

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Club Picture Sharpens as RCA, Capitol Add Labels

By MIKE GROSS

NEW YORK — The record club picture is becoming more competitive than ever with several major labels aligning on different club fronts. London Records catalog has been wrapped up by the RCA Victor Record Club and last week MGM Records gave the nod to the Capitol Record Club.

Both the Victor and Capitol clubs began to scout for ties with other labels after the Federal Trade Commission had exonerated the Columbia Record Club in October 1964, of accusations of monopoly and control of the record market via exclusive licensing of outside labels. The Columbia club, at that time, had been handling album product from such labels as Warner

Bros., United Artists, Mercury, Liberty, and Vanguard. The FTC decision virtually gave the green light to the other clubs to go after other record companies.

Among the important ties made by the Victor club were with Decca Records and Deutsche Grammophon. The Capitol club, meantime, had tagged ABC-Paramount Records
(Continued on page 12)

Country Television Programs Enjoying Coast-to-Coast Hayride

By CLAUDE HALL

NEW YORK—As the result of several new syndicated half-hour country music TV shows just launched, there are now a total of 14 being seen in major cities coast-to-coast. At least six more shows are being planned for syndication before the end of the year, including "American Swingeround," the successful Chicago country music TV show hosted by Chris Lane. Negotiations have not been completed on the "American Swingeround" show, but it is expected the show will be handled by ABC Films out of Chicago.

The increase in these country music shows comes on the heels of a boom in country music

radio stations and a peak period in country music record sales. The shows are seen in nearly every major market except New York, but one show is presently negotiating to enter the New York market. The shows are all half-hour, and generally feature one or two big stars as regulars, plus one or more guests per show. Among the older shows are "The Flatt & Scruggs Show"—twelve years; "The Porter Wagoner Show"—five years; "The Arthur Smith Show"—four years; "The Wilburn Brothers Show"—three years.

New Shows

Newly introduced shows include "The Ernest Tubb Show," "Music Village" starring Wanda Jackson, "The LeRoy Van Dyke Show," and "The Grand Ole

Opry." In addition, "The Billy Grammer Show" and "The Bobby Lord Show" are relatively new. "The Carl Smith Country Music Hall," presently seen on network in Canada, is considering U. S. syndication. (See chart, page 53.)

A. O. Stinson, president and general manager of Hal Smith TV Programs Inc. which just launched "The Ernest Tubb Show," said he was negotiating for more and hoped to have two more in syndication by the end of January. These will be country music shows similar to the Ernest Tubb show.

The Tubb show, he said, was either running or committed to start in 15 markets, and he hoped to have it placed in 30
(Continued on page 53)

WB-Reprise Drive on Sinatra Spans From Here to Eternity

HOLLYWOOD — Warner Bros.-Reprise unveils its most extensive and expensive campaign this month to celebrate Frank Sinatra's 25th anniversary in show business and his 50th birthday. For what is turning out to be a "Sinatra Year" based on several national magazine and television specials (Billboard's in-depth "The Frank Sinatra Report" appears in next issue), Reprise releases

two new albums by its leader, "My Kind of Broadway" and "Sinatra: A Man and His Music," the latter in regular and limited edition de luxe packages. Wholesale estimates run as high as \$2 million on the two new packages alone.

The company is also emphasizing Sinatra's catalog of 14 albums through Dec. 24, 12 days after he reaches the half-century mark.

November has been designated Sinatra Month by the Burbank company, which has thrown its entire sales and promotional organizations into the program. A blanket coverage of AM-FM radio has been planned, with 3,000 stations obligating themselves to spotlight Sinatra material on Nov. 26, designated National Frank Sinatra Day.

In addition, national promo-
(Continued on page 10)



REPRISE RECORDS launches the biggest promotion in their history—"This Is the Month of Sinatra"—to celebrate the 25th Recording Anniversary of the man often called "the greatest popular voice of our generation." (Advertisement)

DEPARTMENTS & FEATURES

Hot 100 Chart . . . Page 30

Top LP's Chart . . . Page 32

→ Other Music Pop Charts

Breakout Singles52

Breakout Albums40

Hits of the World28

Hot Country Singles42

Hot Country Albums42

→ Record Reviews

LP Reviews72

Single Reviews18

→ Music Record News

Country Music42

Classical Music Chart48

Int'l News Reports20

New Album Releases50

R&B Music58

Talent57

Top 40 Easy Listening16

Top Sellers Chart14

→ Departments

Audio-Video59

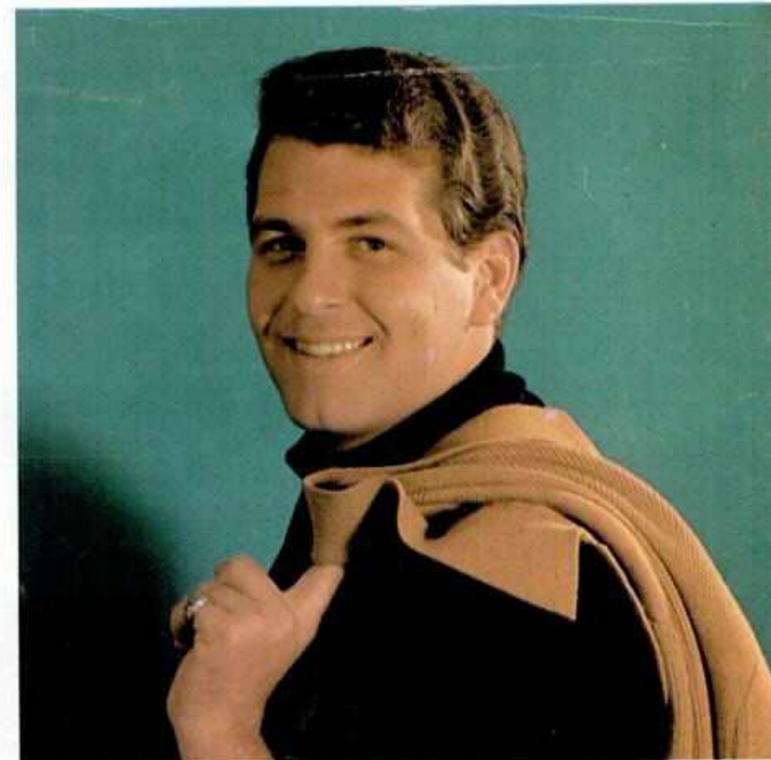
Bulk Vending61

Coin Machine Operating63

Radio-TV Programming53

Buyers & Sellers

Classified Mart60



PHILADELPHIA BORN LEN BARRY, without question the hottest new talent to come along this year, has been burning up all the best-seller charts with his Decca single "1-2-3." An album of the same title has just been released and is expected to more than equal the great popularity of the single record. Barry recently appeared on NBC-TV's "Hullabaloo," and will soon be seen on a full schedule of network TV shows from California, including "Shindig," among others. He leaves for a 15-day tour with Sonny and Cher, commencing Nov. 12. (Advertisement)

(Advertisement)

NEXT WEEK

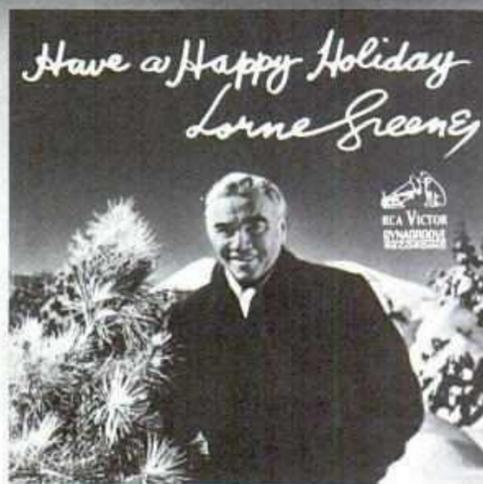
SINATRA'S 25TH!

