Hope, who will donate all proceeds from the album to the USB, will be promoting the release as time permits.

Goffin, Carole King Sign Production Deal With Atl.

NEW YORK — Gerry Goffin and Carole King, songwriting-disk producing team, have signed a record production deal with Atlantic - Acro Records. They will produce records for their new Tomorrow label utilizing their famous songwriting talents. Mydelle Class, singing "Free as the Wind" and "Giant of Eden." Jerry Wexler, Atlantic-Acro vice-president, made the production deal with Goffin and King for the Tomorrow label. The first release will be shipped to disk jockeys and ATO distributors within the next few days.

The team wrote such hits as "I'm Into Something Good," "Some of Your Lovin'" and "Up on the Roof." Goffin produced such disks as Frisco's "Hey Girl," Little Eva's "Loco-Motion" and the Cookies' "Don't Say Nothing About My Baby."
"Don't You Ever Get Tired of Hurting Me"

RAY PRICE has turned out a brand new single best seller!

Pamper Music, Inc.
Booking Agent: Hal Smith Artist's Productions

He turns out hit albums too!

RAY PRICE the other woman
Ray Price Burning Memories
RAY PRICE LOVE LIFE

on COLUMBIA RECORDS

COLUMBIA MAKES HISTORY NOV. 28—YOU'LL BE PART OF IT!
Robinson RCA Pop Producer

NEW YORK—RCA Victor is continuing to bolster its artists and repertoire department. On the heels of bringing over Danny Davis from MGM Records, the A&R division has now added Paul Robinson as pop producer. He’ll report to Donald Burkheimer, a producer in New York.

Robinson has been with Victo as radio and TV artists relations representative for the past year covering the New York area.

According to Ben Rosner, manager of A&R promotion, Robinson’s major responsibility will be to strengthen and further emphasize RCA Victor’s open-door policy with regard to outside songwriters and publishing firms. Robinson will screen new material, including masters, and will handle live auditions of new talent.

Before joining Victor Robinson was a promotion manager for London Records.

Vermette to RCA Dept.

NEW YORK — Michel Vermette has been named manager of artists promotion in the International Department of RCA Victor.

Vermette’s previous record company experience was with Columbia Records which he joined in 1962 as manager of promotion for the West Coast territory serving its International Department. For the past two years with Columbia, he participated in the launching of the CBS label. Vermette joined RCA as a freelance consultant to advertising agencies.

Chart Correction

NEW YORK — Last week’s issue of Billboard inadvertently transposed the spotlight charts on the Singles Review page. The country “Chart Spotlights” were listed in the wrong category and the R&B “Chart Spotlights” was listed in the country category.

Mccaffrey to UA

NEW YORK — Tom McCaffrey has joined the promotion staff of United Artists Records, He will concentrate on singles for UA and its affiliated labels, A&M, Liberty and Epic. McCaffrey will be working in conjunction with national promotion director David Weisbord and national sales manager Andy Mile.

MGM’s ‘POPE’ GIVEN GRANT

NEW YORK—MGM Records’ album commemorating Pope Paul’s visit to the U.S. has been released on November 16 and its affiliated labels, A&M, Liberty and Epic. McCaffrey will be working in conjunction with national promotion director David Weisbord and national sales manager Andy Mile.

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New England

NEW BOSTON—Bobby Byrne, who has been associated as a director of Northwest Command Records since 1963, this week was appointed to the Audio Director, A&R director. Byrne spent five years with the Dore brothers as a trombone player, formed his own band in 1939, and served in World War II as a fighter pilot. He is a major in the Air Corps Reserve.

The in 1950s, Byrne played trombone on recording and TV dates and was TWA request of Steve Allen’s first NBC-TV show. Byrne’s appointment was announced at a luncheon for tradepeople by the Columbia Union. Byrne is now president of Columbia Records Union. Byrne was appointed to the position of A&R Director, Columbia’s Command parent label; Lorent Becker, managing director of Command, and Dave Alber and Mike Alber, Dore’s Command president and COO, respectively, are also on the post.

Becker, recently appointed to the Command post, said that the title shift is not a new title because on the record is ready, not on a rigid release schedule. He added that the label will take the same personnel and distribution system as it had before his appointment.

Becker said that while Command is not considering the release of singles product on a separate label, the label will keep a sharp eye for singles possibilities while it

October 30, 1965, BILLBOARD
England's leading songwriter now sings his own hit!

CHRIS ANDREWS
YESTERDAY MAN

ATCO 6385

No. 6 In Britain in three weeks . . .
Watch it move up on the U. S. Charts!

Chris Andrews' hit songs include:

SANDIE SHAW
Girl Don't Come
I'll Stop at Nothing
Long Live Love

ADAM FAITH
The First Time
We Are in Love
I Love Being In Love With You

These Records are already taking off

DON'T HAVE TO SHOP AROUND
The Mad Lads . . . . . . . . . . . . . Volt 127

FOR YOUR LOVE
The Righteous Brothers . . . . . . Moonglow 243

A Sleeper!
THE STONES I THROW
Levon and The Hawks . . . . . . . Atco 6383
Country Train Roars Ahead

Country Music is riding the crest, and is enjoying a period of peak influence, both national and international, and this happy circumstance is mirrored by the excitement generated last week at Nashville, the industry hub. The reason for the expansion of the country field are many. They include (1) the spread of communications, notably radio and TV, (2) the great basic talents of the field's songwriters and artists, and (3) the application of the people in the country field.

The last named factor has been most important and is perhaps the best exemplified by the officers and board who have guided the Country Music Association the past two years. In our opinion, these men and women have raised the CMA to the position of the music industry's number one trade organization. The membership has been marked by enthusiasm and imagination. They have been courageous enough to broaden the horizons of country music, and they have been wise enough to nurture its traditions and lore.

Most of all, one might say, they have served with heart. Therefore our hats are off to Tex Ritter and Mrs. Frances Preston who were president and chairman of the board, respectively, have given us the CMA the best administration in the organization's history.

We feel it is fortunate for the country field—and for the music business in general—that this new, dynamic social force has been seated on the board of directors as the executive post of vice-president, and we are certain that Tex Ritter will continue to work for the greater glory of country music.

We extend congratulations to the new president, V. Gardner Capps, and board chairman, Hal Cook. They follow in a tradition already marked by great accomplishments.

Bill Black Dies at 39

MEMPHIS—Bill Black, 39, who was a member of the Elvis Presley combo when Presley shot to world fame on his own as recording artist, died last week (11) in Baptist Hospital of Cancer.

Black had recently undergone a heart operation in the past six months. Joe Cuoghi, president of Hi Records, for whom Black Bill's combo recorded, said, "Memphis and the world lost a great artist."

Black was famous as the bass fiddle player when Elvis Presley began his sensational rise to fame in 1955. Another member of this band was guitarist Scotty Moore.

In 1958, when Presley gave up personal appearances to concentrate on movies, Black and Moore began looking around for something to do. The year before, under the guidance of Cuoghi, Black had a new independent record label called Hi, and he started working on music and recording history.

His first five singles shot to No. 1 on the Juke Box and Hot 100 chart. They were "Smokie," "Don't Be Cruel," "White Silver Sands," "I'm Sorry," and "Cherry Pink."

Black's combo was noted for its "unforgettable sound" which featured a deep, driving beat. His records had "bottoms" which consisted of the unified best of electric bass, drum and guitar.

Presley's hit组合 recorded, "Cherry Pink."

Another new CMA officers: Hal B. Cook, publisher of Billboard, chairman of the board of directors, and Frances Preston, vice-president of BMI. Frances Preston, executive vice-president, succeeding Hal Cook. The reasons for the new office of the board of directors and the new office of the magazine were announced. New directors in that category: Harry Renfro, D'Arcy Agency, St. Louis, and Bob Simpson, Foot, Cone & Belding, Toronto.

New directors are: Al Bennett, president of Liberty Records; Paul Cohen, head of Kapp Records' Nashville office; Connie B. Gay, Conn B. Gay Broadcasting Corp.; Frank Jones, Columbia Records; Hal Neely, Starday Records; Randy Wood, Dot Records.

Hedlund directors who have another year to serve are: Charlie Dye, Jimmie Rodgers; Matt Pears, promoter; Joe Music, composer; Bill Mack, K昆仑.

Denny and Cook Are Named

New Country Music Assn. Leaders

**continued from page 1**


Ernest Tubb to Hall of Fame

NASHVILLE—Ernest Tubb, "West Tennessee Troubadour," was given the honor of the last Jimmie Rodgers by his widow, when Tubb was 20, was named to the Country Music Hall of Fame last week (22) at the annual Country Music Association banquet.

Tubb, 51, joins country music's immortals Hank Williams, Fred Rose, Roy Acuff and Tex Ritter as a member of the most cherished institution in country music. Tubb used the Rodgers' guitar until 1952 when it was stolen backstage at Blytheville, Ark. A wide search by police and fans located it two hours later in a night spot across the Mississippi River in Missouri. The man who took it was prosecuted at Tubb's insistence. Since then Tubb has kept the treasured guitar in his Nashville home.

A bronze plaque with a replica of Tubb and an engraved tribute was unveiled by Mrs. Jo Walker, executive director of CMA, and Mrs. Frances Preston, newly elected executive vice-president. Tubb was lauded for his consistent popularity for 25 years, as "a legend in his lifetime," and for his help to fledgling artists and writers.

Tubb joined the Grand Ole Opry in 1943. He still performs there regularly and his greatest hit, "Walking the Floor Over You," which he composed and recorded in 1941, has sold millions of copies, and is a country standard. He has recorded for Decca for 25 years.
HIS  HERS

'Deep in Your Heart'  'He Touched Me'
by Jerry Vale  by Barbra Streisand

HITS
ON COLUMBIA RECORDS

HITS ON COLUMBIA RECORDS®

PUBLISHED BY EDWARD H. MORRIS CO., INC.

COLUMBIA MAKES HISTORY NOV. 28—YOU'LL BE PART OF IT!
GMA Nods to Ernie Ford

MEMPHIS—Tennessee Ernie Ford was elected president of the Gospel Music Association, and James Blackwood, leader of the Blackwood Brothers Quartet, was elected first vice-president at a meeting of GMA directors during the National Quartet Convention here (16). Blackwood will serve as head of the association when Ford is unable to due to his TV commitments in California.

Our second customer was an accountant from Buffalo, New York, who selected four cartridges and told us very much of the same story. Other customers were visiting New York from places such as Kalispell, Montana; Flint, Michigan; Quincy, Illinois; Waterbury, Connecticut; Pittsburgh, Pennsylvania, and Providence, Rhode Island.

We stayed there long enough to make eight sales for a total of 39 cartridges. The only person who bought a single cartridge was a regular Colony customer who stated he was in the store at the rate of once a week.

We do not want to hurt Colony's business, but wouldn't it be easier and more profitable for you if people could buy cartridges in their own home town...?
BE PREPARED.

FREDDIE & THE DREAMERS
WILL SWEEP THE COUNTRY DURING THEIR TOUR
OCT. 25 THROUGH NOV. 29

STOCK THEIR HIT ALBUMS—BE PREPARED!

FREDDIE & THE DREAMERS
MGM 21026/SR 61026

FREDDIE & THE DREAMERS
MGM 21017/SR 61017

SEASIDE SWINGERS
MGM 21031/SR 61031

FRANTIC FREDDIE
MGM 21093/SR 61093

DO THE FREDDIE
MGM 21025/SR 61025

www.americanradiohistory.com
Musically, Christmas is Columbia Records... the most complete, most star-studded and best-selling catalog in the record industry. And this year, as in years past, Columbia adds new excitement to the holiday selling season.

NEW RELEASES
An exciting collection of new album releases added to the best-selling Columbia Records holiday catalog

- Merry Christmas (Andy Williams)
- Christmas (Patti Page)
- Ray Conniff: We Wish You a Merry Christmas
- Percy Music of Faith: Christmas Volume 2
- Jimmy Donahoe: Christmas Card
- Stille Nacht: Kirchechor des Wolfschoesl Offenbach
- Christmas Serenade: The Glen Miller Style
- Christmas with a Beat: The Glad Singers Swing Bells!
- The Mormon Tabernacle Choristers Christmas Carols
- Andre Kostelanetz

NEW SALES AIDS

- Christmas Wrap Display
  A special wing display featuring Columbia's special gift wrap. A perfect holiday record tie-in.

- Mobile Display
  A moving, eye-catching showcase for 4 Columbia Christmas albums.

- Major Display
  A fabulous, 3-dimensional standing display with 15 twinkling lights—the perfect stopper for use in Christmas windows and store interiors.
THE WORLD'S GREATEST CATALOG

THE FESTIVE SELECTION FROM HARMONY
### Billboard Top Sellers in Top Markets

#### TW (This Week) vs LW (Last Week)

#### NEW ORLEANS

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<th>Name</th>
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#### PITTSBURGH

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**Notes:**
- The chart is based on regional sales and is published weekly in Billboard. The table above represents the top sellers in top markets for the week ending October 30, 1965.
## Top 20

**THE McCOYS—FEVER (Lois, BMI)**—Group comes up with a pulsating, rocking version of the Peggy Lee classic and it serves as a winning follow-up to their hit, "On Sloppy." Flp: "I Can't Get Through to You" (Highwood, Primary, Bernhardt.)

**JIMMY DURANTE—THE NANNY (Columbia, BMI)**—Extremely catchy, top-selling and driving record.

**BILL WALLACE—STANDING IN THE RAIN (MGM)**—Strong hot dance hit.

**JOHNNY TILLOTSON—OUR WORLD (National & Puckett, BMI)**—Teddy boy rhythm and driving dance beat. Flp: "I'm Going To Change The World" (Sillam.)

**DEL REY—THE WINTER (Parrot, BMI)**—Top-selling and driving rhythm and dance hit.

**BRENDA LEE—WHEN DADDY'S GONE (Columbia, BMI)**—Strong driving rhythm and dance beat.

**O.B. LEE—THE WINTER (Columbia, BMI)**—Top-selling and driving rhythm and dance hit.

**RICHARD CLAYDERMAN—THE GIRL I LEFT BEHIND AT MEADOWLARK (Trio)**—Top-selling and driving rhythm and dance hit.

**SUGAR CREEK—CAN'T WAIT TO BE LOVING YOU (Heyday)**—Top-selling and driving rhythm and dance hit.

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CUSTOMERS ALL OVER AMERICA WILL BE GOING INTO "ELECTION" HEADQUARTERS TO HELP PICK JACK JONES AS AMERICA'S MOST POPULAR MALE VOCALIST.

JACK JONES
"ELECTION SWEEPSTAKES"
NOVEMBER 1 to DECEMBER 1, 1965

***************
MAKE YOUR STORE 'ELECTION' HEADQUARTERS FOR THE HOTTEST SALES-BUILDING PROMOTION OF THE YEAR.

OVER $25,000 IN PRIZES
1,112 PRIZES FOR CONSUMERS
1,112 DUPLICATE PRIZES FOR DEALERS
(IF ENTRY SUBMITTED BY A CUSTOMER FROM YOUR STORE IS SELECTED AS A WINNER)

4 Grand Prizes: 4 RCA Victor color television sets
20 Second Prizes: 20 RCA Victor portable stereo phonographs
200 Third Prizes: 200 complete Jack Jones LP record libraries (stereo)
2,000 Fourth Prizes: 2,000 brand-new Jack Jones albums (stereo)

***************
HUGE ADVERTISING BUDGET AVAILABLE FOR PARTICIPATING RETAILERS.
EVERYTHING YOU NEED IS IN THE JACK JONES "ELECTION SWEEPSTAKES" KIT:
Campaign headquarters banners for your windows,
Displays for in-store and windows featuring a triple-wing easel display,
Light-up display and special side-wing panel signs,
Campaign buttons for your customers and your clerks,
Special co-op advertising programs,
Special Mail Magazine supplements,
Entry ballots and product stuffers.

GET ON THE BANDWAGON! CONTACT YOUR LOCAL KAPP RECORDS DISTRIBUTOR TODAY.
UI Ready to Roll on Film

*Continued from page 1*

a diet of pictures featuring teenage music acts. Many of them team with Universal, Weinreb and Patton work within a budget of $200,000 to $500,000 for a single film. In all, the benefits of UI's organization, including their own, are a total of 20 units for their debut UI film. "Out of Sight!" The concept involved all ads and handle distribution.

"Beech Ball," their first teen film which has been in production for over a year, has its world premiere in "Out of Sight!" Oct. 26 and then first run on film at the Midwest Festival. The producers have 11 days to finish the film. The new film, plus all the others, will be all directed. The two producers came to UI after independently producing 10 16mm shorts each. "Out of Sights!" music stars include Freddie and the Dreamers, The Youngbloods, The Glass Menagerie and the Knickerbockers. Negotiations underway for the We Five, the Appolos and April Stevens-Nino Tempo. Former disc producer Nick Mack has been signed to work on seven of the pictures and is mapping plans for 15 same stories to be released in 1967.

Venet says there will be no uncut versions of the film, as all rock 'n' roll tunes will be used. All music from Weinreb-Patton compositions, including new music in soundtrack LP's by Decca Records. New Wave

While American International and before that Sam Katzman's management, UI Pictures has won a Fender WIns CMA Award for "Out of Sights!"

FENDER WINS CMA AWARD

NASHVILLE -- Tex Ritter, outgoing president of the Country Music Association, won the CMA President's Award last weekend for "outstanding contribution to the country music field." Ritter, who died in 1921 repairing amplification equipment, later expanded into making string instruments and founded a plant which is now one of the largest in the world.

Fender sold the plant, Fender Electrical Instruments, Inc., Pueblo, Colo., last November for $13 million to a subsidiary of Columbia Records. The latter firm, a division of its parent company, Columbia Pictures, operates as an independent unit and is controlled by electrical and acoustic string instrument manufacturing.

Ritter, in tracing the "rags to riches" rise of Fender, said his twofold genius revolutionized the string music industry throughout the world.

Gospel's New Heights

Gospel music is growing big. It has already had major influences on popular music as jazz, popular and blues artists have imitated its beat, message and emotional appeal into the mainstream of American music.

As a pure and special form, gospel music has spread from the so-called Bible Belt to all parts of the U.S. and Canada. No longer is it appeal to Americans in the South but to Americans everywhere.

This is the first time the music was taken to European audiences and warmly received.