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that make dollars & sense*



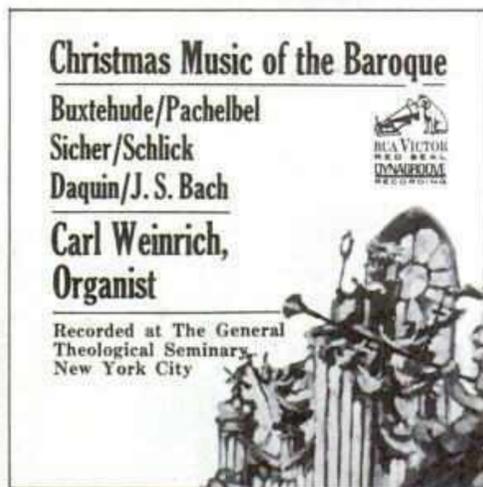
Franchi sings 13 superb selections that capture all the Yuletide spirit. "Ave Maria," "The First Noël," "Buon Natale." In Dynagroove sound. LPM/LSP-3437



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RCA Victor
The most trusted name in sound



RCA VICTOR debuted the original Broadway cast album of "On a Clear Day You Can See Forever" with a cocktail-buffet party at New York's Americana Hotel last week. Shown here, left to right, are composer Burton Lane, leading man John Cullum, Mrs. Lane, and George R. Marek, RCA Victor vice-president-general manager.

Tape Player Putting T-Birds Out Front

NEW YORK—Ford's Stereosonic tape player is developing as the most popular product option since the advent of air-conditioning. That's the opinion of Donald N. Frey, Ford vice-president and division general manager who cited the fact that one of every five Thunderbird buyers is ordering the tape cartridge player and that the cars were selling at a record rate.

The Thunderbird installation rate of the player already exceeds the installation rate of Ford air-conditioners in the first three years of availability. "If there is that much enthusiasm for a so-called 'luxury' option like an air-conditioner, we are

very excited about the outlook for the much less expensive Stereosonic tape player unit."

Customers ordering the tape player unit now have a choice of 158 of the 175 stereo eight titles issued by RCA Victor. Meantime, RCA Victor is tooling up to double its tape library in the next year.

In the Billboard story last week concerning the Lear Jet Corp. taking exception to an Earl Muntz statement that he had a deal with Lear, it was inadvertently reported that RCA had 36 stereo eight packets in its initial release. RCA Victor issued 175 selections in its first release last month.

UA Projects Sales of 1.5 Mil. in 'Preemies'

NEW YORK — The special projects division of United Artists will sell 1.5 million premium records in its first year of operation. That's the projection of Alan Douglas who set up the new operation in September.

In the past couple of months, Douglas has worked out premium deals with General Foods,

Maxwell House Coffee, Green Giant, and a tie-in with Frito-Lay, a subsidiary of Pepsi-Cola. Upcoming is a record premium deal for Instant Maxwell House Coffee.

For the premium disks, Douglas has access to the United Artists Record catalog and its important backlog of motion picture soundtracks. He says that the advertising agencies are now calling him for assistance on their premium problems because he can also tie in the facilities of UA's film and TV facilities, as well as the disk division.

The special projects department was set up to generate subsidiary income from new properties and existing catalog through premium records, merchandising ties and other outlets.

Irv Biegel to Head Maltese

DETROIT—Maltese Records has been formed here, with Irv Biegel, formerly singles sales director of Motown Records, at the helm. The label's first two releases are "This Is Our Day," with The Dolls, and "Let's Get Into Something," with the Perigents.

A First for Nashville: BMI Parley

By ELTON WHISENHUNT

NASHVILLE—Field representatives of the broadcaster relations division of BMI are holding their annual meeting in the BMI Nashville office this week for a first-hand view of Music City U.S.A., first time the group has met in Nashville.

The meeting, held annually, is usually in New York.

The representatives, who arrived Saturday (6), will hold meetings through Wednesday (10). They will be addressed by various BMI officials, including newly elected BMI President Robert Sour, to bring them up to date on the industry here and developments in BMI.

Sour was scheduled to attend the sessions Tuesday and Wednesday (9-10). Other speakers are Mrs. Theodora Zavin, vice-president in charge of publisher relations; Mrs. Frances Preston, vice-president of BMI's Southern office, Nashville; Russell Sanjek, New York, vice-president in charge of public relations, and George Gabriel,

vice-president in charge of non-broadcaster activities.

Paul Walsh, executive assistant to Justin Bradshaw, vice-president in charge of broadcaster relations division, will conduct sessions earlier in the week.

Bradshaw, in announcing the meeting, said the field staff members represent BMI with the users of music in radio and TV broadcasting in all 50 States and U. S. possessions.

He said BMI has performing rights agreements with 3,936 AM, 1,169 FM and 575 TV stations throughout the nation, a total of 5,680 licensees. The field representatives work directly with the broadcasters.

Appropriate Setting

Bradshaw said since an average of more than 80 per cent of the radio programmed fare by today's broadcasters is devoted to music, "it is especially appropriate that the meeting be held in Music City, U.S.A."

"It is the opinion of the BMI broadcaster relations representatives that country music has now budded into major markets

throughout the country and will reach full bloom in the next 12 months, with many stations converting from their present music programming formats to 100 per cent country music."

Field representatives attending the meetings:

Paul Bernard, Houston, Tex.; Dick Crans, Houston, Miss.; Turner Cook, Portland, Ore.; Graeme Fletcher, Los Angeles; Way Fullington, Indianapolis; Charles Halteman, Chicago; Jack Kerrigan, Des Moines; Anthony Koelker, Atlanta; Al Marlin, Topeka, Kan.; Lin Pattee, Burlington, Vt.

All Veterans

Bradshaw said all were veteran broadcasters who had spent many years in broadcast programming, production and management. They attend broadcaster meetings in the States they represent and work directly with the broadcasters, he said.

The representatives were taken to the "Grand Ole Opry" by the BMI Nashville office, on tours of record companies and to meet various writers and publishers.