There is an excitement in the air about gospel music. We at Billboard who attended the National Quartet Convention in Memphis recently could sense it. The gospel music industry is on the threshold of tremendous expansion.

The method was not always so. It has had an uphill struggle since its inception several decades ago. Now the many fine people in gospel music are dedicated to the spread of gospel music and growth of the industry.

We at Billboard are happy to join them in this noble aim.
GET SMART!

GET SMART!

THE GENE NORMAN GROUP—DYLAN JAZZ—Featuring the Compositions of Bob Dylan

THE GENE NORMAN GROUP—DYLAN JAZZ—Featuring the Compositions of Bob Dylan

JOE & EDDIE—WALKIN' DOWN THE LINE

JOE & EDDIE—WALKIN' DOWN THE LINE

BILLY STRANGE PLAYS THE HITS!
The Big Sound of Billy Strange and His Guitar

BILLY STRANGE PLAYS THE HITS!
The Big Sound of Billy Strange and His Guitar

ENGLISH HITS OF '65—The Big Sound of BILLY STRANGE

ENGLISH HITS OF '65—The Big Sound of BILLY STRANGE

I LOVE A BANJO—The Big Brilliant Banjo of ART TODD

I LOVE A BANJO—The Big Brilliant Banjo of ART TODD

THE CHALLENGERS AT THE TEENAGE FAIR—The Challengers

THE CHALLENGERS AT THE TEENAGE FAIR—The Challengers

CAST YOUR FATE TO THE WIND—The Exotic Sounds of ARTHUR LYMAN

CAST YOUR FATE TO THE WIND—The Exotic Sounds of ARTHUR LYMAN

FOLK ROCK HITS The Big Sound of BILLY STRANGE and His Guitar

FOLK ROCK HITS The Big Sound of BILLY STRANGE and His Guitar

$3.79 Mono.—$4.79 Stereo

BUY 85 GET ADDITIONAL 15 FREE!

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Cleveland—Dove Disc

Los Angeles—Record Merchandising

New York—Alpha

Chicago—All State

Cincinnati—Hit

GNP CRESCENDO RECORDS

FOREIGN DISTRIBUTORS:

Argentina—Dial

Canada—Compo

England & Common Wealth—Vocalion & British Decca

France, Germany, Benelux, Switzerland—Vogue

Italy—Ced

Spain—Rca

Morocco—Dove

Sweden—Guth

Netherlands—Ellertsen

South Africa—Teal

Mexico—Tico

Venezuela—Paloma

Philippines—Gould

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Bud Dain, Vice-President

Gene Norman, President

Est. 1954
French-Canadian Show Oo-La-La Affair: Awards Spark Rhubarb

MONTREAL—The Festival du Disque and Grande Prise du Disque of the French-Canadian Record Industry, the prestigious music event featuring personal appearances by their artists, retail dealers' booths, on-location radio and TV broadcasts, and boisterous displays and sessions, attracted 25,000 persons at the St. Lawrence Hall in Toronto, September 25-28, and was attended by nearly 5,000 at the Arena.

Fifteen record companies, representing more than 25 labels and including all of the major disk firms, exhibited their wares, with many companies taking multiple-booths, and all encouraged their artists to attend and meet their fans.

Record companies were not permitted to sell from their exhibits, but each retailer with a display on its booth reported sales good despite sporadic talk among the public about whether and where disks were on sale.

Winning artists who performed in the 90-minute stage and TV show were Monique Lorne, Olype Lise, Yolanda Lisi, Les Hou-Lops, Les Cailloux, Jean-Pierre Lorne, John Jones, Pierre Lise, Rony Rock, Les Cygnets and Robert Chaboie.

Winners were:
Best Male Performer by a female singer (45 r.p.m.): Yolanda Lisi for "La Plage," on Apex; Best interpretation by a male singer (45 r.p.m.): French-Canadian Orchestra; Best female performer (33 r.p.m.): Monique Lorne for "Les Yeux sur Monique-Lorne" on Columbia; Best interpretation by a male singer (33 r.p.m.): Pierre Laroche for "Les Premières Élites" on Apex; Best female-ye-ye singer: Jenny Rock for her album on Select; Best male-ye-ye singer: Jacques Michel for his single "Je t'entoure chez moi" on Rusticana.

Best ye-ye groups: Les Hou-Lops (formerly Les Totes Blanches) for their album, "C'est Choy" on Apex; Best canonier (singer performing his own composition, both music and lyrics) (45 r.p.m.): Marc Gélinas for "De vie a l'eternitée;"

Also best canonnier (33 r.p.m.): Jean-Pierre Ferland, Ferland for his album, "Les Yeux sur Monique-Lorne." Nick Ayoub and his group for "The Montreal Scene" on RCA Victor; Best orchestral arrangement: François Monet for Lucille Dumont's L.P. "Pour Toi" on Columbia; Best folk song: record for "Le Moulin," on Epic; Best comedy record: Les Cygnets for their "Album, "Oh! le vent" on Capitol; Best comedy record: Les Cygnets for their "Album, Les Aberrantes Cygnets" on Apex; Best class record: Jacques Simard for his album on Janus; Best classical composition: André Millet for his "Sonata for Violin and Piano" on Janus; Special prize for exceptional recording techniques: Roger Pilon for his album, "La Mise en Scène" on Select; Best children's record: Guy Sanchez and Pascal Baugy for their album "Bohème et Bohémienne" on Select; Best album photographer Paul Gélinas for the album, "Pierre Lemaître: Vol. II" on Select; Best photo for "Le Moulin," on Epic; Le Pléerite, prize, presented by the dean of French-Canadian cannoniers, internationally known Canadian Felix Léger; Gilles Vézinaut for his "Moi Pays" on Columbia; The Special Prize of the Jury, to a promising young talent, to Robert Charboie for his album on Select.

The exhibition was generally hailed by the industry as a success, but the gallery is clearly in need of an exhibition hall. The interest shown by the public and the attention drawn to the industry by widespread coverage of the gala celebration are generous publicity for the Canadian press and on radio and TV.

Controversy
However, the awards sparked considerable controversy both within the industry and in the press and on radio and TV. This is due to the interest shown by the public and the attention drawn to the industry by widespread coverage of the gala celebration. The interest shown by the public and the attention drawn to the industry by widespread coverage of the gala celebration are generous publicity for the Canadian press and on radio and TV. The award is clearly in need of an exhibition hall.

U.S. 'Quality' Singers Hit The Range Again in Britain

LONDON—A major British hit for Andy Williams' "Almost There," originally issued a year ago in this country, may get a new lease on life when it is reissued by "quality" American singers in Britain. Likely to follow in Williams' footsteps up the chart is Tony Bennett with a re-issued "I Left My Heart in San Francisco.

American Ken Glancy, managing director of CBS in Britain, has confirmed that the Williams hit sold half a million in the U.S. and that the Bennett record could follow suit. Glancy has also said that when the star enters here for the televised Royal Variety Show and begins his important London nitty-entrainment, Williams' success was undoubtedly sparked by the BBC screening of his TV series and sales of the original record soared after he guested on the show.

Talking to Billboard of his plans for the first year in "off-key," Glancy said that the maximum effort would go into building up strong local repertoire to gain British hits which can subsequently become American hits. "We are doing very well, indeed," Glancy continued. "We are participating by Bob Dylan, Andy Williams, and others, but having set up operations in this country we must go all out on gathering hits and linking with what is new in the field."

CBS is not, Glancy pointed out, the first in the world to release American sales methods on this side of the Atlantic. The company has plans to launch a special low-priced LP series to compete with the Music for Pleasure label recently set up by EMI and IPC. nor would he pursue the rack jobbing methods introduced in Britain by the Music for Pleasure label. Giannini Leaves Position At CGD Internazionale

MILAN—Giuseppe Giannini has resigned from the management of CGD Internazionale, the important Italian record company, which he has headed all these years, according to reports. Gianni was responsible for bringing most of the foreign artists to the 1964 San Remo Festival, first edition of the contest which enjoyed foreign participation right from the start.

No Price Structure Set

The price structure, with discounts, etc. to the trade, has not yet been fully established, but the retail price for the cartridges (Continued on page 28).
THE FASCINATING LP THAT SOLD 100 000 COPIES WITHIN TWO MONTHS IN THE SOUTH AMERICAN COUNTRIES IS NOW CONQUERING THE REST OF THE WORLD

U.S. presentation

European presentation

MISA CRIOLLA FROM THE ARGENTINE
A FOLKLOISTIC EXPRESSION OF RELIGIOUS EMOTIONS
DIRECTION: ARIEL RAMIREZ

Authentic Folk Music from all over the world

PHILIPS One world of music on one great label
Philips of France Sales Up 10%

PARIS — Philips of France disk sales have increased 10 percent over last year. This was revealed by M. Georges Meyerstein, president-director general of Philips.

"Hits," said Meyerstein, "are becoming more and more important and there is a tremendously increased interest here in the original versions of foreign hit disks.

"At one time, cover jobs would outsell the originals in France, but the situation is now changing rapidly. Even though our sales depend to a large extent on a strong 'national' catalog — with such artists as Johnny Halliday, Claude Francois, Sheila, France Gall, Barbara, Georges Brassens, Jacques Brel and Herve Vilard — there is a constant improvement in sales of the American and British repertoire."

Roger Miller and Jerry Lee Lewis have been two big sellers in France and now Philips will be promoting new disks by the Walker Brothers, Lesley Gore and Horst Jankowski.

"But," Meyerstein added, "sales for albums are well below the LP market and we are aiming to develop this side of our business. We want to arouse the interest of the over-25s in albums."

200 LPs in Series

"With this in view, we started the Diamond Series a year ago. We now have around 300 albums of all kinds in this series, of which 120 are already sellers. The album sells at just under $4. The series is going well, but it can be better.

"On the whole I am very optimistic about the future. The market for disks is constantly growing and I think it could double in five or six years."

On one-speed disks, Meyerstein said the Phillips favored a single speed. "I don't think it will affect the cost of records very much, though it might have a small influence on the price of record players. It would, of course, be good for the industry throughout the world, but it will be difficult to institute because the two-speed situation has now become a habit."

One of the biggest Phillips' artists in France is singer Johnny Halliday, who recently resumed his career after completing his military service. Halliday is scheduled to appear at the Paris Olympia Theater.

Halliday Promotion

"Just before the opening we shall release a new album — 'Johnny Halliday Sings Johnny Halliday,' which will get big promotion."

Philips is well established in the publishing field — their associated company, Tuti, has been going for 15 years and is one of the most important in France.

Publishing companies also exist in the names of Johnny Halliday, Alain Barriere and Claude Francois.

"It is difficult," said Meyerstein, "to establish exclusive contracts with writers because they are well protected by the Societe des Compositeurs, Auteurs et Editeurs De Musique (SACEM). But we have arrangements with writers that over a certain period of time they will give us priority in a certain category of songs."

Through their various publishing outlets, Philips publishes the songs of Guy Mardel, Barbara, Joel Holmes and Enrico Macias.

Meyerstein said that there was an increasing market in TV themes — Philips has the music for the popular daily Nouveaux children's program and the Therry Frande series — film music was proving more difficult, except in such cases as the highly successful 'Papilores de Cherbourg.'

Of all Philips' disk sales, 83 per cent is popular music, including operetta, and 17 per cent classical. "Disk sales," said Meyerstein, "are increasing in all categories, but because the pop market is by far the most rapidly expanding, the actual classical percentage is diminishing."

SUCCESS IS IN THE BAG! INCUBATIN' MIDDLE OF THE NIGHT GRYATIN' BLUES AND FACE IT BY THE BAG (John Hill and Tom Severns). Here's the second of the two great new releases on JERDEN — now nationally distributed by ABC-PARAMOUNT! Ask for JERDEN 769!

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Local Vera TV recently aired a CBS documentary film featuring the famous violinist Pablo Casals and Rudolf Serkin. On this program violinist Isaac Stern held a conversation with Pablo Casals. Shortly after her successful personal appearance at the Grand Guia du Disque, Lucille-Star recorded "Chante Encore Dans La Nuit" and 'La Noche Del Amor,' both titles sub-published by Invicta.

DOUBBLE-FIRST!

For Holland's new group THE GOLDEN EARINGS first record "PLEASE GO" already in the Dutch Top 20.

POLYDOR

The Hogue-Postbox 406 Holland with Baus, Turkish laborers in Holland have focused attention on Turkish folk-repertoire. In cooperation with Turkish-born engineers, Phonogram has released five singles on the Philips label under the name: "Turkish Folk Repertoire." Baus Record produces the Golden East Out expects high sales figures of the recording by singer Donna Mercedes of the Dutch version of "Universal.""All About Love.""

PUBLICITY

Dutch record firm Audio Visual Productions discovered a new best-seller, the Cat. Dutch beat groups are doing well on the Dutch charts now the Hitmen, the Fuzz, the Phantoms (Ohioan) with "I'll Go Crazy," the Motions (tango), the Seventh of July (Words), Les Barques (European) with "Dealing." Philips, in cooperation with Donna Mercedes of the Dutch version of "Universal,"’ "Is Love Enough?" Philippe with "Please Go." Russian pianist Emil Gilels gave a recital at the Amsterdam Concertgebouw, featuring works of Schubert and Shostakovich.

HAMBURG

Philips is releasing a prose platter on the life and times of the king of Saxony, 'Lachenden Sachsen.' The disk aims at exploiting a current trend in Germany — the popularity of literary records and monologues for the "good old days" when Germany was a monarchy, a country abroad, in aristocracy. Producer is Dr. Tony Schaumann. It's the tale of "Flipp Langstrupp" by Astrid Lindgren.

Ariola export manager, George Elhouette, has just returned from a visit to Germany, Italy, the Netherlands, and Switzerland to promote the hit singles in Copenhagen. Elhouette met metronome's sisters, Fabricius Bjerre, Capo's Helga Bjerre, and Tore Johannesen of Nod Disc. Ariola's "The Seekers" are selling well in Scandinavia, especially in Sweden. Their latest album "The Seekers" has just been released in Denmark, Elhouette called on the Negrin label's Robert Oppers and Discobal's general manager Dr. Vandeurrem.

IRV GOODMAN'S Sensational "HAVA NAGILAH" b/w #1 in Cashbox's Juke Box Guide "SUGAR BLUES GO ON" Rock Record Guide!

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Arranged and Produced by JIMMIE HASKELL

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Kankakee, Illinois 60901
Record Industry in Spain Grows in Leaps and Bounds

MADRID — In the wake of Spanish capital's enormous development in general, building up to the gigantic population (the latter is up from 2 to 3 million in seven years), the disk industry in this part of Spain is now showing an accelerated growth. This will be even more marked as the industry promotes the sale of record players. LP sales are up 20 per cent for the industry and Philips reports their LP sales are double this year in 1964. Out of a total population of 22 million, it is estimated that there are still only 800,000 record players in use and this is the field for promotion to foster record sales. It is understood that Philips will be carrying out strong promotion in record players in the near future.

Although traditionally an EP market, a surge in single sales in recent months. Opinion is divided in the Spanish trade concerning this. Some say the recent success of singles like Zafret's "Barachó" by Los Brincos which has hit 100,000 sales (a new high for a single in Spain) is setting a trend for singles, whereas other companies feel that apart from such isolated successes, Spain will not become a singles market.

The recent Hispanic success with their EP "La Yenka," by the Dutch twosome Johnny & Charlie, taken for the U.K. by Pye, owes much of its success to the exposure it had on TV. Top TV personality Raul Matus demonstrated the record on his shows. Sales of this EP have also reached 100,000.

Other factors for the growing international aspect of original Spanish recordings are noted. A title called "Flamenco," written by Los Brincos, has been recorded by Dalida (French Barclay artist) in French. The same artist is recording the title in both German and English. Publisher is Editores Musicales Universal, Madrid.

Yenka Getting Irish Twist

DUBLIN — It looks as if the Yenka is about to take the place of the Hucklebuck in the affections of Irish dancers and disk collectors. The move to popularization is being initiated by a recording in Finland as the Finn Yenka, was spearheaded by Irish showbands, the Freshmen and Victor, who have "The Yenka" and "Let's Yenka Again" on Pye and Regent, respectively.

Pye gave a reception to lançamento of the new Yenka's Gresham Hotel. The publicity campaigns are stressing the use of picture posters of Yenkas and disk stars doing the dance, as in the case of "The Yenka," by the Freshmen, a decade ago. Reaction from dancers in ballrooms throughout the country is promising.

British Public Is Crying for Dodd &"Tears"

LONDON — "Tears," an EMI recording by Commodor Ken Dodd, is big business. The sales of the single have reached a million and it is already the year's biggest seller, having overtaken "A Course of Action," by The Tears, a gentle ballad produced by Keesing and the London Studio. It will win Dodd a gold disk, but no body seems to know who is buying it. The average record buyer is not aware that he has won a new album, "More Than A Woman," but since then his single sales have been nothing to shout about. "Tears," published by Keith Prowse, was written by the American songwriters, Draper and Carpo, and was originally recorded by Rudy Vallee in 1929. Dodd's recording has been issued in the U.S. on Liberty.

Schiacciando in U.K., Picking Up Tunes For Catalogs

LONDON — American publisher Aaron Schriber, here on an indefinite trip to open a London office for his publishing company, which is reported to have more than a dozen recordings of songs for his catalog since he arrived.

Schriber has singles by Wayne Fontana, Freddie and the Dreamers, Smokey Robinson & Four Tops, Swingin' Blue Jeans, Lee Hazlewood and recent addition to the four tracks of the new Decca Studio LP and one on the Arista label.

Schriber has appointed Decca's Mike Leander to supervise the London operations. A general manager will also be named and salesmen cover fair offices are they currently negotiating for.

The negotiations are expected to conclude the three-year publishing deal Schriber has in Britain with EMI-Hamlyn.

In addition, Schriber has also signed at least two British writers, who will have their first US releases. Their British interests beyond publishing includes the sale of rights in other companies in which he is believed to be negotiating interests. 

Continued on page 22

Music Capacit of the World

MUSIC FOR PLEASURE LP's, the new EMI-Hamlyn budget line, had its official launching at a party celebrating the initial distribution and phoned through by the personal touch of the artists on the initial release. Left to right are: Kenny Lynch, Sir Joseph, Adam Faith, Dennis Leith, Anne Rogers, Lionel Blair and Hamlyn.