Maxin on Today's Record Scene: A Potpourri of Musical Cultures

By PAUL ACKERMAN

NEW YORK—Today's music business is marked by an interplay of musical cultures, with rhythm and blues, country and western and folk material all contributing to a pop product which is richer than it has ever been.

Such is the opinion of Arnold Maxin, head of The Big Three. Maxin, who has had a varied and rounded experience in all



ARNOLD MAXIN

phases of the music business (he was lately president of MGM Records and many years ago he was a trombonist with Charlie Barnet, Tex Beneke and many other bands), reminisced: "The most important music developments of our generation have come from the 'roots'; I welcome all the material I can get from these sources, for it is from these sources that we will obtain the standard of tomorrow."

Maxin added that he had recently acquired a portion of the catalog of John Lee Hooker, noted blues artist and writer, who is now under contract.

(Continued on page 58)

EXECUTIVE TURNTABLE

Happy Godday to vice-president of the Richmond Organization. Since joining the publishing firm six years ago, he has served as a general professional manager.

Tom Berman to post of pop artists and repertoire producer at RCA Victor specializing in the field of comedy albums.

Lor Crane promoted to producer pop artists and repertoire at Columbia Records. He'll be responsible to William P. Gallagher, Columbia vice-president, for record artists as assigned and developing album ideas and new artists.

Tom Wilson to head of pop recording division for MGM Records, New York. He replaces Danny Davis, now a&r producer for RCA Victor Records. Wilson was formerly with Columbia Records; he produced the "Like a Rolling Stone" Bob Dylan hit.



BLOCK

WILSON

Gene Block named national sales manager for Warner Bros.-Reprise Records. Block joins

London 'Imports' Plan Bypasses Distributor

NEW YORK — London Records has announced a new policy of selling its "Imports" catalog directly to the dealer. This is precedential, for London has always gone through distributors. The new move is applicable only to the "Imports," and this product will be sold

WB Nov. 15 after 11 years with Columbia, the last eight as Western regional sales manager.

Gail Lazurus to head up East Coast liaison for MGM Records in their new deal with the Capital Record Club. Jesse Kaye, vice-president in charge of MGM's West Coast operations, to head up the West Coast liaison activities for the club.

Danny Fortunato, former New York branch manager for Liberty Records, to director of singles sales and promotion for Musicor Records.

Theodore Halmos as president of Continental Records. He replaces Donald H. Gabor, who resigned. Gabor founded the budget line 25 years ago.

through authorized factory representatives and mail.

London is kicking off the program with one of the largest releases in its history—85 albums. These are drawn from L'Oiseau-Lyre, Telefunken's Das Alte Werk series, Argo and the Societe Francais Du Son. Year-round price to the dealer on this merchandise, whose catalog price is \$5.79 per mono-stereo LP, is \$2.95. This is based upon 37 per cent less 10 per cent.

The London "Imports" catalog now constitutes 405 titles, with material drawn from England, France and Germany. Argo includes music, poetry, literature and drama from the British Isles; Germany is represented by Telefunken's Das Alte Werk series, which includes remote and forgotten musical areas, and the Historic series, a collection of performances now available for the first time; through Societe Francais Du Son, London makes

(Continued on page 48)

Midtown Launches

NEW YORK — Turntable Records has launched a subsidiary label, Midtown. Artists are being signed for the new label, with first releases set this month.

COPYRI'T FEES GO UP NOV. 26

WASHINGTON—New higher copyright fees have been signed into law. Effective date is Nov. 26, 1965. From that day forth, registry fees will go from \$4 to \$6 and renewals from \$2 to \$4, with comparative small raises for other copyright office services. Record manufacturers will pay \$3 for notice of use, and \$3 for "notice of intent to use," a category which is expected to disappear with passage of the copyright revision bill. Entire copyright catalog will go from present \$25 total to \$75. Individual catalog prices such as the music entries will be determined by the Register.

Monument Expands; Weiss Set

HOLLYWOOD—In a significant expansion move, Monument Records of Nashville has appointed international music expert Bobby Weiss as vice-president and director of its new international division. Weiss leaves Rogers & Cowan, a public relations firm, to handle all global affairs for the Fred Foster helmed record companies: Monument and Sound Stage Seven labels plus the Combine, Vintage and Music City publishing firms.

Weiss will be headquartered here and will set up a European office in either London or Paris, communicating from the U. S. to Europe, the Orient and South America.

One of the first moves Foster and Weiss will make will be to strengthen Monument product abroad and to open its own publishing firms in various countries.

Global Activity

Foster and Weiss will launch a new phase of global activity for Monument with Weiss acquiring masters and copyrights for foreign sublicensing. Weiss plans bidding for TV and motion picture soundtracks from his West Coast office. He will handle foreign marketing of all Monument product and publishing activities.

The two executives are preparing their first joint overseas trip to England, Europe and the Orient to review foreign licenses plus meeting with show-business firms to solidify future arrangements.

Foster cites Weiss' 13 years of international experience, stating his in-depth knowledge of the foreign record and publishing business would enable the company to create the world growth pattern he has long had in mind.

Foster recently entered into a tie-in with Playboy Magazine whereby he acquired world rights to an LP "Once in a Blue Moon," featuring Jimmy Janus, produced by Playboy publisher, Hugh Heffner. Jimmy will assist in working on global release of this package.

Weiss pioneered in overseas representation of American disk-publishing combines, having been the first American resident abroad for Capitol Records in 1952. He remained in Europe with Capitol until 1957, when EMI bought the company and Weiss moved to global publishing activities with Edwin Morris as international manager for two years. In 1959 Warner Bros. Records signed him as international director, a post he held until he switched to independent global consultation last year. Last January he joined the p.r. firm.

Everest-U.K. Decca in 'Certain' Product Deal

HOLLYWOOD—Everest and British Decca have concluded negotiations allowing the local firm to lease "certain" of its classical products for release in the U. S. and Canada.

The first product will be released about Dec. 15 and will be issued on the Everest Classics logo. Initial releases offer Ferde Grofe conducting his own "Atlantic Crossing," violinist Chris-

tian Ferras; Edward Von Beinum and the Amsterdam Concertgebouw, Anthony Bernard and the London Chamber Orchestra plus a three-record set of 15 and 16-century baroque operas produced by the Intimate Opera Society.

While admitting this was not the strongest material, Solomon said this first venture was his "pilot" experience and trusted he would be offered more appealing titles in the future. The records were cut about five years ago and released in Europe.

This was approved by Sir Edward Lewis, chairman of the board of British Decca.

Negotiations took two years, Solomon said, with Sir Edward Lewis signing the pact and Miss Mimi Trepel working on contract details in British Decca's New York City office.

Today's Tunes Filled With Goodies: Tepper-Bennett

NEW YORK — "Plenty of good songs are being written today, and the trend is unmistakably toward good songs."

This is the opinion of Sid Tepper and Roy Bennett, veteran songwriting team. Tepper and Bennett, who started as professional clefters in 1946 when Sidney Mills signed them to an exclusive Mills Music contract, have penned a flock of great standards such as "Red Roses for a Blue Lady," "Naughty Lady of Shady Lane," and many more. Currently the team has the new Elvis Presley single, "Puppet on a String." They also have an upcoming single by Robert Goulet.