Cool and Hot Jazz on Menu at Berlin Fest

BERLIN — Top world artists will gather here for the "Berlin Jazz Days 1965" from Oct. 29 to 31, directed by Joachim-Ernst Berendt. For the Tenor Workshop, an open concert Oct. 29, Berendt will present Don Byas, Ben Webster, Brew Moore, Dexter Gordon, Booker Ervin and Kenny Dorham. Two special workshops will be held at the jazz cafe of a club, with a piano. It is expected that the Berlin Festival Piano Workshop on Oct. 30, at the Berlin Philharmonic will be the highlight of the jazz meeting. It will offer an impressive gathering of great jazz pianists—Eddie Harris, Teddy Wilson, Bill Evans, Jaki Byard, Lenine Tristan and John Lewis.

Other artists taking part are Gerry Mulligan, Ornette Coleman, singer Dacota Staton, Roy Eldridge, Staff Smith and Art Blakey with a new band, Freddie Hubbard, Nathan Davis and Lee Konitz and Bill Evans Trio.

The Hidei Shiraki Quintet, the leading Japanese combo, and three Koto players will demonstrate a recreation of classical Japanese music and modern jazz created especially for the Berlin jazz festival. Berlin Jazz Days will close with a jazz ball Oct. 31 at the Palais am Funkturm.

(Continued on page 26)

RCA'S Dealer Deal 'Fantastic'

MONTREAL — The Record Special dealer promotion, which offers dealers outstanding LPs from regular new product as well as "long play" EPs, has proved a "fantastic" success for RCA Victor this year, according to recent sales manager Knox Coughland reports. Orders for regular product, placed to qualify for the special, are now up 20 per cent, with orders for the special 40 per cent higher. RCA homes are distributed in the growing international aspect of original Spanish recordings are noted. A title called "Flamenco," written by Los Brincos, has been recorded by Dalida (French Barclay artist) in French. The same artist is recording the title in both German and English. Publisher is Editores Musicales Universal, Madrid.

MIRANDA MARTINO, RCA Italian recording artist, is negotiating for her release from an Italian musical comedy to appear in a Los Angeles revue in December. She is shown here with Carlo Dapporto, co-owner of the musical, "The Honorable Member."

Produced a record by new British group, the End, "I Can't Get No Joy," which went simultaneously in Britain and America. The group is made up of Bob Dylan's latest single "Positive" and Decca Roy Orms and Ean Roberts. Springfield begins a 10-day promotion in London (Oct. 25) to promote her new single "I'll Never Be The Same," and to appear on "This Is Your Life." Millie Martin and Tony Tanner have been filming the Anthony Newley show for two weeks in London this week for a two-month stay in America. The Rolling Stones are on tour in Spain on a three-week tour in Europe. They are returning to London for a week end in December.

CHRISTIAN HUGHES

MILAN

"West and Soda" is the first Western in years to be made in Italy. Bruno Roffo is director, Gianniberto Bontelli portrayed the American who is fired. Capello's manager, they say he's in Rome, working on a movie soundtrack, published by publisher composer and drama editor, Luciano Tanca and Plinio Maraschini. The music is a New York style contest, organized by Gianni Il Gazzettino, they can participate in the 1966 contest. They were ordered to sign a contract, respectively, with Capi Records for the English edition of the film's score of "West and Soda," made by the Beatles, "Pipe of Capri" and a record called "Bolero" "Melancolie" and "Lunga Strada" in Turkish, and recorded "Arrivè and Cervi "Mai d'Angela" in German. Plino De Fao, Capello's manager, reports they started with a letter to Los Brincos, top Spain. They will include "Tony Musarelli, a young Capello discovery, director, producer, member of the Mondeof of Montreal, Nicola di Bari, Peppino de Fao who confirmed his artists contract, Molto, a newly discovered singer, Roberta Maxi, associated with de Fao, in a contract with SALM, Rino Corrado, a singer from Deutsche Vogt, and Enzo Amodeo, a young singer managed by Alessandro Proti.

A grand tour will also be marketed by Ricordi during November. A big contract with the international world. First group will be a wide band of 100 albums, "All Star Number One." These are part of Ricordi-CBS/ EMI's successful series. Ricordi will continue to offer its normal excellent quality LPs from the classical and pop CBS catalogue. All new albums will be formed by about 200 LPs from each of the four main Ricordi/Amadeo catalog, plus 5 LPs by Joan Baez and other LPs.

(Continued on page 24)

October 30, 1965, BILLBOARD
slim

HAS A HIT...

"MORE THAN YESTERDAY"
SLIM WHITMAN

#66130

...AND 3 HOT ALBUMS

REMINDING
LP-12286/LP-9386

SLIM WHITMAN
LOVE SONG OF THE WATERFALL
LP-12277/LP-9377

COUNTRY SONGS/CITY HITS
LP-12258/EP-8258

IMPERIAL...on the go!

www.americanradiohistory.com
It May Not Matter To You That These Are Winners...
ROY ORBISON
CRAWLING BACK
b/w IF YOU CAN'T SAY SOMETHING NICE

Published by Acuff-Rose
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
VICTROLA STEREO SERIES ENTERS U.K. PRICE WAR

LONDON—Latest move in the British cut-price LP war comes from RCA Victor which is making all its Victrola releases available in stereo for the same price—less than £3. Twelve stereo Victrola albums will be released next month, seven of which have never been available in Britain, the others only at twice the new price.

RCA label manager Robert Angles has prepared a new sleeve for the series. Each LP has a different abstract painting in full color designed by Decca's art department, but with title and composer details in a position across the top for easy browser reference.

Philips Will Distribute Amadeo’s Repertoire

HAMBURG — Philips has taken over exclusive distribution for Germany of the repertory of Amadeo Schallplatten AG, the Austrian disk firm famous for its classical repertory.

The Philips-Amadeo link signals intensification of the hot sales competition for the expanding German classical music market. Classical music sales have been growing steadily over the past few years, and the talented Germans invest heavily in hi-fi and stereo.

Philips, in order to give the Amadeo repertoire high-voltage promotion on the German market, has hired Schröder, Philips' chief, who said the Amadeo repertoire would be combined with production decisions which can be given special promotion.

Philips is establishing a main distribution center for Amadeo disks at Hanover, and is organizing a pressing program for Amadeo.

Meantime, Deutsche Grammophon and CBS Schallplatten are also working to strengthen their classical repertory. Grammophon has organized a masterworks program under the silver label of Archive Productions. CBS is first on the German market with an Albert Schweitzer memorial album — "Albert Schweitzer Plays Bach."

Grammophon's Archive program will present, for the holiday season, the works of Palestrina, Bach and Tchaikovsky.

Grammophon also will release soon its Berlin recording of Mozart's Magic Flute with Dietrich Fischer-Dieskau in the role of Role Bildung is under the direction of Gustav Rudolf Selner. Grammophon's Magic Flute is being offered in collaboration for the first time on the Electrola series, conducted by Otto Klemperer, which was rejured during the Klemperer insist on deleting the dialog from the version, maintaining that it was suitable only for the stage presentation and merely cluttered a phonograph recording. Grammophon contends just the contrary — the Magic Flute must have the dialog.

Papageno and Evelyn Lear as Pamina. Conductor is Karl Boehm.

Philly Chamber Group Sets 100 Concerts as Openers

PHILADELPHIA—The new Chamber Symphony of Philadelphia, now in the process of being formed by Annel Breedlove, who quit the concertmaster's chair of the Philadelphia Orchestra to be its conductor, announced plans for 100 concerts for its premiere 1965-66 season. With a three-year trade agreement signed with the local musicians' union, the 36-man ensemble will be managed nationally by Judson of New York. Samuel Flor is the ensemble's manager and Bristow will also serve as musical director.

The group made its debut at the Academy of Music (5), offering three series of seven concerts at the Academy during its premiere 36-week season. A separate series of seven concerts will be given at Lincoln Center in New York; the other concerts will tour several parts of the country, Canada, as well as a good number of colleges.

World premieres of at least three works are planned, including compositions of Richard Yardumian, Benjamin Lees and Donald Sheinfeld. The list of soloists will be disclosed when all contracts have been completed. Two special events scheduled will be a presentation of Stravinsky's "L'Histoire du Soldat," (The Soldier Story), with puppets created by Bell and Coraoid; and a concert version of Cherubin's opera, "Mefistow," with soprano Priscilla Corbin in the leading role. A spokesman said this will be the new permanent chamber orchestra in the world, and the largest. Its players, including a number of players from the Philadelphia Orchestra, are being hired at a minimum weekly base pay of $220, which is approximately the same as the Philadelphia Orchestra offers, he said. There will be no ban on moonlighting, except playing with competitive orchestras. The Philadelphia Orchestra, which guarantees the players a 52-week contract, put a ban on all outside engagements for the players.

Soviet Violinists Sweep Tourney

GENOA — Russian violinists swept the three top places in the 12th International Niccolo Paganini Violin Competition here. Vittorio Piskun, 32, won first prize in the contest, six years after first place, was taken by another Russian and six other finalists.

With Piskun playing in top places were Philip Chichirnov, 19, and Andrei Korsakow, 19, both from the Soviet Union, and Jacques Saunier, 22, from Caen, France, Israel and Greece. Among Piskun's many prizes, his victory, Piskun performed using the Paganini violin, concerns himself in the case in the Genoa City Hall.
When is a soundtrack more than a soundtrack?

When Stan Getz plays the music from "Mickey One"
1-2-3 by LEN BARRY
THE BIG HIT SINGLE
NOW
THE BIG HIT ALBUM

INCLUDING:
1-2-3
LIP SYNC
TREAT HER RIGHT
WILL YOU STILL LOVE ME TOMORROW?
LIKE A BABY

Produced by Madara—White

THIS IS A MUST! ORDER NOW FOR IMMEDIATE DELIVERY
### Billboard Hot 100 — October 30, 1965

<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Yesterday&quot;</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2</td>
<td>&quot;A Lover's Conquest&quot;</td>
<td>Sonny Bono</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Just One Kiss&quot;</td>
<td>Pat Boone</td>
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<tr>
<td>4</td>
<td>&quot;I Would Say&quot;</td>
<td>The Modern Folk</td>
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<tr>
<td>5</td>
<td>&quot;Don't Talk to Him&quot;</td>
<td>Doris Day</td>
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<tr>
<td>6</td>
<td>&quot;Let's Hang On&quot;</td>
<td>The Cowsin Brothers</td>
</tr>
<tr>
<td>7</td>
<td>&quot;I Belong to You&quot;</td>
<td>Frank Sinatra</td>
</tr>
<tr>
<td>8</td>
<td>&quot;My Girl&quot;</td>
<td>The Beach Boys</td>
</tr>
<tr>
<td>9</td>
<td>&quot;A Lover's Conquest&quot;</td>
<td>Sonny Bono</td>
</tr>
<tr>
<td>10</td>
<td>&quot;I'm a Man&quot;</td>
<td>The Zombies</td>
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</tbody>
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### Billboard Bubbling Under the Hot 100

<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>106</td>
<td>&quot;I Have Dreamed&quot;</td>
<td>The Modern Folk</td>
</tr>
<tr>
<td>107</td>
<td>&quot;Another Day&quot;</td>
<td>Frank Sinatra</td>
</tr>
<tr>
<td>108</td>
<td>&quot;A Lover's Conquest&quot;</td>
<td>Sonny Bono</td>
</tr>
<tr>
<td>109</td>
<td>&quot;I'm a Man&quot;</td>
<td>The Zombies</td>
</tr>
<tr>
<td>110</td>
<td>&quot;I Belong to You&quot;</td>
<td>Frank Sinatra</td>
</tr>
</tbody>
</table>

**Note:** The chart includes the top 100 songs for the week of October 30, 1965, with positions from 1 to 110. The Bubbling Under the Hot 100 section features songs that did not make it into the top 100 but were close. This snapshot of the chart provides a historical look at the popular music of the era.
Watch him perform this great song on HULLABALOO Monday, Oct. 25

Noel Harrison

A YOUNG GIRL

#9795

Written and sung by Billy Page, composer of the "IN CROWD"

It's Pop

Arranged and Conducted by Gene Page

An Overture Production

PALOMAR

THE AMERICAN LONDON GROUP

Press Records Division

Small Faces

WHATCHA GONNA DO ABOUT IT

#9794

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**ALBUM REVIEWS**

(continued)

**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

**IN THE MIDNIGHT HOUR**

Wilson Pickett, Atlantic LP 8114 (M); SS 8114 (S)

**NEW ACTION LP's**

These new albums, not yet on Billboard's Top LP's Chart, have been reported garnering strong sales action by dealers in major markets.

**I DON'T WANT TO loose YOU baby**

Chad & Jeremy, Columbia CL 2398 (M); CS 9198 (S)

**IT'S GONNA BE FINE**

Glen Yarbrough, RCA Victor SP 3472 (M); LSP 3472 (S)

**STANDING OVATION AT NEWPORT**

Herbie Mann, Atlantic LP 1445 (M); SD 1445 (S)

**MY TOWN, MY GUY & ME**

Skeeter Davis, Mercury MG 21042 (M); SR 8402 (S)

**SOUL TIME**

Jocke Wilson, Brunswick BL 54118 (M); BL 54118 (S)

**SHOUT!**

Vibrations, Ohm OHM 1211 (M); OHM 1411 (S)

**QUEEN OF THE ORGAN**

Shirley Scott, Impulse A 81 (M); AS 81 (S)

**BROADWAY BOUQUET**

Ferry Felt, Columbia CL 2354 (M); CS 9128 (S)

**THIS IS JACKIE DESHANNON**

Imperial LP 2926 (M); LSP 12258 (S)

**THE MAN FROM U.N.C.L.E.**

Hugo Montenegro, RCA Victor SP 3473 (M); LSP 3473 (S)

**THAT WAS THE YEAR THAT WAS**

Tom Lehrer, Reprise R 0179 (M); R 0179 (S)

**SPECIAL MERIT PICKS**

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

**POP SPECIAL MERIT**

**THE BEST OF BILLY STRUDE**

Sunday S 1002 (M); SS 1002 (S)

**FOLK ROCK BAND**

Billy Strange & His Guitar, Crescendo GNP 1016 (A)

**POPCORN PICKS**

**TV'S WONDERFUL KING SISTERS**

Capital IT 2397 (M); EIT 2397 (S)

**SPECIAL MERIT PICK**

Kitty White & Laurindo Almeida

Sunday S 1004 (M); SS 1004 (S)

**POPCORN PICKS**

**BLUES IS A WOMAN DONE**

Casey Anderson, Atco 33-176 (M)

(continued)

**POP SPECIAL MERIT**

**CHILIES & PETTIFOUGH LIVE AT JILLY'S**

This duo has a musical inventiveness and an exciting sound. Their recent LP, "Playin' at Jilly's," a New York club, is rep- rised by this album and it is by virtue of some enterprising promotion that the band is well on its way to becoming one of the hottest acts in the business. The sound quality is well above standard.

**EASTER SPECIAL MERIT**

SWING BELLIES!

Gladd Singers, Columbia CL 2291 (M); CS 9191 (S)

**POPCORN PICKS**

**BAILEYS & SUGARMASS**

Buck Ryan & Scully, Monument MLP 6031 (M)

**POPCORN PICKS**

**SWEETHEARTS TWINS**

Lulu Belle & Scotty, Starday SLP 323 (M)

An album into one of the great old songs of music is the offering in this new 12" long-playing disc of the popular country music duo Lulu Belle and Scully. The songs include "Sweethearts," "Sweet Christie," and "Blue Eyes Cryin' in the Rain."

(continued)
JUDY COLLINS
fifth album
another smash chart album by JUDY COLLINS

ELEKTRA RECORDS • 51 West 51st Street, New York, New York 10019
THE JAZZ BEAT

Dialog With Cannonball

The museum guard sat on a carton, puffing a cigarette. It was close to midnight and he was politely waiting until the free-wheeling conversation ceased before ushering everyone out of the room and locking up the paintings and canvases for the night.

The speaker, Julian Cannonball Adderley, sat cramped in a tight chair in the basement of the spacious Los Angeles County Museum, and between draws of smoke, spoke about jazz as seen through his eyes. He had just made cultural history by being the first jazz artist to perform an outdoor concert at the new facility. With hardly any advance announcement, over 800 persons had turned out for the evening presentation, a small tribute to his prestige.

At the conclusion of the concert we found ourselves in the museum's basement room for lack of a better place for Cannon's expertise on music and especially on the avant-garde. Several people who happened to be riding the elevators with us in hopes of finding an exit door out of the building wound up standing around as casual observers to the treatment.


Neddy! Be a Musician

"Today you can be a jazz artist without being a musician," Cannon said, and then, with a sharp glance and a flick of his cigarette, added, "and man, that's dangerous." The statement came midway in a discussion on what had been building about the con of avant-garde musicians. Cannon continued: "Kenny Dorham said the avant-garde movement is a lot of junk. . . . It's today's nothing. . . . They cannot write jazz the way serious writers do. . . . Their rules are too rigid. How can you improvise in 12-tone jazz?"

Cannon's tirade delivered in the most gentle tones but with forthright determination, focused on the East Coast's nucleus of avant-garde writers and painters. This group did not include Ornette Coleman, now living in Europe, and John Coltrane, Impulse Records' leading artist.

Cannon refused to discern an awareness of the avant-garde movement seven and a half years ago when he was playing with Miles Davis. "Coltrane was doing things then that were criticized by the writers. They said it was meaningless. But he was expanding what we were doing—exploring through such technical things as harmonic devices and overtones. Nobody understood or appreciated this, you understand what I mean?" One of Adderley's favorite expressions with which he ends is "you understand what I mean?" So you become cognizant of this habit and you try to understand what he means.

While Coltrane was doing his early exploring, Cannon explained, Davis was going through his modal period, playing entire choruses on one chord. "About the same time Coltrane's shoes of sound as they were called were developed, Ornette (Coleman) made his first record. And he, too, was criticized. You can't accept something new with reservations."

Audiences Slow

Cannon feels that jazz's audience has been slow in keeping pace with its stylistic developments. He says the old guard from the swing era barely got into bebop when a new area was developed, leaving them behind again. "Anyone whose feet are mired in clay can't move away from Bunk Johnson is through."

Music became jaded when audiences started copying each other. "When new cats along, there was no acceptance. All the people on the edge (of the audience) disappeared. We're back to the hard-core fans who want to hear the hard-core Coltrane and Miles. Les McCann is in another spectrum. His music depends on rhythm, the others tonal qualities."

When a jazz artist happens to have a commercial hit, the jazz fan classify him as a pop artist, according to Adderley, "Jazz people cannot him out because of hit record."

One reason jazz records aren't selling as strongly as they may have in the past, Cannon believes, is that this edge or fringe audience has deserted the field. But the artist believes they're starting to come back. This observation is based on his continuing travels around the world. "We're a moderately successful group," he interjected, "so long as there is work, we have to go."

Well, how did he feel about this fickle jazz audience which selectively picks and chooses its favorites? "People who put down commercial successes are people who want something special for themselves. They want to be in the 'in' group so long as its on the outside."


Admires Coleman

Adderley said he admired Coleman for having the courage of his convictions. "He refused to work because. . . ." a secondary diversion in his thoughts. . . . "Look, when an artist plays what he thinks an audience wants, he's dead." Cannonball has recouped his train of thought. "An audience should be forewarned about an artist's style. They shouldn't come to hear him if they aren't prepared to accept what he has to say in his own distinct style of expression. The real artist has to present himself and the audience has to accept it. If you're lucky this will come to you in your lifetime."

Leaving the subject of professionalism, Adderley expressed a concern about the music high school bands are playing. His educational background the taught high school in Ponitiki is prompting him to assist educators to open new vistas to youngsters. Single bands are playing music which all sounds alike, he charges. He wants to collaborate with Oliver Nelson on repertoire for these young minds and present it to the music educators. Maybe even record it for Capitol. Adderley's world, there is room for compassion on many levels. You see what we mean?

**

Items for the column should be mailed to Billboard, 1520 North Gower Street, Hollywood...

**

3 AWARDS TO CAPITOL ACTS

HOLLYWOOD—Two Beach Boys albums and one Beatles single brought Capitol Records three RIAA certified gold records last week. The American rock 'n' rollers earned their third and fourth straight gold record disks for "Beach Boys Today" and "Summer Days and Summer Nights," the label reported. The Beatles gold single was for "Eight Days a Week."

Tree Publishing Inks 2 Writers

NASHVILLE—Tree Publishing, Inc., has signed Earl Sinks, 26, of Nashville, and Wayne Kemp, 26, formerly of Oklahoma City, as executive composers. Both are also singers. Sinks records for Hickory and Kemp for Dial.

Sinks has had dozens of songs cut by top artists. His biggest hit was "Two of a Kind" by Sue Thompson. Kemp wrote the current George Jones single, "Love Bug."

Eddie's Forms Label

NEW YORK—Sun Eddie, president of the national sales manager of World Artists Records, is starting his own label. It will be called Kimet Records and will headquartered in Pittsburgh. Eddie, who plans to keep the distributors (used at World Artists, is now lining up talent and masters.

**
FROM THE FAMILY AT TREE THANKS FOR MAKING US #1 IN 1965

BMI AWARD WINNING SONGS FOR 1965

KING OF THE ROAD
Roger Miller

CHUG-A-LUG
Roger Miller

ENGINE ENGINE #9
Roger Miller

YAKETY AXE
James Rich & Boots Randolph

MY FRIEND ON THE RIGHT
Red Lane & Faron Young

Jack Stapp
President

W. D. "Buddy" Killen
Exec. V.P.

TREE PUBLISHING COMPANY, INC.
905 16th Ave. So., Nashville, Tenn.
(615) 254-3359
Period Music Gets Some Choice Sentences From WMCA's O'Brien

By CLAude Hall

NEW YORK—Althoueh contemporary music will neve be completely one thing or another, Joe O'Brien said, he believes there's a trend toward updated baroque. Tis type of music, very big on college campuses last year, is now being delved into by several pop composers, O'Brien said.

Considered by many to be the most flexible, successful deejay in the industry, O'Brien has been with top-rated WMCA here 25 years and has used at least 10 changes in format by the station, which presently is rock 'n roll formatted. Before WMCA, he worked at WNYC, then WHN.

"Who knows precisely where modern music is going?" he said. "But I kind of detect a diggin' into medieval and Elizabethan music... a borrowing from baroque feeling in 'Yesterday,' by the Beatles," O'Brien said. "A Lover's Concerto" recorded by the Toys has a baroque feeling, as does "You've Got to Hold Yung Love Away," by the Stukes, which was written, produced and backed by L. Hay and Curtney. "Yesterday" and "A Lover's Concerto" are his and the station's pet record, O'Brien said, and he's been bumping up the "Hot 100" chart.

Borrowing Cited

O'Brien felt that many of the most successful composers of the day "will borrow from a musical period if they think it's interesting. Too, music is more freely written today... less limited in construction. The latest song record by Dione Warwick, 'Looking With My Eyes,' by Bert Bacharach has fantastic construction."

But there will never again be a one-type-of-song record market. You'll always have much more variety, he said. "Because the entire public doesn't go for one thing anymore. Anyone can look at Billboard's chart and see that... there's good music, full-rock, rock n' roll, r&b, and everything else being played on radio and bought on record. The variety is going to continue. Artists such as Bob Dylan are going to be around a long while..."

A Fantastic Career

O'Brien should know about longevity; he's had a fantastic career in radio. Besides freelance announcing on the side for ABC, NBC, CBS and Mutual, including the old "Rosemary" soap opera, O'Brien once hosted "Grandstand and Bandstand" on WMCA, a 2:35 p.m. show that combined sports with live music; "Anything Goes," starring Robert Gurne at show business; and "Alexander's Quizdom" where he was the lead host on ABC-TV for years. "Anything Goes," O'Brien said, was an hour-long ad lib show.

Everything "Live"

"In the early days, everything was "Live," he said. He also went through a long period of sweet music on WMCA, then

WIND Introduces Packaged Music Logo

CHICAGO—WIND Radio, in another move to cement its easy-listening market lead, has established its program with a syndicated format, "MORNING PERSONALITY Joe O'Brien," said to be created by Hugh Heller, packager of themes for some 72 stations.

The new WIND package, dubbed Sound of the City, is the third one to be released by director Jack Williams' plan to subdivide his Big Valley Radio Network's format. It has also been adding new personalities and eliminating hits from middle-of-the-road record programming.

Heller, former program consultant and national program director for General Broadcast- ing, is president of Heller-Ferguson, Inc., Los Angeles. In interpreting WIND's good music format he established an "idea" fine which is varied, voiced, and dramatically. Heller composed music and lyrics and utilized writers from Warner Bros., 20th Century-Fox and Columbia recording outlets.

"This is my first package for Chicago radio," Heller told Billboard. "I've been approached by smaller stations, but I wanted to come up with a major outpre of the firsts."

WIND is without any doubt the perfect person to capture WIND's sound and the spirit of Chicago," Williams declared.

Heller and partner, Allyn Ferguson, have packaged for ABC Radio and the Danny Kaye, Andy Williams TV shows, among many credits.

NEAL MERRITT, writer of the hit, "Send a Postcard From Paradise Fly Up Your Nose," talks to Happy Willil in the WIND's Dallas office. Merritt is a deejay at KHFE, El Paso, Texas, and a staff writer for Central. Wilson, also a former design and Little Jimmy Dickens hit of years "The Meal at the Foot of the Bed." October 30, 1965, BILLBOARD
**KHJ's 'Boss' Format Denting L. A. Frenetic Top 40 Market**

By ELIOT TIEGEL

LOS ANGELES—There's a whole lot of shaking going on in this beat-crazed, A.M. market, principally as a result of a slick, fast-paced KHJ operation.

The newest Top 40 station in town, KHJ is blasting a place for itself with the crowd which likes its music loud, fast, frenetic and loaded with guitars. The RKO General Blender has been more than enough grease into the rock 'n roll mix to make KRLA and KFWB take notice of its new format. In fact, competition is the order of the day, as KHJ, the young listener in quite a while as a result of the three-station format, the leader from.

KHJ is now beginning to appear significantly in both Hooper and Pulse ratings, five months after switching from a middle-of-the-road music format to the hard rock beat.

In the July-August pulse just being completed, KHJ is tied for third place in the 7 to noon spot with KNX and KFWB, while KFWB, with KHJ (KFI) being torn with baseball from 6 to 6 p.m., KHJ is tied for second with KPOJ, behind the Pasadena-located KRLA. In the evening, the station shakes hands with KHJ during that period, second place as KFI with its Dodger broadcasts topped the eighteenth place on the World Series now history, the race is on for the respected leadership slot for sundown listeners.

According to the September Hoofer book, KHJ is in fifth place from 7 to 9 a.m., right behind KRLA, the first rocker to be so graphed in that period. KNX and KMPK are tied for the morning audience lead.

**KHJ Takes on Air**

From 9 to noon, KHJ really takes on airs, tying with the leader KRLA for first place. The station is a healthy second behind KRLA from noon through straight through to 6 p.m. From 6 to 9 p.m., the station is behind KRLA's second place shadow, while KHJ is leading KRLA's second place place with baseball. During the late evening 9 to 11 period, KHJ becomes the top rocker, tying for second with KRLA, which has a show talk, which is air time.

**KHJ's 'Boss' Format**

KRLA drops to sixth and KFWB to tenth.

In the battle for numbers which purport to represent mass audience tastes, KHJ has done rather well for itself since it changed. It changed format to a hard rock beat when it suddenly switched formats with a death-knell sadness and its adult audience felt indignation and shock over the departure of its accepted air personalities.

But the station is apparently making inroads with the fickle public—not only youngsters from 10 and up—which is prone to dial twist for its favorite record.

The station has had three advertising rate card increases and if its projections are correct, it will break even for the first time in a long time this month. It has been reported the outlet was losing something like $200,000 a year, saved by its sister station, KHU TV, which had been a leading feature film outlet, was started before it started airing teen-age dance shows.

**Boss Radio**

The station calls itself Boss Radio, and must have been influenced clear from posters and billboards around the city. There's even a teen-age night spot with that name and the station has done remote shows from that loud and famous.

With KHJ, KRLA, KFWB and to a lesser extent, KBLA (in Burbank) all programming hit singles, what is the difference which has resulted in KHJ's gain during its first months as a teenager's delight?

"We have a rigid format," explains program director Ron Jacobs through his red van dyke beard. "We have a consistency of purpose. This purpose is to play more music legitimately. We have a commercial limited time which allows us to program more record. Jacobs claims the station has turned down business during the hours in order to maintain this rigid commercial policy.

He says that six other stations around the country have become aware of the KHJ phenomenon and are now copying the 'Boss' idea. "Boss," for the uninhibited, is a young expression meaning great.

The station works with a basic 10-record playlist called the Boss 30, which is bowed every Wednesday evening. Approximatively 1000 of these records are circulated to Southern California and in fact 40 record stores are called each week by librarian Betty Brennen, who takes the orders.

"When a record starts to sell, we will cut the old one out and replace. Some weeks the playlist will see titles changed, others it may be the same. It is a combination which is free to program what he wishes from this list. The station has 155 new discs a day, which it believes it can feel a commercial circuit more when the record is switched out automatically," Jacobs says, "when we get them.

The station's publicity Bill Drake, as its programming consultant to assist in keeping it informed of fast-moving new records in two other markets, furnishes and KFWB. Drake works in the same capacity for KNX in San Diego and KYNO, Fresno.

**Helps in Gray Areas**

As a second programming assistant, KHJ is known as a computer which predicts probable hits. "It helps in the gray areas," senior Jacobs describes its value.

An unusual feature of the KHJ operation is a small town-dykedirect phone lines to the DJs' which the audience can dial in. Naturally this is called the "Boss Line," said Los Angeles, "is Boss Angeles" to the chagrin of the city fathers. The DJs take their air shows while they're on the air, Jacobs says, to offer a feeling of spontaneity. The phone-in system is based on "instant audience reactions." Telephone orders are given that when a new single is played and listeners begin calling, management is on hand in picking the tune.

With KHJ is a heavy rocker—albeit Jacobs claims it just works out that way on the dial. The station is using both a soft two-second second identification created by Johnny Mann. The two are played after 1993 'KHJ.' That’s all. The longer version has the DJ's name preceding the call letters.

The station likes exclusives (Continued on page 14)
KATZ’S newest air personality is Missy Hayes, who handles the 3-6 p.m. slot. Walter P. Sheppard has joined WKRV-FM, New York, as program director; he was formerly assistant director of programming at Boston University, WBUR. Con-stance E. Cooper has also joined the Ravinia Church radio station as announcer.

Gordon Baxter has joined the air staff of KLVN, New Orleans, WGN, Newton-Norfolk, Va., has Glen Lewis back at the 9-noon slot. Dave Cummins of WGI, Norfolk, Newton, has been promoted to production director.

Here’s another one: Gentleman: “Claude, I thought you might be interested in a test we did last completed. It was the WCOS ‘Who Can Listen the Longest Contest.’ Proved very successful and here’s how it worked. We had to log BMM anyway, so it was easy to check the entries. We invited listeners to keep their logs as long as they could do each day and write down every record they heard in the past. Who had the most logs listed for the month of September was our winner.”

Another young lady who sent in a list of 5,410 records, all neatly typed, is program director Howard Windham, WCCB, Columbus, S.C.

Bill Drake has taken over the night show at WBYW, Green Bay, Wis. Des Allen has joined KOL, Portland, Ore., he was formerly with KQV, Pittsburgh.

Mike Payne is now with KYOK, Honolulu, has Agent Double O-Soul. Leon Lewis has been appointed director of programming at WLIR, New York.

Decca Records’ Dallas branch has teamed up with DJ’s and merchants in selected cities for a contest centered around the Conway Twitty single of “That Kind of Girl” via contests judged by deejays. Prizes will be held in Oklahoma City where Twitty will select the winners. Among the prizes is a trip to Nashville to see a Twitty recording session. Contest cities include Oklahoma City, Tulsa, Albuquerque, Wichita, and possibly Dallas-Ft. Worth and Kansas City.

CLANDE HALL

KABL Power Burst
SAN FRANCISCO — KABL is now beaming 5,000 watts strong. A ceremony was held July 7 attended by local business and civic dignitaries who marked an increase in transmitting power. The station is now reporting five times more powerful than before.

YESTERYEAR’S HITS
Change-of-place programming from your favorite broadcasters. Clicks from the shelves, featuring the disks that were hottest ever, and 10 years ago this week. Here’s how they ranked in Billboard’s chart at that time.

POP SINGLES — 5 Years Ago
October 31, 1960

1. Save the Last Dance for Me, Drifter, Atlantic.
2. I Want to Be Wanted, Brenda Lee, Epic.
3. My Heart Has a Mind of Its Own, Connie Francis, MGM.
4. Thank God I’m a Country Boy, Buck Owens, Capitol.
5. Chain Gang, Sam Cooke, RCA Victor.
7. Dark Angel, Bobby Vee, Liberty.

POP SINGLES — 10 Years Ago
October 29, 1955

1. Autumn Leaves, Roger Williams, Kay. K.
2. Love Is a Many Splendored Thing, Four Aces, Decca.
3. Yellow Rose of Texas, Mitch Miller, Columbia.
4. Moments to Remember, Four Lads, Capital.
5. Shuffling Whispering Sands, Billy Vaughn and His Orchestra, Capitol.
7. Bible Tells Me So, Don Cornell, Coral.
8. Shuffling Whispering Sands, Rusty Draper, Mercury.
10. Me, At Midnight, Doris Day.

POP SINGLES — 5 Years Ago
October 31, 1960

1. Batman Down Mind, Nat King Cole, Warner Bros.
2. Staying Hours, Kingdom Triton, Capitol.
5. Repique Dear Hearts, Brother Dave Gardner, RCA Victor.
8. Edge of Shetland, Doris, Vitaphone.
10. Past Alla Sing His Big 15, ABC Paramount.

KTSK Files Injunction Suit Against Deejay
SAN ANTONIO—An injunction suit has been filed here by radio station KTSK alleging a dispute with George E. Lester, who was also acting as an agent for the station. The suit was filed in behalf of 57th District Judge Solomon Cusset, who set hearing for Oct. 22, at 9 a.m.

Under the contract, Lester was precluded from entering into employment of any other radio or TV station in competition with KTSK, or competing with KTSK within 5 miles of San Antonio for 18 months after termination of his employment.

The petition said Lester left employment of KTSK last June 13. It said Lester said he would be permanently employed in October. He was hired by Texas Star Broadcasting, which operates KBT.

Jim Hamby, station manager at KTSK, stated that he had sent a telegram to Lester advising him that all KTSK wanted was for him to use the name George Lester on the air. Hamby said KTSK had offered to wire all rights under the contract if Lester agrees not to use the name. Hamby also said he had sent a registered letter earlier to Lester saying “KTSK will not renew the contract if you do not use the name George Lester.”

Mark Century Offers Package
NEW YORK—Mark Century has contracted a complete music station identification package, which includes separate tracks—one with band, another with a vocal group providing a harmony and the third with a vocal group singing lyrics. The package, “The Innovator,” is flexible and can accommodate any musical signature or logo. An umbrella for all of a station’s program and its personalities, the package includes content and promotion features and commercial features. Fourteen marketers have already bought the package, the firm reported.

McKinnon Mixes Business, Pleasure
SAN DIEGO—Dan McKinnon, president of McKinnon here, took time off during a recent six-week tour in the Orient and Vietnam to deliver a batch of Johnny Wright’s “Hello Viet.” The disc was delivered to the Armed Forces Radio station in Saigon, to several enlisted men’s clubs in Vietnam, and to the USS Midway’s radio station. “The fighting men over there were delighted receiving them,” McKinnon said.

when answering ads . . . Say You Saw It in Billboard
released today
in tune with today
selling through tomorrow

The 4 Seasons sing BIG HITS
by Burt Bacharach... Hal David... Bob Dylan

WALK ON BY
MR. TAMBOURINE MAN
ALWAYS SOMETHING THERE TO REMIND ME
BLOWIN' IN THE WIND
WHAT'S NEW PUSSYCAT
QUEEN JANE APPROXIMATELY
WHAT THE WORLD NEEDS NOW IS LOVE
LIKE A ROLLIN' STONE
MAKE IT EASY ON YOURSELF
DON'T THINK TWICE
ANYONE WHO HAD A HEART
ALL I REALLY WANT TO DO

The fabulous 4 Seasons sing the hits of
Bacharach, David and Dylan.
An album every buyer wants!