Bennett noted: "We wrote about 40 songs for Presley's films, but this is our first single." He also noted that he and Tepper have penned six more tunes for three upcoming Presley films.

Speaking of the changes in the music business and the changing tastes of music buyers, Tepper said: "A writer must be able to adapt himself to the demands of the time. He must be sensitive to the pulse of the public. That is why we have written all types of material, including children's material and country songs."

Continuing on the theme regarding the quality of today's material, Bennett added that the Beatles' songs, for instance, shape up as very good songs.



TEPPER AND BENNETT

"A writer today," Tepper added, "can make more money than ever before because of two factors: the internationalization of music business, which provides a world market, and the growing album business." As an example of what the album business means to writers, Tepper pointed out that songs written with Bennett are now represented in some 40 albums—from Andy Williams to Duke Ellington.

Sidney Mills gave the team its start, Bennett stated: "Now we have one of our songs published by Sidney, 'Christmas Child,' in a Burl Ives album, 'Holly Jolly Christmas' on Decca.

Col. Releases Pursell's 3d

NASHVILLE—The third album of Bill Pursell, who studied to be a concert pianist but changed his mind and is now the most active recording musician in the country music capital of the world, was released by Columbia last week.

Titled "A Remembered Love," the album was arranged, conducted and starred in by Pursell, who also wrote one of the tunes, "Blues for Julie."

Pursell, who is in constant demand for recording, has probably played on more Nashville recording sessions and perhaps appeared on more hit records than any musician here. He has been recording since 1960 and has played behind such stars as Burl Ives, Marty Robbins, Johnny Cash, Bobby Vinton, Eddy Arnold, Jimmie Rodgers, Anita Bryant, Brenda Lee and scores of others.



BILL PURSELL

Pursell, native of Tulare, Calif., studied under the late Elizabeth Simpson at Berkeley, Calif., at Peabody Conservatory of Music, Baltimore, and took BA and MA degrees at the Eastman School of Music at the University of Rochester.

In 1956, just before getting his doctor's degree in music, he decided the classical concert stage was not for him and he hit the road with an r&b trio. He ended up in Nashville and recording

'FIDDLER' OVER \$ MILLION ROOF

NEW YORK—The RCA Victor original cast album of "Fiddler on the Roof" has passed the \$1 million sales mark and has been certified by the Record Industry Association of America for the Gold Record Award. The album was released in Oct. 1964, and the show is now in its 59th week on Broadway.

We'll Quit: NARA Group

NEW YORK — Several members of the executive board of the National Association of Radio Announcers are demanding that the organization follow through with its promises to "brighten its image" or they will quit. The r&b group met here last weekend and besides the image question topics included the possibility of hiring an executive manager, the scholarship program, a New York charter, and a selection of a chairman for the charter, the appointment of various committees and the next convention. Many record company officials were involved in the meetings.

The adding of dignity and luster is one of the campaign promises of the slate of officers elected at the annual convention in August held in Houston. NARA President Ed Wright of WABQ, Cleveland, said Friday (5) that he felt the weekend meetings would be the turning point toward a new image for the organization. Among those who attended the meetings were Mrs. Novella Smith of KPRC, Houston; Jack Gibson of Tamla-Motown Records, Detroit; Ken Knight of WRHC, Jacksonville, Fla.; John Richborough, WLAC, Nashville, and Clarence Avant, head of Avant Garde Enterprises, New York.

work because he was tired of the road.

He averages seven to 14 sessions a week (three hours each). He describes the Nashville sound as "spontaneous creativity." Don Law, Columbia a&r chief for country artists, heard him on a session in 1962, predicted "he'll be a great artist" and signed him. Law, and other a&r men, credit

(Continued on page 16)

NEW YORK—John Gary, RCA Victor recording artist, has filed suits against MGM Records and Cameo/Parkway Records. Gary is seeking a temporary injunction, pending litigation, against the two labels. The suits, filed in New York Supreme Court, allege that the defendants released albums of songs by him without authorization.

The records involved are "John Gary," released on Metro, an MGM budget line, and "An Evening With John Gary," on Cameo/Parkway's Wyncote label. The suits charge that the sides on both albums are the same.

According to the suit, the masters were sold to MGM by Ted Black, and to Cameo-Parkway by Ted Black and Ronnie Eden. Gary claims he made most of the sides as demos for Black when Black was professional manager for Miller Music.

The suit says that some were made with live musicians, while on others were overdubbed vocals on band tracks recorded by Black in England.

Gary charges that he had granted no one authority to release the sides or lease or sell them for commercial use.

Amy-Mala-Bell Locks Up Deals

NEW YORK — Amy-Mala-Bell Records this week wrapped up several production and distribution deals.

F.G.G. Productions is providing A-M-B masters, with the first release "Stand By Me," with Little Eva.

Goldwax, a Memphis-based label previously by Vee Jay, is now distributed by A-M-B. Artists on the label include the Ovarions, O. V. Wright and James Carr.

The label also acquired the master of "No Man Is an Island," with the Van Dykes.

Marks Penning GE Spectacular

NEW YORK—Johnny Marks is writing the music and lyrics for a TV spectacular being produced by Videocraft for General Electric. It will be shown next fall.

Marks wrote last year's "Rudolph, the Red-Nosed Reindeer" television spectacular, which will be rerun on NBC on Dec. 5. Decca has made an album of the show.

Billboard

Published Weekly by

The Billboard Publishing Company
2160 Patterson St., Cincinnati, O. 45214
Tel.: 381-6450

Publisher

Hal B. Cook ... New York Office

Editorial Office

165 W. 46th St., New York, N. Y. 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

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Vol. 77 No. 46



Two Natural Hits...

1. Simon and Garfunkel

4-43396 "The
Sounds of
Silence"



2. The Statler Brothers

"Flowers on
the Wall" 4-43315

This One



00DB-2A9-R5PD

On COLUMBIA RECORDS Naturally!

Columbia Records makes history on November 28th. You'll be part of it!

Smash-Fontana Set Hot Pace; Record Net of \$6.5 Million Seen

By RAY BRACK

CHICAGO—The spectacular growth rate of Smash-Fontana Records will carry the Mercury Records dual-label subsidiary to a \$6.5 million net profit this year, product manager Charles Fach disclosed last week.

The four - year - old labels, founded on a tentative basis by the parent firm, have been doubling their net every year. Profits hit \$1.3 million in 1963 and \$2.8 million last year.

The 1965 net well surpasses a projection of \$6 million made by Fach in May on the basis of strong first-quarter sales. "The company's performance," he said last week, "is way ahead of our original five-year projection."