The 4 Seasons sing big hits
by Burt Bacharach, Hal David, and Bob Dylan

Fantasy in Orbit—
Tom Dissevelt

Johnny Sea Live at the Bitter End

Galina Vishnevskaya sings
Moussorgsky Songs
(including "Songs and Dances of Death")

Pierre Monteux, renowned interpreter of Russian Ballet music, conducting a finely balanced impression of Swan Lake.
"Our future separate FM broadcasting in stereo will be the epitome of professionalism under the reign of John Dale."

WFAA Operation

WFAA, Dallas, launched stereo operation on FM Oct. 2. Denison Walker said, "Since we had to separate, we decided first class was the way to go." He pointed out that the station, by FCC ruling, could have "done much, much less than what we did, but we separated 100 per cent."

Tom Perryman was named station manager of the stereo facility. Bob Bruton, who programmed the FM, described the second year of the program on the FM. The 19th birthday of the program was celebrated with a broadcast going 24 hours in a couple of months. The station reached its 100-mile radius from Dallas, he said. WFAA on the AM side shown the "Department of Commerce," WPAB, Fort Worth, was duplicating its AM programming on 858.

Perryman said that a survey taken by an independent research firm revealed there were 75,000 or more stereo receivers in Dallas County. "That may be a little optimistic, but Houston and other cities are claiming similar figures," he said. The stereo outlet is programming the best of the old favorites and modern good music — Tony Bennett, Barbra Streisand, Frank Sinatra. Even most of the commercials are broadcast in stereo.

"FM is here to stay," Perryman said, "and stereo is to FM like color is to TV."

No Date Set

Ted Gare, program director at WCBS, Baltimore, said his station will separate AM-FM programming, but the exact date hasn't been decided as yet. The station just moved into new quarters. Probably, the station will be separate about 30 per cent by Dec. 1. There are no immediate plans for going stereo, he said, but "I would hope it will happen sooner rather than in the not too distant future. Stereo adds another dimension to broadcasting."

Bair said he considered FM now with the 1970's in radio "there's a lot more to be learned about FM. But what makes stereo special is the audio medium that is more and more recorded sound and stereo. I think singles will be in stereo some day. I'm interested in hi-fi personally and would like to see WCBS become a part of stereo." He said WCBS facilities could be adapted to stereo when the time comes.

WCBS Newsradio, which launched a stereo multiple service on its FM outlet Oct. 15, according to Dave Freeman, vice-president and general manager. Station broadcasts 6 a.m. to midnight seven days a week, joining the AM programming for the Dawn Patrol" midnight to 6 a.m.

The stereo facility features not only personalities, but the usual services such as news, time checks and weather reports. Programming follows the good music pattern of the AM outlet.

Self-Competition

Will it be the death knell of KFRE, Portland, Ore., said recently that he was thinking of converting his AM station when he separated his AM from his FM operation. "I'm doing something different than good music... perhaps rock 'n roll."

Fresno State College, Fresno, Calif., recently conducted a telephone survey of 1,050 respondents by KFRE-FM, to determine the extent of the FM market and the established listening habits. Highlights: 37 per cent of homes in the market have FM, with no particular concentration in high-income areas. Twenty-five per cent of the set owners have more than one FM set. And 21.9 per cent of FM owners are capable of receiving multiple stereo broadcasts.

KOBY, Texarkana, Tex., went stereo on FM about six weeks or so ago.

WDAF-AM-FM in Kansas City, Mo., separated programming Oct. 11, according to general manager Nick Bolton. During the day, the station simulcasts, but switches at 3 p.m. when the FM outlet program the top 100 records on national charts, repeating the top three records each hour. The AM facility programs commercials.

WSOC in Charlotte, N.C., began 24-hour FM stereo programming Oct. 18 with 19 hours of programming separate from its AM programming. Richard Bradley, who was with the New York Times 'WXQR radio network before coming to WSOC, will be in charge of programming. The weekly of simultaneous AM-FM broadcasting will be from 1 a.m. until 6 a.m.

During the "light and smooth" music schedule, according to station manager J. Norman Plaster, the FM will be broadcast in the late afternoon and evening. The station will feature news, sports, and other features as well as music. WSOC is an NBC affiliate.

Planned for 3 Years

Mr. Young said WSOC-FM is the result of three years of planning. He said broadcasting is done from specially built studios, and the newest and most modern stereo broadcast equipment available is being used.

WSOC is one of four FM stations in the area.

WBT-FM, on the air in July 1962, with stereo equipment and passed the 50 per cent requirement for full license application, is the only FM station in the city. They are separated by WBT-AM programming, an FM station, was the only station from 1962 until now.

WBT-FM expects to begin separate programming as soon as new equipment is received, according to program manager Douglas WYFM is the area's one FM-only station. It is on the air from 9 a.m. until 11 p.m. Monday through Friday, Saturday from noon until 11 p.m. and Sunday from noon until 7 p.m.

There is only one proven program for overlapping programs, that's the Cryovac Y-Film Programming — it has been used on 300,000,000 albums to capture the self-service market. Why do the major labels prefer this program over any program? Because it includes film, fully automatic equipment, and service. The performance of Cryovac Y-Film is a proven fact. Its sparkling, form-fitting appeal stands up to the rough and tumble of self-service — sells albums for you! Ride with a winner — check into the Cryovac Y-Film Programming today!

300,000,000 ALBUMS PROVE THIS PROCESS!
YES, EVERYONE AGREES... THIS BRILLIANT NEW SINGLE IS A HIT!

Van McCoy

"Butterfly"

ON COLUMBIA RECORDS®

COLUMBIA MAKES HISTORY NOV. 28—YOU'LL BE PART OF IT!
NEW YORK — Whatever Alan Jay Lerner had in mind when he decided to fashion a musical on the concepts of extra-sensory perception and reincarnation never comes to life on stage at the Little Times, of "Clear Day You Can See Forever," which opened at the Mark Hellinger Theatre on Oct. 17, is so heavy-handed that it makes the show hard to take despite noteworthy elements as a bright new star, Barbara Harris, and the return of a melodic composer, Burton Lane.

Miss Harris' style is fresh and saucy while Lane's approach to a musical is old-fashioned and serious, but both work well together in saving the show from complete disaster. It's the Harris-Lane factor that RCA Victor can count on to give the original cast album the lift it needs for success. Without the Harris, the Lane is weak, the Lane and the star should shine brightly in album form.

Although he's funny in his libretto, Lerner remains clear and sunny in his lyrics, Songs like "It Wasn't Like This" sum up theผสม "You Don't Have It" and "Come Back To Me" have the ingredients to make standards. Such special material numbers as "On The S.S. Bernadine Cohen" and "When I'm Born Again" help liven up the proceedings, too.

Miss Harris, who sings gaily, is a bright young star with her good looks and acting chops like the star she plays. She features the part of the girl with ESP and dreams of an earlier existence in 18th century France. She's been under treatment from a kooky, chain-smoking, red-headed, argentinian, aristocratic British lady who's obsessed with enchanting wizardry. It's possible. She becomes a patient, a psychologist, and song in fine manner by John Crem King. Her battle between the two. First he's in love with her use-losing and sickening as the curtain falls, with her as she today. There are plenty of romantic notions for the show to burst out with rhythmic jazz, but they are accentuated and hampered by some of the show and leaden ideas.

Rum of the cast has little to do but William Daniels, as Miss Harris' "organization man" fi- dance, and Jim Vandas as a Greek millionaire hoping for a reincarnation so he can leave his money to himself stand. The show was mounted at a cost of over $600,000 and it looks it. The trappings, especially the scenes depicting 18th century London, are rich and colorful.

"Clear Day" came in with a little over $1 million in advance orders but in the face of dis- pelling notices from the criticism of the New York newpaper critics, this Broadway future remains a question mark.

MARK GROSS

Newton's in the Groove

At Grove Engagement

LOS ANGELES — A totally professional entertainer is the way to describe 23-year-old Newton Harris, who made his Cocoon Grove debut Tuesday (12) and won the hearts of the customers with 14 songs in a fast-moving 90-minute show.

Newton's capability to captivate the audience is a well-known capacity, is based on his years as a Las Vegas lounge act. He is up-to-date in entertainment and works right down to the audience, even gliding through the aisles while offering his dark "Red Roses" and conclude his song with front table diners as a thank you gesture.

Signings

Billy Page, composer of "The In Crowd," has been signed to other label, which is distributed by London Records. His first major title "I'm Pep." Joey Powers is the latest artist to join the HARRY MILLER SETS BOOKINGS

NEW YORK — Harry Miller, who has been one of the leaders of the soundtracks of Sydney, Australia, has returned to New York where he lined up a flock of acts for engagements in the city. He lined up Tom Jones and Herman's Hermits for January engagements, Tom Jones on Feb. 10; Tuesday and Sonny & Cher for February; and Sonny & Cher for the Coast this week, it also closing a deal to bring down Trim and Hotel Records.

Isaac Hayes, who makes his debut with a recording of "Hanky Panky," a hit in England, takes a "I'm Sorry." . The Cowpills, four brothers from England, make their first tour from nine to 16, to Joda Records.

Newton's voice remains strong throughout his turn, from the flagwaving "Once in a Lifetime" to the swinging "Love Me More" to his first record hit, "Darlin' Lulu." His brother Jerry offers support on guitar and throws out their audience to the beat of their mark. Newton's other regular musicians are Tommy Vicari on bass, Jimmy Kay on maracas and the Stabile orchestra, sings fills with his trumpet man, and drummer Tony Pendolato who kicks the band out of its nicely.

After displaying dexterity on banjo and violin, the latter on a fast country reel, Newton veils his fiddle dressing on stage in a clown's costume, rubbing on makeup and offering a rock & roll, "I Know Who Can I Turn To?" in all, a polished performer.

HARRY MILLER SETS BOOKINGS

NEW YORK — The usually sedate Philharmonic Hall at 101 Central Park West has been "soundly" criticized for its poor acoustics, was no handicap for the cabaret show which segued program, the trio sang a medley of songs from his record for such standards as "Make Some One Happy," "Time After Time," "Put Your Hands Together," and "Baby Love."

They pretty Motown recording stars brought down the house, as well as the house, as well as the audience, as well as the audience, as well as the audience, as well as the audience. The group attracted a diverse audience with its commanding blue-jay set to the tunedod jet. Regardless of dress, their singing and dancing, and the audience in an effort to keep the girls singing after their final encore.

Promoters Trude Heller and Gaye Knox were also successful in the venture. The concert is a closed house, filled to about 95%.

HERB WOOD

Thunder Comes Up Dance Disk

NEW YORK — Johnny Thunder is latched on to his own new-age dance band, the Line. In a week with this week on Diamond Records with "Everyday Do the Sleepy," which follows the beat of the beat the beat of the beat of the beat that's been picked up around the country. According to Joe Keitley, head of the band, that's a combination of "Loop the Loop" and "Hang on Sleepy." The band was produced by Burt Burns.

October 30, 1965, BILLBOARD
**SPECIAL MERIT PICKS**

Special Merit Picks are new releases of outstanding merit which deserve reserve and which could have commercial success within their respective categories at music.

**CLASSICAL SPECIAL MERIT**
HANDEL THE COMPLETE FLUTE SONATAS (2-LP)
Jean-Pierre Rampal, Epic SC6053 (AI); RJC 1283 (M)

Händel wrote these sonatas in outline for the Virtuosi of Venice. Rampal and Vergine-Vergine meet the challenge with well-deserved coolness, imagination, and total control of the music. In the hands of Vergine-Vergine, the sonatas become not only pleasant, but also romantic music. Excellent performance.

**RAHIL SPECIAL MERIT**
EXTENSIONS
Ahmed Jamirol, Argo LP 7200 (AI)

Jazz buffs will dig this cool title song, which tells the story of a couple's relationship in 13 minutes of playing time. With Jamirol on drums and Jhanick on the piano, the result is an interesting session.

**SPOKEN WORD SPECIAL MERIT**
SHAKESPEARE THE TWO GENTLEMEN OF VERONA (12-LP)
Various Artists, Shakespeare Recording Society SRS 5-202 (S)

All-round good performances are turned in here in this virtually554body production. The parts are well-acted by Peter Wratzek, John Slavin and others, with some small changes added for stage presentation.

**CLASSICAL SPECIAL MERIT**
ORCHESTRA U. S. A.—SONORITIES
Harold Farberman & John Lewis, Columbia CL 2939 (M), CS 9192 (S)

This unusual fusion of jazz and classical idioms with a strong earmark of the spirit of the original "Singing Low, Sweet Melodies," is performed by Wynton Marsalis on cornet and his superlative ensemble. Both are harmonious in design.

**NEW ALBUM RELEASES**

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

**NATIONAL BREAKOUTS**

I HEAR A SYMPHONY
Supremes, Motown 1083

**REGIONAL BREAKOUTS**

These new records, not yet on Billboard's Hot 100, have been selling well in their respective markets.

**FOR YOUR LOVE**
Righteous Brothers, Mooglow 243 (Beachwood, BMG)

HERE COME THE TEARS
Gene Chandler, Constellation 164 (DKO, BMG) / 1980

**MR. JONES**
Groove, Atlantic 4013 (WSM, ASCAP) / 1980

**I REALLY LOVE YOU**
Doo Doo Sharp, Cameo 375 (Blackblow Downs, BMG) / 1980

**FLOWERS ON THE WALL**
Starr Brothers, Columbia 43115 (Southwind, BMG)

**ONE HAS MY NAME**
Barry Young, Dot 16756 (Fer, BMI) / 1980

**LET ME KNOW WHEN IT'S OVER**
Esther Phillips, Atlantic 2304 (South Mountain, BMI) / 1980

**LOVE (MAKES ME DO FOOLISH THINGS)**
Martha & The Vandellas, Gordy 7045 (Skeeba, BMI) / 1980

**C. C. RIDER**
Bobbex-Fenton, White 7044 (Bobbex, BMI) / 1980

**I KNOW YOUR HEART HAS BEEN BROKEN**
Reese Shelton, Sound Stage 7 2549 (Capo Ann, BMI) / 1980

**THE SONG OF SILENCE**
Simpson & Dornbush, Columbia 43109 (Eldrict, BMI) / 1980

**WORK, WORK, WORK**
Lee Dorsey, Avery 939 (Jaz, BMI) / 1980

**MILT JACKSON AT THE MUSEUM OF MODERN ART**
Milt Jackson, Verve 2251, 2252 (RS, BMI) / 1980

**ROLF LANGE QUARTET WITH ALVIN PATRIZIO**
Rolf Lange, LPS 38617, 38618 (RS, BMI) / 1980

**LAWRENCE CLARK & HIS ORCHESTRA**
Lawrence Clark, LPS 38619 (RS, BMI) / 1980

**JEFF BALLAD**
Jeff Ballad, SLP 38620 (RS, BMI) / 1980

**THE CHOIR OF KINGS COLLEGE CAMBRIDGE**
A Festival of Lessons & Carols; RS 121, RS 122

**THE CHOIR OF ST. JOHN'S COLLEGE CAMBRIDGE**
A Christmas Festival in The Library; RS 140, RS 141

**THE MILAN SIGNERS/LONG-FRACK**
RS 142, RS 143

**MONOGRAM**

JOHNNY JAMES—Once In A Blue Moon; MRP 1003

**MUSIC GUILD**

CAPPELLA MALE CHORUS—Alaslay; RS 121

**METAUDIO JAZZ FLATTONIQUET—Jazz Flats**
Metaudio, RS 122

**VICTOR ARTISTS/Boothroyds—Harry Blackwell**
Victoria, RS 123

**GRAND TURENTEX/Grands Truitons—Johannes Brahms**
Grand TurenTex, RS 124

**ORIGINAL SOUND**

HOLLYWOOD PERSUASIONS—Better Off Alone; SM 1010

**PACIFIC JAZZ**

MIGHTY ALEXANDER—Sparky, PC 1009

**THE TALISMAN/Paul Whiteman & His Band; WMC 1599**

**PAULINE**

HAYWARD GODWIN Sings The Gospel; P1LP 2178

**PHILIPS**

THOMAS ROBERTSON—Journey To Distress; PHM 200-180, PHM 300-180

**TAMARILLDALE/ERNE STAPIK FOLK GROUP (G) (CH) (continued on page 57)
READY, WILLING AND ABLE TO HELP GOSPEL, PUBLISHER COOK DECLARES

MEMPHIS — Gospel music leaders greeted enthusiastically Billboard publisher Hal B. Cook's offer to work with them to "tell the story of gospel music to the world" at a luncheon last week (15) during the National Baptist Convention.

"Anything we can do, we stand ready to do," Cook told the 1,800 gospel leaders at the Downtown Motel banquet room. "It is possible to present gospel music awards on national TV."

"Music is not all New York and not all Hollywood, but the whole world. Billboard has an option with a TV network for a show based on information in Billboard. You can be on national TV. There is no reason the show couldn't be closed with a religious song."

At a presentation, covered the breadth of range of what Billboard stands ready to do in promoting gospel music, several industry leaders commented that they'd missed the opportunity it offered to work with the gospel music industry.

SUNNY NEAL SETS HAMMOND PACKAGE

HAMMOND, Ind. — Sunny Neal, of the Bob Neal Agency, Nashville, has framed a package to show the Country Music Sunday (31) for deejay Len Ellis, of the Hammond Police Department.

Featured will be Stonewall Jackson, Hank Snow, Carl Butler, George Morgan, Johnny Sea and Pete Drake. Drake and Sea are also booked with a package deal for Orlando and Tampa, Fla., Nov. 13 and 14 respectively.

PERSONAL SERVICE TO ALL JUKEBOX OPERATORS

WE SPECIALIZE IN A COMPLETE LINE OF SPIRITUAL, R&B AND COUNTRY SINGLES.

COMPLETE STOCK OF MILLER, MCI, AND MS. BRANDS—STANDARDS—DIXIES—OUTSIDERS.

FREE TITLE STRIPS.

Manufacturers, Contact Us Regarding Your Stereo Equipment for Jukeboxes.