The latest fiscal announcement from Smash-Fontana came on the heels of Fach's prediction that the company's new six-album release—which includes a "Golden Hits" album by lucrative Smash property Roger Miller—would hit the \$1 million mark in sales during the first 10 days off the presses. "We more than exceeded that goal," Fach told *Billboard*. Album by Smash artists Jerry Lee Lewis, James Brown and Charlie Rich and Gloria Lynne and a Scandinavian vocal group called Gals and Pals were also in the fourth-quarter release.

Reasons for Growth

Three reasons were offered by Fach for the company's continued rapid growth:

"First, he said, 'we have the product. In addition to Roger Miller, Charlie Rich, Jerry Lee Lewis and Gloria Lynne, we

have had great success with such English acts as Wayne Fontana and the Walker Brothers. And now we have the Silkie.

"The second reason is our personnel: A&R men, promotion men and distribution people, domestically and overseas." He singled out New York A&R specialist (and Mercury vice-president) Shelby Singleton, Nashville A&R man Jerry Kennedy, their counterparts Johnny Franz and Jack Baverstock with Philips of England, Smash national promotion manager Allan Mink and Fontana national promotion manager Lou Dennis.

Like Fach, all the above mentioned are products of the Mercury organization. Fach moved to head Smash-Fontana from three years' experience with Mercury as Eastern regional and then national promotion manager. Dennis and Mink moved from local—then regional—post to their current positions.

Key Reason

"And the way we've promoted and exploited our artists is the third — and perhaps — key reason," Fach declared. "We were one of the first labels to utilize Top 40 radio advertising. We were the first to employ reprints of four-color *Billboard* ads as promotional mailing pieces."

Smash-Fontana has also utilized in-store display material and sales incentive drives extensively.

Shortly after its organization, Smash-Fontana released Joe Barry's "I'm a Fool to Care," the label's initial hit. Followed a lengthy string of releases that achieved No. 1 chart status, including Joe Dowell's "Wooden

Heart"; "Patches," by Dickie Lee; "Hey, Baby," by Bruce Channel; the Angels with "My Boyfriend's Back," Roger Miller's "King of the Road" and "The Game of Love," by Wayne Fontana.

"This has been Roger Miller's year," Fach said. "He's won all the awards. And I think we have another artist capable of repeating Roger's feat next year. I'm referring to Charlie Rich."

He added that company plans for discovery and development of at least two artists of major stature in 1966. "With this new talent, we expect another substantial increase in volume next year. Record for record and man for man, I feel we are the strongest company in the business."

A Star-Studded Array of Talent Decorates the Campus Greenery

NEW YORK—Folk Music lovers, according to Talbert Bacon of the Dartmouth Book Store, Hanover, N. H., buy albums of their favorite artists as soon as they come out, so sales of old product didn't increase much after an appearance Oct. 9 at Dartmouth College by Peter, Paul and Mary. But he sold 50 of their new albums, although he figures he would have sold the same amount regardless of the concert, according to *Billboard* correspondent Peter Wer-

THE JAZZ BEAT

By ELIOT TIEGEL

Inside the 'In' Crowd

The "In Crowd" has done many things for Ramsey Lewis and his trio. As a result of the smash single and album, the trio estimates its yearly income will triple this year. The three gentlemen from Chicago intend to form their own production company and also to handle new unknown artists.

"Before you make it," Ramsey remarked recently in Los Angeles, "you try to think about what other people think of you. You have that feeling of insecurity. You have to do things that can bring home the bacon. When you make it, you're not as reluctant to make decisions about your career. I know there are 500,000 people who believe in my career. The Internal Revenue boys will also say I'm safe. Standing-room-only signs tell me I can relax . . . just a bit. For there's another Ramsey Lewis trio someplace that will be hot next year."

Lewis says he's preparing for that possibility by building steadily and not hanging onto any fads. Within the past year the trio has played a score of benefits for high school scholarship funds. Lewis is grooming these teen-agers because they represent the market he wants now that he's had a taste of popville.

When a jazz artist makes the pop charts, he is often hit with
(Continued on page 8)

Musictapes in Unity Bid

By RAY BRACK

CHICAGO—Musictapes President Peter Fabri here last week called for standardization in auto tape cartridge systems before "we confuse the customer and butcher the market." He said his firm soon will be issuing product in the Lear 8-track cartridge, provided "cross-talk" and other engineering obstacles can be overcome.

Fabri, whose four-year-old firm boasts a library of 400 reel-to-reel and 600 auto-cartridge tapes utilizing the 4-track Fidelipac system, did not favor any one system as the one to become the standard. "It doesn't matter to me whether we all agree on Fidelipac, Lear or Orrtronic," he declared, "just so we get together and eliminate the confusion for dealer and customer. In fact, we will be making Lear 8-track tapes available ourselves as soon as we are satisfied with the quality of reproduction."

The Musictapes 8-track cartridge or automobile is in development, Fabri said, by T.D.C. Electronics of Omaha, national distributor of Musictapes auto cartridges and pioneer in cartridges for radio station use. T.D.C. President Leo Colvin told *Billboard* that his 8-track stereo tape cartridge for automobile use will be ready "some time around the first of the year." The unit is to be compatible with equipment which plays the Fidelipac 4-track stereo cartridge.

Colvin expanded on Fabri's concern over the many different car cartridge systems by pointing out that at present there are at least eight non-compatible

systems in use today. These, he said, include the 4-track stereo and monophonic cartridges by Fidelipac; the Lear 8-track stereo cartridge; the Orrtronic 8-track stereo and monophonic cartridge; the RCA reel-to-reel cartridge and a pair of new concepts out of Europe.

"Three years ago, quite by accident, all the tape firms entered the automobile cartridge field with the same idea," Fabri said. "This was 4-track. Earl Muntz was first and we at Musictapes were second. Others entered."

"For the first time it appeared that a mass market had opened up for taped music. What had been predominantly a field for the stereo bug was opened to everyone who likes music while he drives his car.

"But then came Lear with the 8-track cartridge. Suddenly dealers and customers were reading about Lear — and its claims to size and cost advantages. Some dealers cut their orders on 4-track out of caution."

Fabri predicted that the 4- and 8-track concepts will co-exist for some time before one or the other drops by the way. "And if it comes to a pitched battle," he said, "don't be surprised if 4-track emerged victorious. The market for 4-track, developed over the past four years, is strong because the key dealers are strong in this field.

"Yet I want to stress," he said, "that we are flexible enough to go either way. Eight or 4-track could usher us into a pre-recorded tape utopia — if only we get together."

Fabri admitted, however, that he had no formula for achieving agreement in the industry as to what system to run with.

Looking farther ahead, Fabri predicted that when cartridge tape sales account for about 20 per cent of the business done by major record companies, they will assume the marketing of tapes themselves. "With this transition," he said, "we will remain strictly duplicators of music."

New Site for Everest Family

HOLLYWOOD—The entire Everest Records group of labels moves to new quarters in Westwood later this month. President Bernie Solomon said the new Wilshire Boulevard address would place the company close to UCLA where it does much of its classical recordings.

Solomon said the move would take place between Nov. 20 and Dec. 1 and would affect the Everest, Hi-Fi, Counterpoint, Concertdisc, Baroque and Archive of Folk Music lines. Shifting with Solomon will be Lee

Palmer, national sales manager and Solomon's accounting firm, Gert-Solomon Schneider, which handles show business accounts.

The company's three-year lease on its current Vine Street location is lapsing. Departing the Hollywood facilities approximately the same time as Everest will be the Challenge Records, Four Star Music operations. Joe Johnson and Mel Bly of Challenge and Dave Burgess and Johnson of Four Star Music, will move to 9000 Sunset Boulevard, with Everest located at 10920 Wilshire.

ner. The show drew 5,500.

When Glenn Yarbrough performed Oct. 1 at the University of Nebraska, Lincoln, the Record Discount Center had to re-order albums three times. The show, featuring also comedian Biff Rose, drew 3,000. Customers at the Record Discount Center said Yarbrough's "Baby, the Rain Must Fall" album was best, according to correspondent Lynne Morian.

Billboard's network of campus correspondents continues to grow. Latest additions to the force include Allan D. Chlowitz, Transylvania College, Charles J. Bassoline, University of Miami, Fla.; David L. Neidorf, Miami University of Ohio, Oxford; Russell W. Saunders, Whitman College, Washington; Hal Sliker, Bryant College, Providence, R. I.; Randolph M. Lee, Trinity College, Hartford, Conn.; George C. Joachim, Ohio University, Athens, Ohio; Robert E. Wisdom, Arlington State College, Arlington, Tex.; D. Ellis Mueller, Murray State College, Murray, Ky.; David S. Kenig, Penn State University, University Park, Pa., and Jack C. Grochot, John Carroll University, University Heights, Ohio.

Dylan Concert

Hal Sliker reported that a Bob Dylan concert at Bryant College, Providence, R. I., on Oct. 22 attracted more than 5,500 fans. Dylan performed both folk and folk-rock material. The event

was sponsored by WPRO radio station and both Ladd's Music Shop and Beacon Shops in Providence stated no concert was needed to boost sales of Dylan product as he is always a big seller.

The New Christy Minstrels played to s.r.o. 4,200 at Miami University, Oxford, Ohio, Oct. 8; at one point the applause stopped the show for 10 minutes, said correspondent David L. Neidorf. Songs in the show included "Chim Chim Cheree" and "Downtown." The group told Neidorf that they felt live concerts helped boost record sales. Joseph Myers of Myers Music Store, Oxford, said he only sold 20 albums in the two weeks after the concert and "I was very surprised that I sold so few albums. I thought that the Minstrels concert would really stimulate business." Jerry Peters at Follett's Miami Co-Op Book Store said he sold 15 albums, but had been hoping for a better result.

4 Seasons

The 4 Seasons also played to an s.r.o. audience of 4,500 at Miami University on Oct. 2, Neidorf said. They sang "Let's Hang On" during an encore; this is their latest record. Myers Music Store sold six albums immediately following the concert.

Correspondent Sandra Goldfarb at Bridgeport University,
(Continued on page 16)

Decca Earmarks 15 LP's as Dealer Aid

NEW YORK—Decca Records has designed its November release program to assist the dealer in his pre-holiday merchandising. The new product, 15 albums in all, is being issued under the terms of an attractive incentive program, details of which are now available through all Decca branches and distributors.

Featured among the new LP releases are Rick Nelson, the Kingston Trio, George Feyer, Lenny Dee, Sammy Kaye, Charles Albertine and Jonah Jones. In the country field, Decca will be represented with albums by Ernest Tubb, who

was recently named to the Country Music Hall of Fame, Loretta Lynn, Bill Anderson and the Po' Boys and Jimmie Davis. Rounding out the program are LP's by the Texas Boys' Choir, Ninapinta, and selections of the original Broadway production of "Blower Girl."

In support of the program, full-color litho books highlighting all the new product have been prepared as well as in-store window displays and point-of-sale merchandising aids. An extensive consumer and trade advertising campaign has been scheduled to coincide with the dates of the program.

November 13, 1965, *BILLBOARD*



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London Uses Travel Talent as Sparkplugs

NEW YORK — London Records will use the personal appearances of three of its artists in the U. S. to spark its album sales drive this month. The record company is tying in LP's by Mantovani, the Rolling Stones and Caterina Valente

with the artists' current engagement here.

Mantovani and the Rolling Stones are out on national tours and Miss Valente will be at the Royal Box of the Hotel Americana here until Nov. 20. The new Mantovani album, "Mantovani Ole," is already out, and London has "Caterina Valente's Greatest Hits" in its November release package. The new Rolling Stones album will be part of four "blockbuster" specials to be issued this month. The other albums are by Roland Shaw, the Fortunes and Marianne Faithfull.

Also in London's November release are LP's by Shake Keane; two "Phase 4 Stereo" sets, one by Will Glahe and the other by Ronnie Aldrich, and three LP's under the London International banner.

On Hi Records, which is distributed by London, there will be LP's by Bill Black and Ace Cannon. Black, incidentally, died a few weeks ago in Memphis.

Radio Plug Brings Mottola Push

NEW YORK — Command Records will attempt to cash in on the selection of Tony Mottola's "Love Songs Mexico/S.A." album as the feature album of the week on the Jim Ameche Organization's syndicated radio show for the week of Nov. 29. The show reportedly reaches some 300 million listeners throughout the world.

Command has ordered several thousand extra streamers, dividers and easel backs to promote the album, and the label has rushed a single from the album to disk jockeys for air play.

Loren Becker, Command general manager, said the Mottola album will probably be the label's best seller of 1965.

A Correction

HOLLYWOOD — Everest Records has world-wide distribution rights to Baroque Records of Canada product but does not own the label as was previously indicated. Owner Jim Cornfield retains distribution rights in his own country.

Special Offer On AF Catalog

NEW YORK — The Audio Fidelity catalog will be offered to dealers at a straight 15 per cent discount during November, December and January. The offer includes the six new albums released by the label this week.

Only exceptions to the offer are the First Component Classical Series, the Pope Paul album and the Stereo Spectacular Demonstration album.

MGM Bows New Verve Blue Label

NEW YORK — MGM Records is launching a new Verve Blue label for top 40 products. First release will feature Jim Benson. The new label will be for singles. The Verve Black label will continue to feature jazz artists. Separate promotion and sales departments will be set up. Both indie productions and internal productions will be featured on the label. Lenny Scheer, director of single sales and co-ordinator of indie single record production, will work with Creed Taylor, Verve recording chief, on the new label.

Gary Klein Set

NEW YORK — Gary Klein has been set as general professional manager of Chardon Music and Faithful Virtue Music, the publishing subsidiaries of Koppelman-Rubin Associates.

The Klein appointment is part of the Koppelman-Rubin expansion program resulting from its new independent record production deals and the growth of its music publishing and personal management operations.