FOLK PROMOTIONS

Billboard Oct. 23

COUNTRY SPECIAL MERIT

THE LEGEND OF CLARK KESSINGER

Folk Promotions P P 828 (M)

Here's a good one for real folks of old-time music. Kessinger, the legend of old-time tunes, is known widely known at fiddle contests, etc. He records with accompanying guitar and banjo. He's featured in "Red Bird" and "Over the Waves."

Invitations distributed.

COUNTRY MUSIC

PLANT CITY, Fla. — After a weekend in Florida, winding up his 1965 schedule, Sirloin Steak, A. L. Ingram Jr. of Memphis (center), presented the annual Gospel Music Awards show at the Billy Graham Pageant. In Nov., Unit works its way down the Coast on TV and club date list.

SONNY IN SOUTHWEST

COUNTRY SINGLES

5 Years Ago

January 10, 1960

1. Alphonse, Cowboy Copas, Starkey

2. It's Been So Long, Mr. Highfield

3. Terlin Rocky, Capital

4. Gid's Wild Mama, Columbia

5. Run Come Join The Blues, Mercury

6. It's (Can't Help It) I'm Falling Too, Stan السيدي, RCA Victor

7. What Makes You Cry, Specialty

8. You Gotta Knock On Heaven's Door, Columbia

9. A Million Miles Away, Philips

10. Superman, A. Suckert, RCA Victor

COUNTRY SINGLES

10 Years Ago

October 29, 1955


2. Just Call Me Lonesome, Jack Greene, Capitol

3. Cuddle Call, Ardy Ardell & Hugo Winterhalter, RCA Victor

4. Lonely Man, Porter Wagoner, RCA Victor

5. You Gotta Knock On Heaven's Door, Tennessee Ernie Ford, Capitol

6. Don't Care, Webb Pierce, Decca

7. I Can't Help It, Webb Pierce, Decca

8. A Million Miles Away, Webb Pierce, Decca

9. I'm Gonna Be A Country Singer, Webb Pierce, Decca

10. On the Road Again, Webb Pierce, Decca
Warm Congratulations!

To the winners of the
1965 BMI COUNTRY MUSIC ACHIEVEMENT AWARDS!

BEFORE YOU GO
Back Owens; Don Rich.
Blue Book
BLUE KENTUCKY GIRL
Johnny Mullins.
Sure-Fire Music Company, Inc.
CHUC-K-LOG
Roger Miller.
Tree Publishing Co., Inc.
CROSS THE BRAZOS AT WACO.
Kay-Arnold
Painted Desert Music Corp.
DO WHAT YOU DO DO WELL.
Ned Miller
Central Songs, Inc.
DON'T BE ANGRY.
Wade Jackson
Acuff-Rose Publications, Inc.
ENGINE, ENGINE NUMBER NINE
Roger Miller.
Tree Publishing Co., Inc.
THE FIRST THING EVERY MORNING.
Jimmy Dean; Ruth Roberts.
Plainview Music, Inc.
GIRL ON THE BILLBOARD.
Walter Haynes, Hank Mals.
Moss Rose Publications, Inc.
GIVE ME FORTY ACRES:
Earl Greene, John W. Greene.
Starday Music
HAPPY BIRTHDAY.
RonKitson.
Sure-Fire Music Company, Inc.
I CAN'T REMEMBER.
Bill Anderson, Betty Anderson.
Moss Rose Publications, Inc.
I DON'T CARE.
(Just As Long As You Love Me)
Back Owens.
Blue Book.
I THANK MY LUCKY STARS.
Wayne P. Walker.
Cedarwood Publishing Co., Inc.
I WASHED MY HANDS IN MUDDY WATER.
Joseph T. Babcock
Maricana Music, Inc.
I WON'T FORGET YOU.
Harlan Howard.
Tuckahoe Music, Inc.
I'LL KEEP HOLDING ON.
(Just To Your Love)
Robert F. Tubert, Sonny James.
Marison Music.
I'LL REPOSSESS MY HEART.
Pamela Reed.
Kitty Wells Publications.
I'M GONNA TIE ONE ON TONIGHT.
Les Nicholas.
Sure-Fire Music Company, Inc.
IS IT REALLY OVER?
Jim Reeves.
Tuckahoe Music, Inc.
I'VE GOT A TIGER BY THE TAIL.
Back Owens, Harlan Howard.
Blue Book.
KING OF THE ROAD.
Roger Miller.
Tree Publishing Co., Inc.
THE LUMBERJACK.
Hal Willis, Ginger Willis.
English Music, Inc.
MAD.
Thomas Hall.
Newkeys Music, Inc.
MY FRIEND ON THE RIGHT.
Red Lane, Faron Young.
Tree Publishing Co., Inc.
MY FRIENDS ARE GONNA BE STRANGERS.
Liz Anderson.
Yonah Music, Inc.
and Owen Publications.
ONCE A DAY.
Bill Anderson.
Moss Rose Publications, Inc.
THE OTHER WOMAN.
Don Rollins.
Pamper Music, Inc.
PLEASE TALK TO MY HEART.
Jimmy Fautheree.
Glad Music Company.
THE RACE IS ON.
Don Rollins.
Accoin Music, Inc.
and Glad Music Company.
SEE THE BIG MAN CRY.
Edwin Bruce, Jr.
Tuneville Music, Inc.
and Lyricou Music, Inc.
SITTING IN AN ALL NITE CAFE.
James W. Glaser.
Glaser Publications.

TEN LITTLE BOTTLES.
Johnny Bond.
Red River Songs, Inc.
THEN AND ONLY THEN.
Bill Anderson.
Moss Rose Publications, Inc.
TIGER WOMAN.
Merle Kilgore, Claude King.
Al Galifco Music Corporation.
A TOMAHAWK EVERY MILE.
Daniel B. Peterson.
Aroostook Music, Inc.
TRUCK DRIN' SON OF A GUN.
Dixie Deere, Ray King.
Newkeys Music, Inc.
and Raleigh Music, Inc.
WHAT'S HE DOIN' IN MY WORLD.
Cari Bice, Eddie Bush, B. J. Moore.
Four Star Sales Company.
YAKETY AXE.
James Rich, Boots Randolph.
Tree Publishing Co., Inc.
YES, MR. PETERS.
Larry Cotner, Steve Karlinski.
Screen Gems-Columbia Music, Inc.
YOU DON'T HEAR.
Jerry Huffman, Tom Cash.
Southwind Music, Inc.
YOU'RE THE ONLY WORLD I KNOW.
Robert F. Tubert, Sonny James.
Marison Music.

All the worlds of music for all of today's audience
GET READY HERE THEY COME THE HOT NEW RELEASES FROM JEWEL-PAULA RECORDS

C. C. RIDER

THAT LITTLE GIRL OF MINE
Bobby Powell
Wait 714

OH MY LOVE
LOVE WENT AWAY
The Objectives
Jewel 751

GUSS I'LL HAVE TO TAKE WHAT'S LEFT
GIVE ME A CHANCE
Little Charles
Jewel 752

HOMOGENIZED LOVE
728 TEXAS
Jerry McCain
Jewel 753

TWO TOGETHER
HURTING AGAIN
Nat Stuckey
Paula 228

I FEEL LIKE CRYING
IT AINT WHAT I DO
Peggy Paxton
Paula 229

BELINDA
TROUBLE IN MY LIFE
"Cookie and The Cupcakes"
Paula 230

DJ's—For Sample Copies Contact: JEWEL-PAULA RECORDS 728 Texas Street Shreveport, Louisiana 50

BILLY GRAMMER

NASHVILLE—Billy Grammer, country and gospel music artist, Decca recording artist and star of a syndicated TV show, signed last week with Key Talent, Inc., for exclusive bookings.

Agency manager Jimmy Key has recently expanded operations. He books also for Dave Dudley, Jimmy Newman, Bobby Bare, Linda Manning, David Price, Buddy Meredith, George Kent, Sheree Hunter, Johnny Darrell and Margie Singleton.

WILL DONATE $ Continued from page 48

WSM Country Music Festivals in the past, died in Oklahoma City, Oct. 12, of cancer. He was 64.

The trust fund is being set up by WSM and its parent company, National Life & Accident Insurance Co., from $10,000 contributions made by each saddle to the Country Music Festival last week (21-23). Purpose of the fund is to help in need persons in the country music industry.

WITH THE COUNTRY JOCKEYS

BY BILL SACHS

Stonewall, Jackson, recently returned from a tour of Germany and England, on which he was accompanied by his wife Jeanna and son Tom, is touring this week at the flame Room in Minneapolis. . . Jimmie Mack, young daughter of Warner and Peggy Mack, had the tip of her finger severed recently when a heavy metal door slammed on it. The tip was saved back on doctors have high hopes that it will mend properly. . . Billy Kiwi Whicker, who was called a big scene in Nashville last week, accompanied by his wife Mary, Billy-Kid shows his wares at Anderson College, Mount-reat, N. C., Friday 760. The Blue Boys wailed a single album at the RCA Victor studios in Nashville recently, under the production eye of Fulton Jarvis. The label deput Nashville by jet

Next week for a personal appearance tour of the Caribbean. They'll be gone five weeks.

Bill Crowe, head of Cross Records and Quality Publishing, Shiel-

Field, Aha, was a Cincinnati Billboard visitor Monday (18), following a swing around the Midwest to promote his latest release, "You Spat Like a Leopard" b/w "Your Wild and Wicked World," as done by Carmel Taylor. Crowe spent the last weekend in Nashville for the big convention before heading back to his Shielfield base.

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Bobby Powell
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October 30, 1965, BILLBOARD
BIG SINGLE HIT FOR EDDY ARNOLD

"MAKE THE WORLD GO AWAY"

c/w "The Easy Way" #8679

This Great Single
And 11 More Tunes
Featured In His
Latest Album

MY WORLD
EDDY ARNOLD

LPM/LSP-3466
RCA VICTOR

The most trusted name in sound
Country Music Advertising
Rings Up 'Sweetest Sound'

located in Goodlettsville, population: 1,100.

He told a sales seminar of radio men, advertising reps., record company executives, music publishers and time buyers that his reason for country music promotion is that country music fans "are the most loyal listeners there are."

Jerry Glaser, vice-president of WENO and a director of the Country Music Association, told the meeting that "this has certainly got to be our greatest year." He said there were about 1,700 radio stations doing country music and 250 of these were full-time. "Stations all across the United States and foreign countries are coming to Nashville asking how to get on the bandwagon." TV shows are in every major market featuring country music and getting big ratings.

"Even Dean Martin is going our way." Country talent shows and radio station promotions have tremendous successes, he said, pointing to a crowd of 13,000 plus at a Jacksonville, Fla., show and 10,000 pulled by KBER, San Antonio.

But Glaser urged also the "sharpening" of radio by taking the hillbilly out of country music.

He referred to a Tex Ritter remark of "sitting in high cotton drinking mint juleps." On cue, two girls began serving mint juleps to everybody there.

Leo Nelson, commercial manager of WSM, Nashville, spoke on the problem of selling country to big-time advertisers. A Grand Ole Opry survey, he said, revealed that visitors to the live show spent an average of $10,000, that they travel about 60 miles to get there, that most of them come from Indiana, then Illinois, Ohio, and Tennessee in that order. They're factory workers and truck drivers for the most part.

Jane Dowden, vice-president in charge of media for Noble Dury Advertising, said that the main thing she looked for in buying time was personalities in local markets. "We don't use many pretranscribed commercials and if we do we tie them in with the local personalities--namely the deejay with a line of communication with his audience." More and more research, she said, was being done this past year by Noble Dury to find deejays in local markets who can make the audience respond. "We figure to cash in on your personalities."

Dan McKinnon, president of KSON, San Diego, said his station tried to sell time buyers on the idea of buying a good music station, a rock 'n roll station, and a country music station in the market—"we." In promoting the deal, "we tell potential buyers and advertisers, "we tell them what we're going to do, tell them when we do it, then tell them how we did it." He spoke of a live talent show promoted by KSON when someone in the audience appeared in a dinner jacket. "We took so many pictures of him we thought he was a celebrity. But we wanted to show the advertisers the range of people who like country music."

Jim Bennett of Wometco (Coca-Cola division) said it could be left to TV to get the general audience, but radio sought out the specific audiences—teen-agers, Negroes, country music fans. "I think there is a tremendous number of teen-agers listening to WENO here. Country music appeals to every segment of the population and you can appeal to these listeners faster via country radio." He recommended WENO for its ability to reach the audience. His firm spends $100,000 in local non-co-op advertising each year, including a 30-minute show on the Grand Ole Opry show.

Fred Other, head of the Mary Carter Paint Co., said that of his firm's 275 dealers, about 80 per cent advertise on country music stations. A Faron Young album as a free give-away "has been a very successful promotion for us."

York Single Out

NEW YORK—York Records, a label owned by Charles Greene and Brian Sloan, managers of Sonny & Cher, released its first single this week. It's a record by the Front Line, a group of San Francisco college students. TV side airs "I Don't Care" and "Got Love."

Quality Signs Pact

NEW YORK — Quality Records has signed a long-term contract with Claridge Records Canada to handle Claridge Canadian distribution.

Frank Slay and Dennis Ganim represented Claridge in the negotiations. George Strick represented Quality.

But she'll leave with a Hohner harmonica. One slant look at the big Hohner display on the counter and her fingers were in her change purse. It's that easy to sell Hohner harmonicas. Look around! The Hohner name's been selling quality instruments for ages. And now the harmonica's backed by exciting consumer advertising in print and on radio. That can mean tremendous new profits for you! Call your Hohner distributor today. M. Hohner, Andrews Road, Hicksville, New York.
Johnny Lights
Broadway’s New Hit Singles

JOHNNY MATHIS
ON A CLEAR DAY YOU CAN SEE FOREVER
B/W COME BACK TO ME

MERCURY SINGLE 72493

ON A CLEAR DAY YOU CAN SEE FOREVER

JOHNNY MATHIS

HE’LL BE SINGING
AND SELLING THESE SINGLES ON:

New National Tour
Started October 15
and continuing through March, 1966.
Including Our Young Generation.

The Red Skelton Show
In color. October 26.

The Ed Sullivan Show
In color. November 21.
Phono Sales Up in July

WASHINGTON — Statistics compiled by the Electronic Industries Association indicate that distributor and factory sales of portable and table phonographs were up considerably in July over the same 1964 month.

Distributor sales of portable/table models totaled 262,984 in July, up 42.5 per cent from the 184,613 units last year. Total distributor sales of these units for the year to date is 1,512,957, compared to 1,173,623 at the same point in 1964.

Factory sales for portable/table models in July totaled 129,927 units, up 36.2 from the 95,424 in July 1964. Totals for the year to date are 773,861; last year the total was 1,245,559 at the same time.

Philco Hanging Yule Stockings

PHILADELPHIA — Dealers are being offered a Christmas promotion by the consumer electronics division of the Philco Corp., which features a 24-page window display, toy-filled stockboxes and incorporates a direct-mail program.

Portable stereo hi-fi phonographs and radios are included in the promotion.

The display kit includes a dimensional fireplace mantel centerpiece with cardboard cutouts of a boy and girl and assorted display pieces. A 20-inch stockbox is available as a traffic builder. Also included are an envelope stuffer and an eight-page, four-color tabloid mailer.

Baldwin Acquires a British Guitar Firm

CINCINNATI — The D. H. Baldwin Co., here, has established a special British corporation for the purpose of purchasing the assets of the London guitar manufacturing firm, Ormscool, Ltd.

Baldwin President Lucien Wul- liss identified the new Baldwin company as Baldwin-Burns, Ltd., and stated that the purchase will open up world markets for Baldwin guitars and amplifiers and will provide a broad line of guitars for the coming big buying season.

Baldwin had previously entered the manufacture of guitars and guitar amplifiers itself, exhibiting its first three models at the National Association of Music Merchants Show in Chicago in June.

Solid Body

Burns makes both solid body and semi-acoustic guitars with a full line of amplifiers in the medium to high price ranges.

Baldwin, meanwhile, has been developing such guitar sound innovations as amplifiers with "Supersound" and "Prisma tone" pick-ups for guitars.

"The combined facilities of the two companies," Wuliss said, "should give us a uniquely strong position in the guitar and amplifier market."

Scenes at the HI-Fi Show

COLUMBIA RECORDS president Goddard Lieberson (right) is presented the Institute of High Fidelity "Golden Lyre" award by Institute president Walter O. Stanton.

Paul Lavalle, conductor of the World's Fair Citgo Band of America presents an album to Harry Norman, sales manager, component division, Fisher Radio Corp. during the Sept. 29-Oct. 3 HI-Fi Show in New York.

COMPOSER-CONDUCTOR Morton Gould (left) also dropped past the Fisher Radio Corp. exhibit to talk album product. He holds his new RCA Victor recording with the Chicago Symphony Orchestra.

RIBBON CUTTING CHORES at the New York HI-Fi Show were handled by pert Paula Wayne, co-star in Broadway's "Golden Boy." Flanking Paula are Walter O. Stanton, president of the Institute of High Fidelity and show queen Joyce Jitson, who appears with Anthony Newley in "The Roar of the Greasepaint."
NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 138 West Randolph, Chicago 7, Ill.

Latest From RCA


RCA'S PROMPTER cartridge recorder, available in either monaural or stereo. Weighs less than 13 pounds and has provision for optional adapter for reel-to-reel play. Price: Monaural $99.95. Stereo $169.95.

WEIGHING LESS than five pounds each, these two portable RCA tape recorders are battery operated. Both are reel-to-reel recorders with recording/playback speeds of 3-3/4 and 1-7/8ips. The model on the left uses four batteries and is priced at $49.95. The six-battery model on the right has a price of $65.00.

SWING-OUT SPEAKERS and powerful Solid State stereo system highlight this RCA "vertical" tape recorder. Equipped with two mikes and push-button controls. Plays 7" reels. Price $229.95.

Bogen

BOGEN TURNTABLE features flip-switch, four speeds. Tracks at 1.5 grams, 4-pole motor, 7/8 pounds, non-ferrous platter. Four-pin lock-type plug-in aluminum cartridge head. Price $67.95.

Philco in Two Expansion Moves

SAN FRANCISCO—Robert O. Ficker, president of the Philco Corp., has announced two major expansion projects involving some $15 million in its consumer electronics division. Ficker told dealers and distributors here that the company is constructing a 140,000-square-foot plant in Taiwan and is acquiring a 350,000-square-foot warehouse adjacent to the company's Philadelphia radio-TV plant.