A Correction

NEW YORK — The first release on Invader Records, the West Coast label which will be distributed by Musicor, will be "Don't Take This Love Away" and "Don't Fight It" by Parrish and Wilde. In last week's Billboard it was inadvertently reported that the first release would be "Tender Lovin' Care" by Damon Avery.

THE JAZZ BEAT

• Continued from page 6

a barrage of nasty criticism from jazz's own "In Crowd." Lewis counters this proliferation by saying: "The jazz critic seems to evaluate purity of art by hunger. The jazz musician that struggles, eats half a meal a day is probably the most sincere musician. As soon as he becomes a bit successful, they tend to think he's forsaking sincerity for prosperity."

Lewis has equally strong thoughts about the listener who turns his ears away when an artist hits the charts. "He's the guy who comes during the week to the club. He doesn't like the crowds on weekends. He sucks a beer—which doesn't help your salary—and probably stands by the juke box so the waitress won't bug him. Along comes your hit and he's no longer a member of a small society. As soon as the masses own you, he doesn't have you all to himself. The squares have you now. Probably the reason this type of jazz fan hasn't deserted Miles or Monk is because of their idiosyncrasies. He can say to a square: 'You don't understand what they're doing.' I've seen all this happen."

Overdo Self-Pride

The pianist thinks jazz musicians help alienate fans by overdoing self-pride. "Maybe it's because of insecurity. They don't want to open themselves up to the public. They fear the masses will say they're no good. They don't want to take the mike and say something for fear the masses will not understand and put them down."

If success brings with it tinges of power, then Lewis has tasted this dogmatism. "One West Coast club turned us down for four years," he said, his eyes fixed sternly. "Just last week they ordered us a fantastic figure." A smile shone on his face. "We turned him down! Where was he when we needed the work?"

While the single brought the trio added respect from college and nightclub bookers, it has not been the golden key to major TV shows. Lewis believes his jazz connotation has hurt him in this area. Yet the association—if indeed top 40 DJ's knew about it—did not hold back radio exposure for the single.

Explains Lewis about the tune: "We looked for a simple melody people could retain in their minds. It had a happy beat and made them want to pop their fingers." As we spoke, the melody floated out of a juke box. "There are some interesting chord changes," Ramsey added. "A sustained C chord for eight bars. . . ." We listened. "It builds up tension. . . . Hear the people? (the audience at the Bohemian Caverns in Washington, D. C.). It caused happiness." What more can be asked of a performer?

By virtue of one single, teen-age America discovered Ramsey Lewis, Red Holt and El Dee Young, three dapper men of music who have been scuffling and paying their dues. They now join Cannonball Adderley and Louis Armstrong in the elite fraternity of jazzmen who have hurdled the invisible barrier between an art form and commercial music.

Party's-Eye View of the Biggest Country Event of the Year



CHATTING AT AN ASCAP party in Nashville during the recent WSM County Music Festival were, from left, Jules Collins of ASCAP, Arnold Maxin of the Big 3 publishing operation, Jimmy Rule of ASCAP, U. S. Congressman Richard Fulton and Mrs. Fulton, Mrs. Ross Bass and Juanita Jones of ASCAP.



ASCAP MERIT AWARDS were presented at the organization's party. From left, Juanita Jones of ASCAP, Jerry Crutchfield of Leeds Music, Billy Edd Wheeler, Jimmy Martin and Bobby Gregory.



LEONARD S. LEVY, vice-president and general manager of Epic Records, presents a four-foot cake in celebration of WSM's 40th anniversary. Assisting him is Nancy Tenant, a secretary for the label.



AN RCA VICTOR RECORDS breakfast in Nashville during the country music festival drew both music industry and radio people. Above, at the main table, from left, Mrs. Chet Atkins; Steve Sholes, vice-president of a&r for RCA Victor; Chet Atkins, manager of a&r, Nashville; Norman Racusin, division vice-president and operations manager, and Joe D'Imperio, division vice-president of a&r.



BACKSTAGE DURING A MERCURY-SMASH-PHILLIPS show during the convention were, from left, Dave Dudley, Jerry Wallace, WENO deejay Ed Hamilton of Nashville and Johnny Sea. The show featured 13 artists of the labels, including Wallace, Dudley and Sea.

WB-Reprise Drive on Sinatra Spans From Here to Eternity

• Continued from page 1

tion manager Joe Smith is lining up major market stations to play at least one Sinatra track each day for a month and for night-time disk jockeys to play Sinatra in depth.

"Sinatra: A Man and His Music," is a two-album, two-pocket set containing highlights of the artist's musical career, with Sinatra narrating interwoven dialog. The package has a suggested \$9.58-\$11.58 retail structure. The title was taken from the Nov. 24 NBC-TV special which is a one-man show with orchestral backing by Nelson Riddle and Gordon Jenkins. The de luxe package LP includes a complete discography, including every song recorded on all labels and a 24-page brochure covering Sinatra the music man.

Discography information was provided Reprise by a Los Angeles collector, Rick Ross, purportedly owning the most complete collection of Sinatra records and tapes in the world. The brochure was penned by the label's editorial director Stan Cornyn.

Over 1,000 Titles

The discography lists over 1,000 titles, relates Reprise general manager Mo Ostin, in explaining that the booklet tells the complete Sinatra story, not just Sinatra and his current affiliation.

The interest in Sinatra the dynamic show business phenomenon was touched off by recent cover articles in Life and Newsweek. Look magazine breaks a

FRANK WANTS TV'ER DITCHED

HOLLYWOOD—Frank Sinatra has withdrawn permission for CBS-TV to air the "CBS Reports" study set for Nov. 16. The program is the first national TV feature on the singer during Warners-Reprise's "Frank Sinatra Month" celebration.

Sinatra's objections were reportedly based on the show's covering subjects other than his entertainment career. The network said the program would be aired as scheduled despite Sinatra's objections.

15-page spread in the Nov. 30 issue, following Billboard's Sinatra Report Nov. 20.

CBS-TV has scheduled its salute to the entertainer on a CBS News Report, "Sinatra: An American Original" on Nov. 16. This show was filmed in Palm Springs with Walter Cronkite hosting.

For the past several weeks the company has watched the Sinatra promotion snowball. Sales meetings were held with the label's 30 distributors to see that retailers provide concentrated emphasis through full-window treatment for the Sinatra catalog and the availability of floor space for merchandising aids.

Mailings Made

The Sears, Roebuck chain is sending out a mailing covering

6.5 million people in 23 markets for the Sinatra month program, said merchandising director Joel Friedman. "The number of people who will be exposed to Sinatra and Sinatra product has to be in the hundreds of millions," Friedman emphasized. The company believes there has never been a more concentrated campaign for any single artist than the hoop-la surrounding "The Chairman of the Board."

The label is prepared "to spend lots of money" in advertising for radio stations which build shows around the new Sinatra anthology album, promotion director Smith said.