The new Philadelphia warehouse will be used for storage of raw materials and finished goods awaiting shipment. The Formosa plant will manufacture consumer electronics products now being purchased from non-U.S. sources.

Give The United Way

DECCA PHONOGRAPH
PRICED RIGHT FOR PROFIT!

THE RANDOLPH I DP-493

DE LUXE FOUR SPEED HIGH FIDELITY AUTOMATIC PORTABLE. SOLID STATE AMPLIFIER. BATTERY OR AC OPERATION.

$59.95

All prices are suggested list, plus 45 RPM speeds, and are slightly higher in South, Southwest and West.
Lyricist

Gag Situations

The introduction, material, and advertising per

Masters, all-inclusive.

Protection for 1919 Supplies Group

PROMOTION

Group hits & other promotions.

Our 2019 PROMOTION will begin with our 1919 Supplies Group hits & other promotions.

PUBLISHERS-RECORDS

A & R Men

A new style.

Sunglasses: Image group in Rhythm and blues field.

Leaflets, booklets, record promotions...and all related advertisements are available.

Contact: A. Casher

PUBLISHERS-RECORDS

FRANCE

RECORD COMPANY PUBLISHERS

DISTRIBUTORS: You may find a wealth of records in our French group and should contact us by mail or wire. Orders should be on your company's letterhead. 760 Rue St. Lazare, Paris 13, France.

when answering ads ...

Say You Saw It in Billboard

CLASSIFIED RATES

Per insertion.

MANUFACTURERS

Advertisers

$1 $2 $3 $4

Distributors

$5 $10 $15 $20

Employed.

$5 $10 $15 $20

Attention: Publishers: You may find a wealth of records in our French group and should contact us by mail or wire. Orders should be on your company's letterhead. 760 Rue St. Lazare, Paris 13, France.

When answering ads ...

Say You Saw It in Billboard"
ACORN

The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOVES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

• RAKE •

COIN MACHINE EXCHANGE

(214) W. Grand Ave., Chicago, Ill. 60612
(215) Center 4-4993

ACORN-Mum (all)

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

58

October 30, 1965, BILLBOARD
Major Suppliers Stage Informal Show In Miami

EPPI CHARMS George Eppey (left) displayed a variety of striking new items in conjunction with the board of directors meeting at the Carlton Hotel. Included were the Eppi Circus Camerl capsules items for 5 and 10-cent vending (snooky birds, cat's eye, yak, alligator, lie claspers, compass, fox, beaded jewelry, etc.). a new combination "Monster-Fink," a 10-cent combination of the two all-time best sellers; penny display cards mounting 36 precious gem rings (for millionaires only); the new Eppi "Fruit Cap" wide for dime vending (various types of fruit with green snakes). a new series of special display cards in four colors.

Paul Price (right) showed bulk vending's leaders such intriguing new items as the "Secret Agent Pig Pen" for dime vending; a "Secret Agent Ring," with mirror and signal, also a dime item; the "Congo Ring" (guaranteed to delight kids with its ugliness, and a variety of new Penny-Dimension figures: burning fire dragons and tiger snakes.


HELEN NOVELTIES president Henry Schorr (right) and assistant Alex Friedlander are pictured at Hotel Carlton veranda shortly before NVA board voted to admit the firm as an exhibitor at the next trade show. Helen displayed its new "Official Gun and Hunting Ring" which actually shoots (dime vending); complete with a firm target.

Bob Guggenheim (right) let the National Vendors Association board and guests have a look at the new Karl Guggenheim "Standard Pre-Pak" mix series, which includes four new nickel and three new dime mixes with dis-glo displays; "Globes" in a new 5 cent mix with Rat-Fing rings, ticker-face wrist watches and apes with moving arms and legs; a 10-cent "Sergeant Hunting Fish," "snowball" and a complete new line of jewelry including a new Rocket assortment at a nickel with 50 per cent plugged rings and the remainder rocket charms; "Casper," a flexible plastic TV character for dime vending, a new line of penny charms, including "Winky Owl," "Wine Bottle" and finger nails with faces, and a new dime capsule Item, a "Treasure Chest" ring with a lid that opens.

Cramer's Gum's Carmen Di Angelo (right) and Ned Caruso (left) pictured with Harold Folt of Folt vending Co. came to this area with new gum items called "Top Dawk" (110 count with printed dog and certificate) and "Gas Up" (King 110-count with gasoline insights).

Bill Falk, (center) president of Knight Toy & Novelty Co., gave the first look at its new "Snake Charmer" for 1 cent vending; "Secret Agent Bullet Hotel," "Canary Birds" for dime or nickel machines; hand-decorated Classic Cars for nickel vending; a fish with a fish inside a fish. vending fish for quarter vending in capsule or a dime without key chain; and a new series of Day-Glo styrofoam displays.

THE PENNY KING COMPANY's Lee Hardtman and Margaret Kelly (far right) developed to the "Off the Wall" items in the company's suite at the Chicago show including a new line of paper, hand painted, for dime vending; series No. 123 Medal Champions (star, lover, eater, kickster, etc.); dime vending; series No. 124, Distinguished Service Medals (pistol, rifle, shot, etc.); a new series of painted and jewel rings for dime vending; series No. 50, Tahiti Head Rings (5-cental series No. 56, Trick Mix (with mustaches, wink eye, bags), etc.); Rocket Mix No. 1, a 5-cent horror mix, with dice, heads, eyes, monsters and rings, asteroid flicker rings (penny); boys lapel watches (penny) and bottle and pistol squid (penny).

SAN PHILLIPS, St. Louis distributor, looks at copy of Life magazine in conjunction with an Oak Manufacturing Co. machine displayed. Looking on are Oak Sales Manager Roy Goldstein (left) and a St. Louis vendor. Oak exhibited its even "Cab-Bak" machine capacity to industry leaders, including a St Louis vendor with an all-chrome body.

Coming Soon:


NAV Board Votes Open Shop

Continued from page 38

this famous court case freed the vending industry to mix charms and confections side-by-side in the same globe.

Full Cycle

Co-counsel Ted Raynor called the attention of the directors to the fact that "We have now run the full cycle. We were once an orphan vending association; now the National Automatic Merchandising Association is honoring two of our members for their legislative efforts." Raynor was referring to a special NAMA honor for Roger and Harry Bole (see separate story).

Chairman for the 1966 convention, Rabelle Lebow, introduced his co-chairman George Eppey, exhibit chairman, Moe Mandell; publicity chairman, Bob Kanto; reservations chairman, Hy Fisch er, and entertainment chairman, George Eppey.

Bob Lebow reported that the association is considering Chicago—-either at a downtown hotel or a motel. New Orleans as the site of the 1967 convention. The directors voted to empower the convention committee to decide upon the location.

Membership committee chairman Leo Leary announced that since the first of the year, 20 new firms have joined the national association. He singled out Margaret Kelly of the Penny King Co, for special recognition in recruiting new members.

October 30, 1965, BILLBOARD

ADMIRING IN ADVERTISING MAKES BUSINESS MEANS BUSINESS

IN BILLBOARD

YOU GET THE NEWS

WHEN IT'S NEWS

...SUBSCRIBE NOW

Just mail your order today.

BILLBOARD, 2140 Patterson Street, Cincinnati, Ohio 45214

<table>
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<th>Items</th>
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<td>Address</td>
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N.Y. Trade Plans Tax Law Test

By PAUL ZAKARAS

SYRACUSE, N. Y. — The New York State Coin Machine Association has voted to contest an unfavorable interpretation of a recent sales and admissions tax law.

Mille McCarthy, president of the association, told Billboard following a meeting of the association here that the State tax department's decision to include juke boxes and games under the "admissions" clause is the first time such an interpretation has occurred anywhere in the country.

The controversy originated with the passage of New York State's first sales tax law earlier this year. This law superseded all local sales regulations in effect in the State. Some of the local regulations, including the one in New York City, had specifically excluded the coin industry from taxation. Since the new State measure does not contain any such exemption, the tax agency has decided that coin machines are to be included in the levy.

Mrs. McCarthy contends that such an assumption is illegal. "The wording of the law contains no provision for taxing our industry," she said. "We will be taxed not because we have been included in the law, but because we have been excluded from it."

No Admitter

Mille further argues that it is unreasonable to include juke boxes under an admissions clause. "First," she said, "the juke box is not a place of amusement. Second, there is no admitter, or admittance involving the play of records on a juke box. Therefore, there is absolutely no place-of-amusement admission charge connected in any way with the use of the juke box."

Coinmen also feel that game machines should not be taxed under the law because of an exception known as the "active participation" clause. This exception, which eliminates taxes on lane costs in bowling alleys and similar participants' expenses in other sports, has been interpreted as not applicable to any coin machines except pool tables.

"Not only pool tables, but all of our games are based on active participation," said Mille. "It seems that there is unwarranted prejudice against our games merely because the manner of collecting money is a coin slot rather than an attendant."

Headaches

"All of these controversies have been presented to the State tax department, but their opinion is going to be so far," said Mille. "I think the reason for this unfavorable view is prompted by the department's wish to avoid possible criticism about favoritism to a specific industry. Whenever a government agency does not contain any such thing, it is normal for them to take the safest attitude."

Another problem posed by the same law concerns admissions tax. The law is supposed to tax all admissions which exceed 10 cents. In reference to a juke box, this means that a single play would not be taxable, while three plays for a quarter would be subject to the levy. The fair administration of such a system should create nothing but headaches for the State as well as the operators.

What Is Food?

Similar confusion concerning vending machines has been created by the sales tax portion of the law. In attempting to be lenient, the State has excluded certain types of machines, such as food, from sales taxes. Ven- dors immediately wanted to know the definition of "food."

The State started with hairs, and, as it now stands, there are many strange incongruities. Pencils, for example, are food. Coated with chocolate, they become confections, and are subject to sales tax. Orange soda is not food, unless they contain at least 70 per cent of orange juice. The list is endless.

Such judgments on the part of the State's Geddes, 16-10 are unnecessary before the new law was passed. Few local communities have shared the New York City tax department's regulations on the definition of "food."

(Continued on page 56)

Manning Elected NAMA President

MIAMI BEACH, Fla.—Universal Match Corp. vice-president W. J. Manning Jr. was elected president of the National Automatic Merchandising Association during its recent convention here.

Elected to other association posts were James T. McGuire, executive vice-president; Automatic Candy Co. of America, to the position of junior association vice-president; Meyer Gutfand, senior vice-president, The Macke Co., to the post of association vice-president, and William H. Manning.

Bill Clark Dies

BOONVILLE, Mo.—William R. (Music) Bill Clark, who since 1942 has owned and operated the C&W Music Co. here, passed away recently following a long illness. Mr. Clark, born in nearby Marshall, Mo., and a lifetime resident of the area, was 61. He is survived by his wife, Hazel; a sister and a number of nieces and nephews.

Sin, president, Automatic Candy Co., to the position of association treasurer.

Added to the association's board of directors were Randy A. Dahl, Omaha; William S. Fisher, Philadelphia; Joseph Levin, Philadelphia; and Marvin Lewis, Abilene, Tex.

Individuals re-elected were Charles H. Brinkman, Springfield, Mass.; Thomas L. Hedlund, Hacienda Heights, Calif.; Steve Worrell, Coos Bay, Ore., and Gutfand.

Manning enters his one-year presidential term on January 1. He held the NAMA senior vice-presidential post last year and has been a member of the NAMA board of directors since 1960.

Before joining Universal Match, Manning was affiliated with the publishing industry. He received B.S. and M.S. degrees from Columbia University and is a graduate of Rutgers University Graduate School of Sales Management and Marketing.
Cigaret Tax Up in August

There was a 3.5 per cent increase reported in the volume of cigarettes taxed in the month of August 1965 compared with August 1964. In the month of August 1965 cigarette taxes were imposed on 2,045,672,000 packages. The package count for August 1964 was 1,976,476,000.

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

**HOT 100**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TYPE OF DANCE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tr>
<td>TREAT HER RIGHT</td>
<td>Jerk</td>
<td>Roy Head</td>
<td>Black Beat 546</td>
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<tr>
<td>LOVERS CONCERTO</td>
<td>Slow</td>
<td>Tors</td>
<td>Dynavoice 209</td>
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<tr>
<td>JUST A LITTLE BIT BETTER</td>
<td>Frug</td>
<td>Herman's Hermits</td>
<td>MGM 13598</td>
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<td>GET OFF OF MY CLOUD</td>
<td>Jerk</td>
<td>Rolling Stones</td>
<td>London 9792</td>
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<tr>
<td>KEEP ON DANCING</td>
<td>Jerk</td>
<td>Gentrys</td>
<td>MGM 13579</td>
</tr>
<tr>
<td>DO YOU BELIEVE IN MAGIC</td>
<td>Jerk</td>
<td>Lovin' Spontaneous</td>
<td>Rama Sutra 201</td>
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<tr>
<td>YOU'RE THE ONE</td>
<td>Jerk</td>
<td>Yogues</td>
<td>Co &amp; Ce 208</td>
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<td>LIAR, LIAR</td>
<td>Monkey</td>
<td>Castaways</td>
<td>Soma 1433</td>
</tr>
<tr>
<td>I KNEW YOU WHEN</td>
<td>Slow Dance</td>
<td>Billy Joe Royal</td>
<td>Columbia 43390</td>
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<tr>
<td>NOT THE LOVIN' KIND</td>
<td>1-2-3</td>
<td>Dino, Desi &amp; Billy</td>
<td>Reptile 401</td>
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<tr>
<td>MASHED POTATOES</td>
<td>Washed Potato</td>
<td>Len Barry</td>
<td>Dotz 31827</td>
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<tr>
<td>AIN'T THAT PECULIAR</td>
<td>Jerk</td>
<td>Monkey Man</td>
<td>Tamla 54122</td>
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<td>MAKE ME YOUR BABY</td>
<td>Slow Dance</td>
<td>Barbara Lewis</td>
<td>Atlantic 2300</td>
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<tr>
<td>LET'S HANG ON</td>
<td>Jerk</td>
<td>4 Seasons</td>
<td>Atlantic 2300</td>
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<tr>
<td>MY BABY</td>
<td>Slow</td>
<td>Temptations</td>
<td>Gordy 7047</td>
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</tbody>
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**World Wide Will Conduct Schools**

CHICAGO—World Wide Distributors of Chicago has announced plans for two schools in downtown illinois during the latter part of October. Both will feature instruction on the new Seeburg Electra phonograph models and accessories, written by Seeburg's own Michael Karl and World Wide expert Art Wood handling instruction.

The first will be held in East Peoria at the Holiday Inn on Oct. 21, from 1:30 to 4:30 p.m. On Oct. 28 a school will be conducted in Springfield at the Downowner Motor Inn.

World Wide field man John Neville and distributor executives Nate Feinstein and Harold Schwartz will also be on hand.

**DISCOTHEQUE RECORDS**

**Distributors, wake up!** Wake up to the big profits that you can make with Irving Kaye's Ambassador in the home and billboard parlor markets. In 1964, 500,000 pool tables were sold to the American family. And 5,000 new billboard parlors were opened in the United States. The sales for 1965 are continuing at a pace that far exceeds 1964's record-breaking performance.

The magnificent Ambassador, the last quality pool table, is tops in its field. Features include:

* genuine natural slate top
* all forming cabinet and top frame
* 16 gauge steel, chrome plated corner sections
* two recessed die cast scoring markers
* large five inch die cast leg levelers
* sturdy swing-out legs that bolt into position for rapid set-up
* no more lost sales due to small entrances—entire table can be knocked down quickly and easily for access through any passageway
* machine screws hold professional molded rubber cushions to top frame
* highest quality sticks, balls and other accessory kit

If you're letting big profits sleep away, let Irving Kaye show you how to take advantage of this money-making market.
MORE PLAY MEANS MORE PROFIT
6 New Two-Sided Money Makers
From Epic’s Memory Lane Series.

"FASCINATION"
c/w "OLD CAPE COD"
5-2232
JANE MORGAN

"MR. LONELY"
c/w "THERE! I’VE SAID IT AGAIN"
5-2235
BOBBY VINTON

"HAMMER AND NAILS"
c/w "SAMSON AND DELILAH"
5-2233
THE STAPLE SINGERS

"MY SHOES KEEP WALKING"
c/w "BORN TO LOSE"
5-2236
CHARLIE WALKER

"SERENADE IN BLUE"
c/w "MOONLIGHT COCKTAIL"
5-2237
THE GLENN MILLER ORCHESTRA
UNDER THE DIRECTION OF
RAY MCKINLEY, STARRING
BOBBY HACKETT

"CAN’T YOU SEE"
c/w "ANY WAY YOU WANT IT"
5-2234
THE DAVE CLARK FIVE

OTHER MONEY-MAKERS IN THE MEMORY LANE CATALOG!

"You’ll Never Walk Alone"
c/w "Don’t Let Go"
5-2201
Rey Hamilton

"Halfway To Paradise"
c/w "Bless You"
5-2202
Tony Orlando

"Bluebirds Over the Mountain"
c/w "Hangin’ Around"
5-2203
Ersel Hickey

"The Lady is a Tramp"
c/w "Around the World"
5-2204
Buddy Greco

"Carol"
c/w "Please Say You Want Me"
5-2205
The Schoeboys

"Peanuts"
c/w "Little Lou"
5-2206
Little Joe and the Thrillers

"Roses Are Red (My Love)"
c/w "Rain Rain Go Away"
5-2207
Bobby Vinton

"Ruby"
c/w "The Writing on the Wall"
5-2208
Adam Wade

"I Put a Spell on You"
c/w "Little Demon"
5-2209
Screamin’ Jay Hawkins

"Raw-Hide"
c/w "Distro-Doodle"
5-2210
Link Wray and the Waymen

"I Gotta Right to Sing the Blues"
c/w "Jack Hits the Road"
5-2211
Jack Teagarden

"First in Line"
c/w "Sangria La"
5-2212
The Four Coins

"Fish Tales"
c/w "You Can Have Her"
5-2213
Rey Hamilton

"It’s a Sin to Tell a Lie"
c/w "I Don’t Want to Set the World on Fire"
5-2214
Somethin’ Smith and the Redheads

"Blue on Blue"
c/w "Blue Velvet"
5-2215
Bobby Vinton

"Kiss of Fire"
c/w "Ballin’ the Jack"
5-2216
George Gibbs

"Summertime, Summertime"
c/w "Searching for You"
5-2218
The Jamies

"A Scottish Soldier"
c/w "Donald Where’s Your Troopers?"
5-2219
Andy Stewart

"Dr. Feelgood"
c/w "Right Stuff but the Wrong Vo-Ta"
5-2220
Dr. Feelgood and the Interns

"The Monkey Time"
c/w "Um, Um, Um, Um, Um"
5-2221
Major Lance

"I’ve Me Kangaroo Down, Sport"
c/w "San Arisa"
5-2222
Roil Harris

"Teach Me Tonight"
c/w "Baby Has Gone Bye Bye"
5-2223
George Maharis

"Washington Square"
c/w "From Russia With Love"
5-2224
The Village Stompers

"Slad All Over"
c/w "Bits and Pieces"
5-2225
The Dave Clark Five

"Anmer"
c/w "La Bamba"
5-2226
The Arena Brass

"Get Your Kicks On Route 66"
c/w "Can’t Help Falling in Love"
5-2227
George Maharis

"Get Me to the Church on Time"
c/w "Baubles, Bangles and Beads"
5-2228
Buddy Greco

"Wisconsin Cannon Ball"
c/w "Marianne"
5-2229
The Easy Riders

"Breach"
c/w "Do You Love Me"
5-2230
The Dave Clark Five

"Oh Glory Hallelujah"
c/w "He’s Everything"
5-2231
Besille Griffin

RESpite FROM convention rigors is enjoyed by Seeburg president J. Cameron Gordon (left), Nate Fainstein, World Wide Distributors, Chi-

ago and Bob Donlop, Seeburg vice-president aboard company-

chartered cruise craft Martha Washington.

TYPICAL COMPANY TEAM on hand at convention exhibit booths is

the group of executives from Automatic Products, Minneapolis, which

showed its Smokeship, Candyshop and Smokeshop Satellite series

machines.

FLOOR CONFERENCE with old

friends ties up Johnny Rowell of

Atlanta (center) during tour of

exhibits.

SEEING FOR HIMSELF, an op-

eratorhetto "Audit-In-Location"

unit manufactured by Johnson

Fare Box Co. of Chicago.

Coinmen at Convention

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Coinmen at Convention

MESSRS. BILL POSS, senior and junior, examine a Rock-Ola cigarette vender. The Possens own and operate Valley Music Co. in Aurora, Ill.

TOSHIKO TANAKA, representing Talesei Electronics Co., the Japanese firm which developed a credit-card-actuated concept for vending machines, inserts card in Rowe coffee machine.

"REAL TEA" was prominent conveniences from this new vending machine at the Miami Beach show by the Ditchburn Co.

OVERSEAS OFFICIALS, such as Rowe AMI's Paul Hunger of Geneva seen here with Rowe marketing vice-president Fred Pollak, were on the exhibit floor in force.

Millie McCarthy Re-Elected

SYRACUSE, N. Y. — Millie McCarthy, head of the Catskill Music Service Company, has been re-elected president of the New York State Coin Machine Association. The association, holding its annual meeting here on Tuesday, Oct. 19, also re-named Mac Douglas to his post as treasurer.

Jack LaHarte was voted to the position of secretary, and George Holzman was re-elected vice-president in charge of the New York City-Long Island district.

Other vice-presidents of the association elected were: Bucky Van Wyck, Charles Koppler, Joseph Grillo, David Solomon and Henry Konbiach Jr.

New York Senator Tom LaVerne, who introduced the coin machine operator licensing bill

MILLIE MCCARTHY, outstanding spokesman of the coin industry, has been re-elected president of the NYSCMA.

in the New York State Legislature, was guest speaker at the meeting.

National Shuffleboard & Billiard Co. of N. J.

31 MAIN ST., E. ORANGE, N. J.

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BIGGER PROFITS NOW WITH TROUBLE-FREE

COIN-OP POCKET BILLIARD TABLES by National of N. J.

"CORONET"

Manufactured to exacting professional standards

• Picture window ball viewer
• Decorator designed for beauty
• Solid slate bed
• Trouble-Free upkeep

NOW AVAILABLE
4' x 8' size
Soon available
6' x 9'
14' x 7'

Write for FREE Color Brochures or Phone 301-675-9100

for Coin-Op, Professional, Billiard Lounge, and Home Tables. The FINEST in Coin-Op Table Shuffleboards are also available.

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

WILLIAMS

BIG 3 FOR BIG PROFITS!

New 4-PLAYER

BIG CHIEF

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KICKAPOO

6 PLAYER TARGET GAME

SHUFFLE ALLEY

WILLIAMS ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE. - CHICAGO, ILLINOIS 60618

Available for immediate delivery through your WILLIAMS DISTRIBUTOR.

October 30, 1965, BILLBOARD
New Products Arrayed at Miami Show

SEEBURG MODEL 4E6 cigarette vender.

Editor's Note: New equipment suitable for juke box route diversification turned up in quantity at the giant exhibit of the National Automatic Merchandising Association at Miami Beach last week. The following report lays stress on the traditional coin machine operator's 3 Cent cigarette, coffee and candy machines.

M.I.A. Beach, Fl.—Spotted among the hundreds of vending industry exhibits at Convention Hall here during the National Automatic Merchandising Association trade show were new products a-plenty for the cigarette, coffee and candy expansion schemes of the juke box operator. (And it should be noted that coin machine businessmen at the big show were casting long, loving looks at cold drink venders, too.)

The exhibition was replete with equipment introduced in recent weeks and months—items so new that they are as yet routeratio—but because of space limitations we will restrict this report to "three C" (possibly "four C") equipment for which the NAMA exhibit was a true coming-out party.

Discotheque

The Seeburg Corp., for example, elected to come out at the show with two new cigarette venders—one with the discotheque motif of the recently introduced Seeburg Electra phonograph, making the vender a dandy location complement. The discotheque—decorated vender (model 4E5) and a companion model (4E5T) both feature Seeburg's Income Totalizing System and vend 825 packs (soft or box, regular or king) from 22 top-loading columns. Each has automatic switch-over for popular brands to a second column. Dictum: Vending Machines, Ltd., its corporate roots in Lyn- thurn, Lancashire, proudly offered "real English tea" from a new vending machine called the Teaspin. The unit offers four beverages (tea, coffee, chocolate and "long" with 11 different flavors for individual taste (tea-with-or-without; coffee-with-or-without, etc.). The machine has an 800-cup capacity. The secret of the "real tea" process, Dictum booth numbers told, is the brewer, the beverage "with the leaf" in the machine. The unit cuts a snappy appearance, too, with its dignified wood grain and stainless steel front.

National Vendors came to the show with a changemaker on its Moduline 21CE electric candy merchandiser that will accept nickels, dimes and quarters and return up to 20 cents in change on any of five prices. National prefers to call it an "encroachment" feature. Clever, but National Vendors had more: a new top-delivery electric cigarette vender, specifically. Called the Crown 180, it delivers packs on a tray 40 inches from the floor on a first-in-first-out sequence. Capacity exceeds 880 packs with up to 22 brand selections.

Yes, and one other new item was unsealed by National Vendor at the show—an improved model of its Moduline cold drink vender. The unit now has a Reynolds icemaker which recirculates melted ice and eliminates the need for an evaporator or melt-down bucket. It has a 900-cup capacity.

Coffee-Mate came to the show with a new single-cup fresh brew-coffee vender they have designated Princess Model ISC-300. It is slanted toward the marginal, low-volume locations, company officials said. It vends coffee and whipped hot chocolate. Using all dry ingredients, the machine dispenses coffee alternatives and has a 220-cup capacity.

Dry-Ground

Vendo unveiled two new single-cup coffee machines here: a 600-cup and a 425-cup model. Said a Vendo spokesman at the company booth: "Both these machines have our new compressed-air drying system which assures the driest grounds of any equipment in the industry."

Vendo also introduced at the show what company officials called the first economy-priced vender for soft drinks in a cup with ice. Called the Vendo Prestige 1,000 Carbonated Beverage Vender, the unit doles out both carbonated and non-carbonated drinks. It harmonizes with the company's "prestige" line of equipment.

The Johnson Fare Box Co. intrigued music and game operators to the show with its new Audit-in-Location, a variation on its Audit-in-Route unit on the market for some time. The "location" unit is small, quite portable and ideally suited to the needs of the juke box and game route collector. The development of the unit, which the maker claims will cut coin-handling costs up to 80 per cent, was the result of requests from the field. Most interested requests and suggestions came from an alert and innovative young operator in Sioux Falls, S. D.

Congratulations, Mac, your product is ready.

Wanted

Used Scopitone, Filmothec or other sound movie machines.

Give price and condition.

Write

Billboard

Box 236

188 West Randolph

Chicago, Illinois 60601

NATIONAL VENDORS 21CE candy vender.

CHICAGO COIN'S PAR GOLF has the BIG MONEY-MAKING DIFFERENCE!

DRIVES! PUTTS! HOOKS! SLICES! HOLE-IN-ONE!

EAGLES — BIRDCIES — PARS — BOGEYS!

PREVIEW BOWLER Automatic Lane w/ Exclusive Extended Play and Swivel Score Rack

GOLD STAR Puck Bowler w/ Exclusive Extended Play

See All 3 at your Distributor

NATIONAL VENDORS CROWN 880 Electric cigarette vender. Nickels, dimes and quarters and return up to 20 cents in change on any of five prices. National prefers to call it an "encroachment" feature. Clever, but National Vendors had more: a new top-delivery electric cigarette vender, specifically. Called the Crown 180, it delivers packs on a tray 40 inches from the floor on a first-in-first-out sequence. Capacity exceeds 880 packs with up to 22 brand selections.

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Congratulations, Mac, your product is ready.

COMPACT

big sound! 100 selections!

NEW ROCK-OLA STARLET

NATIONAL VENDORS improved cold drink vender.

Rock-Ola Manufacturing Corp. 800 N. Kedzie Ave., Chicago, Ill. 60635

October 30, 1965, BILLBOARD

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Claffey Named Seeburg Exec.

EDWARD F. CLAFFEY

CHICAGO — The appointment of Edward F. Claffey to the post of Vice-President, Phonograph Sales has been announced by the Seeburg Corporation.

Claffey has had previous experience with Seeburg, and is returning to them after a short absence. His business background includes seven years with Atlantic New York Corp. He has also worked as sales manager for Radio-Spektrum, a magnetic tape manufacturer, and as merchandising manager of consumer products for the Glaser-Steers Corporation, manufacturers of record changers and high fidelity equipment.

Claffey, who has already assumed his new post, is currently carrying out a special market survey in Canada. Upon completion of this tour, Claffey will return to Chicago and function from the Seeburg offices here.

Wolfe Named Bush Manager


Wolfe replaces Joe Burton, Jacksonville manager for the past 14 years who has been promoted within the Rowe organization to the post of general sales manager of all Rowe products.

Wolfe has many years of industry experience in the North Florida area and has good knowledge of Rowe equipment, having worked as regional sales manager for the company during the past six months.

Coming Soon:

Nov. 10—St. Joe Valley Music Operators Association annual banquet, Sherry Inn; South Bend, Ind.; 6:30 p.m.


Nov. 14—North Carolina Music Operators Association annual convention, Charlotte, N. C.

Nov. 14-15—Music & Vending Association of South Dakota; fall meeting, Huron, S. D.

Nov. 19-21—NAMA Western Conference & Exhibit, Ambassador Hotel, Los Angeles.


October 30, 1965, BILLBOARD

Parkoff Expands Jersey Outlet

ELIZABETH, N. J. — Oscar Parkoff’s new 1250,000 distributing outlet in Elizabeth, N. J., is dazzling evidence of the Atlantic-New Jersey corporation’s arrival as a major distributor.

Parkoff, a veteran coinman, is the brother of Meyer Parkoff, head of Atlantic New York Corp. His Jersey company offers a complete repertoire of coin-operated equipment, and features such hot-selling Seeburg items as the new Electra phonograph and the Hydra-Swift dry grounds, single-cap coffee vender.

Parkoff, a believer in sound management, points to front-money, minimums, guarantees and location contract counseling as one of the ways in which his distributing company has helped operators gain business in the Northern New Jersey area.

NEWS BRIEFS

Canteen Drive

FRANKFURT — Automatic Canteen has opened a big European sales drive for its newly built phonograph CA Electronic 11-160S.

The 160-selection machine is being promoted heavily by sales agencies in Belgium, Denmark, England, Finland, France, Holland, Italy, Austria, Sweden and Switzerland.

Promotion claims a number of electric firsts for the machine, which Automatic Canteen designs and produces for the European market. It has a fully solid-state amplifier system, a popularity meter, and compact rectangular construction for easy transportation.

A New Idea In Animated Scoring with Exciting Playfield Action!

15 beautifully colored numbered balls drop into nest-in-flight-box.

Making numbers 1 through 7— or 9 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" Rollover for specials.

When all 15 balls are dropped, both "Low" and "High" Rollovers are lit for specials.

2 Rollers deep drop two balls each.

Attractive new cabinets—colors and design.

3 in 5 ball play—much feature—controllable with twin coin chutes.

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

Gottlieb's Bank-A-Ball

DON'T PUSSYFOOT AROUND!

You'll purr like a kitten when your profits pile up plus-like with the only 2-in-1 combination records & movies machine—two machines in a single unit. It's the cat's meow...

The World's First Full Sound, High Fidelity Compact... The Hearing Aid of the Century!

FILMOTHEQUE DISCOTHEQUE

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Eu-Pa. - S.Jersey - Del. - Md. - D.C.

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Say You Saw It In
BILLBOARD
The NAMA Show: Machines and Men  
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machines—guts, good score in mathematics; age between 21 and 30; height and weight which will allow him to perform his duties comfortably and he should be somewhat of an extrovert—pleasant, neat and businesslike.

Behavior Patterns

The morning of the 17th, in a speech entitled "Systematized Supervision," New York management consultant Robert E. Sheaffer told the vendors that a skilled supervisor must understand such training principles as "Differences in capacity to learn, limits of powers of assimilation, use of association in learning, motivation, repetition and several avenues of presentation."

That evening Sheaffer addressed himself to the topic "Picking Potential Performers," pin-pointing the following behavior patterns as most important in judging potential: "Job tenure, work habits, tenacity, competitive spirit, loyalty, organizational ability, relations with others and ability to lead."

Industrial training technician Robert T. Murphy in a later speech to delegates declared "If you want to improve your employees' attitudes and performance, you may have to change your own attitudes about performance." Murphy's topic was "What It Takes To Make a Training Program Pay Off— and Last."

Two speakers talked to a large crowd of operators about "Realizing Full Value for the Company Payroll." Suggested Edward M. Martin, vice-president of the Management Information Center in Wilmette, Ill., that employee motivation is linked more directly to finding full appreciation of work done than to good wages. He was followed to the podium by Robert C. Scott, vice-president of the Edify-Kucker-Nickels Co. of Cambridge, Mass. Scott said that psychologists have learned that what employees want from their jobs are the feeling of working on a team, the feeling of working for something important, respect from the employer, opportunity to increase prestige and income and job security.

(Editors' Note: Full reports on the above speeches will appear in coming issues of Billboard.)

Some will argue that the convention business sessions were jammed and animated because a wrath-like go-go dancer known as Vendor popped up at unexpected times during the meetings.

No. Vending management hooked to the sessions for vital leads to development of route men who will make maximum money with all those dazzling new machines that were shown off in Convention Hall.

Deborah Making Juke Box Films

PHILADELPHIA—Fran Williams, head of Deborah Television Productions, has announced that his company has made a full-scale entry into the production of color sound motion pictures for the new cinema-juke boxes.

Williams stated that he has films products complete and available to manufacturers and operators. His firm plans to market film products to independent operators as well as to the various unit manufacturers.

Deborah is reportedly negotiating film production contracts with David Rosen, Inc., manufacturer of the Filmophone-Diskophone video juke box, and with Telt-a-Phone, Inc., manufacturer of the Scopitone unit.

Deborah has set up extensive film production facilities in Philadelphia and is planning a major production module for the new cinema juke box field.

Tax Law Test  
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machines, but the State decided to change that. If all products were subject to the tax, there would be no difficulty. But, when exceptions were made for certain commodities, the problems appeared.

Mille and colleagues are confident that things will get better. "We feel we have right on our side in this matter," she said. "We are planning to institute legal action as soon as possible. In this respect our meeting was not unsuccessful. We now know what steps we are going to take."

Two-Day Meeting In South Dakota

HURON, S. D.—The next convention of the Music and Vending Association of South Dakota will feature business forums on background music and vending on Nov. 14 and on music and games on Nov. 15. The meeting will be held here at the Inn.

State operators planning to attend should contact association president Darlow Maxwell, secretary-treasurer Earl Porter or directors Tony Ratliff and Ron Manolos, hosts for the regular quarterly meeting.

A general meeting of the membership will be held at 1:30 p.m. on Nov. 15. A banquet and dancing are scheduled for Monday night.

The association directors plan to meet in Pierre with counsel on Nov. 8 to map legislative plans.

Coinmen at Convention

SEEBURG NATIONAL PROMOTION MANAGER Stanley Jaronck (right) signs up distributor Oscar Parkoff (left) for some extra-convention activities.

TRADE REPORTERS were everywhere present. Here Vend Magazine's Jeanne Gabor questions Sam Gersh (right) of Atlas Music Co., Chicago, about the Rowe AMI line.

OUTSIDE EXHIBIT HOURS, major distributor familiarization session during off hours.

LIKEWISE, Rowe AMI has called its distributor familiarization session during off hours.

AND THE STRAIN eventually begins to show. Rock-Ola Manufacturing ad manager George Hinckle looked a little weary as the third exhibition day commenced.

October 30, 1965, BILLBOARD
VIVE LA DIFFÉRENCE

- One difference between the Wurlitzer Model 3000 Phonograph and all competitors is the Golden Bar. Press it, after depositing a half dollar or two quarters, and you get a pre-determined number of pre-selected top tunes or location favorites. The Golden Bar makes a big difference in the number of half dollars a Wurlitzer 3000 takes in—and a whale of a difference in the total earnings. To see and hear many more differences offered by the Wurlitzer Model 3000, visit your Wurlitzer Distributor.