Traces Career

This LP traces Sinatra's career through the Rustic Cabin-Harry James-Tommy Dorsey-Paramount Theater-Columbia—"From Here to Eternity"—Capitol-Reprise periods. There is even a never-released performance taped at the Sands in Las

A BREAKDOWN ON WHERE PROMOTIONAL ACTION IS

HOLLYWOOD—Here is a list of ammunition Warner Bros.-Reprise is throwing into its Frank Sinatra Month campaign:

- Displays for the entire catalog, new LP's and thematic counter piece.
- Complete Reprise discography for consumers.
- Ad mats and glossies of all Sinatra album covers for dealer ads.
- Regional TV Guide ads in conjunction with the CBS and NBC shows.
- Promotional mailings to all distribution outlets.
- Co-op ad stipends for local newspaper-radio use and for the purchase of windows and display space in key outlets.
- Three thousand radio stations committing themselves to observe Frank Sinatra Day, Nov. 26, by playing his music.
- LP's provided all FM and college radio stations.
- Sinatra radio sampler along with station breaks cut by the artist.
- Advance copies of new albums to newspapers, magazine reviewers to break in December publications.

Vegas with Dean Martin and Sammy Davis.

Reprise had planned to salute Sinatra's 25th anniversary earlier in the year, Ostin related, but Sinatra suggested the program might be more advantageously tied in with his 50th birthday.

In his career with Reprise, an

estimated \$21 million of Sinatra singles and albums have been sold domestically. This comes to 4.5 million LP's and 2.5 million singles. Internationally, \$7 million worth of Sinatra records have been sold; 1.3 million albums and 835,000 singles.

WHEC Coming on Strong in Influence Race With WHAM

By CLAUDE HALL

ROCHESTER, N. Y. — "Just like the beer commercial, we've gotta be doing something right," said WHEC general manager Glover C. Delancy. The latest Billboard Radio Response Rating survey of the market shows that WHEC is now giving WHAM a run for its money in being able to influence the sale of albums. WHAM is still first, with a hefty 41 per cent of the votes of rack jobbers, one-stops, dealers, distributors, promotion men and record company executives, but WHEC is right behind with 39 per cent of the votes. Last March 6, WHAM had 51 per cent to WHEC's 22 per cent.

The growth of WHEC undoubtedly can be traced to the strength of deejay Ed Meath in the area. Meath took first place among disk jockeys for influencing album sales (see RRR chart, page 54). Last March, he ranked second, tying with Johnny Canton of WHAM. Speaking of Meath, Delancy said, "He couldn't ad lib his way out of a paper bag, but he gives and gives of himself . . . he's

Radio Response Rating Chart on Rochester, N. Y., Appears on Page 54.

involved in multiple charity and civic projects. How he does it and keeps up the pace, I don't know. But he's made himself a continuing part of the community and often speaks or emcees at four-to-five events a week." In addition, WHEC has gone in heavier for promotions in the past few months.

William F. Rust Jr., president and general manager of WHAM, said one of the reasons his stations continues to be the leading power in the influencing of albums is that "we're not a good music station per se. We like to think we program bright, modern sounds without being rock 'n' roll. Basically, we aim at young adult people . . . who've a lot of buying power. I don't think any station in town is playing the type of music we are. We're sort of a pop-side of middle-of-the-road."

WBBF Higher

WBBF is stronger than ever as the major influence on sales of pop single records, the RRR survey shows. Last March, the station had 69 per cent of the votes; this time WBBF turned up with 83 per cent. The station's deejays took all honors with Nic Nickson leading and Jerry Fogel close behind. Nickson, incidentally, is the station's music director and he won a nod, too, for being most co-operative in exposing new records. Sybilla Reber, WSAY librarian, also was lauded by industry people as being co-operative in exposing new records.

WBBF general manager Robert S. Kieve attributed the success of the station to "great good luck." Another factor, he felt, would be the station's "semi-scientific" method of determining its playlist. The playlist is limited and includes six pick hits a week. While no albums are played, the station does program one older tune an hour.

To compile the playlist, the station's staff meets once a

week, often inviting people of the community and advertising executives to drop by to watch the action. A key element in the compilation is the result of listener votes taken daily through the week. Each 3-5:30 p.m., the station invites listeners to call in if they like a number. The votes for each record are tabulated and the top 15 records are automatically on the playlist. Nickson makes this report.

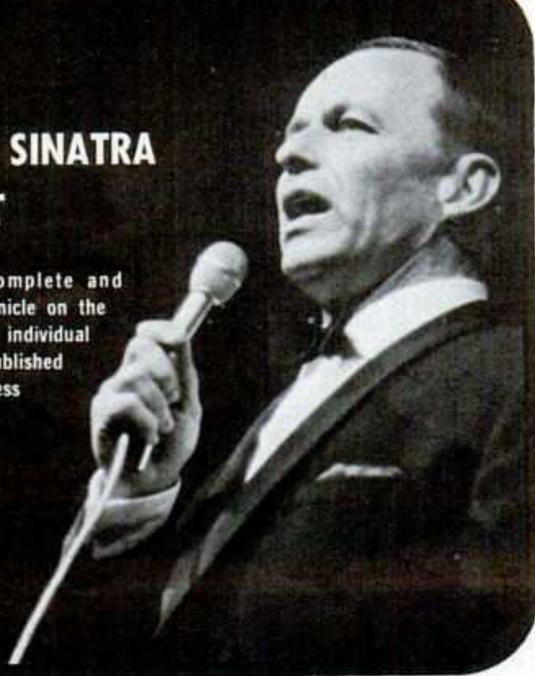
Then other deejays report on any telephone calls they may have had. Postcard from members of the Housewives Club, which numbers some 2,000, are also counted; the wives are asked to write in which three tunes they like best as well as which one tune they liked least. Also figuring into the playlist are local record sales, plus national charts. "We move on or off about six or seven records a week," Kieve said. Finally, new records are played and the staff votes on six new pick records of the week.

In the r&b field, WUFO in Buffalo seems to be the major influence of sales of product in Rochester, earning 77 per cent of the votes, through no deejay showed up with any particular strength. WNYR, with a country music format since the last Billboard survey, took all honors for influencing sales of that product. John Mazer was the leading country music deejay, followed by Chuck Kirk. WBBF-FM was the leading influence on classical record sales, followed by WHAM-AM-FM. New York's WQXR came in strong also in the area.

Greenberg Trip

LONDON—Carl Greenberg, international operations executive for Audio Fidelity Records, is here on the first leg of a five-week European trip to negotiate new representation contracts for the company's European labels.

He will also set up distribution for the company's tape and tape cartridge lines. He will also negotiate for U. S. rights to European masters.



THE FRANK SINATRA REPORT

The most complete and intimate chronicle on the career of an individual artist ever published by the business press.

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Then they've taken the actual voices of noted commentators John Cameron Swayze, Westbrook Van Voorhis and John St. Leger, along with those of themselves, namely Earle Doud and Alen Robin.

You'd think there'd be a law against taking answers out of context and putting them with all-new questions.

There's no law against it at all. But there oughta be a law against any record man who manages to run out of stock of this runaway best-seller.

Be law-abiding. Order the giant one now from CRDC!

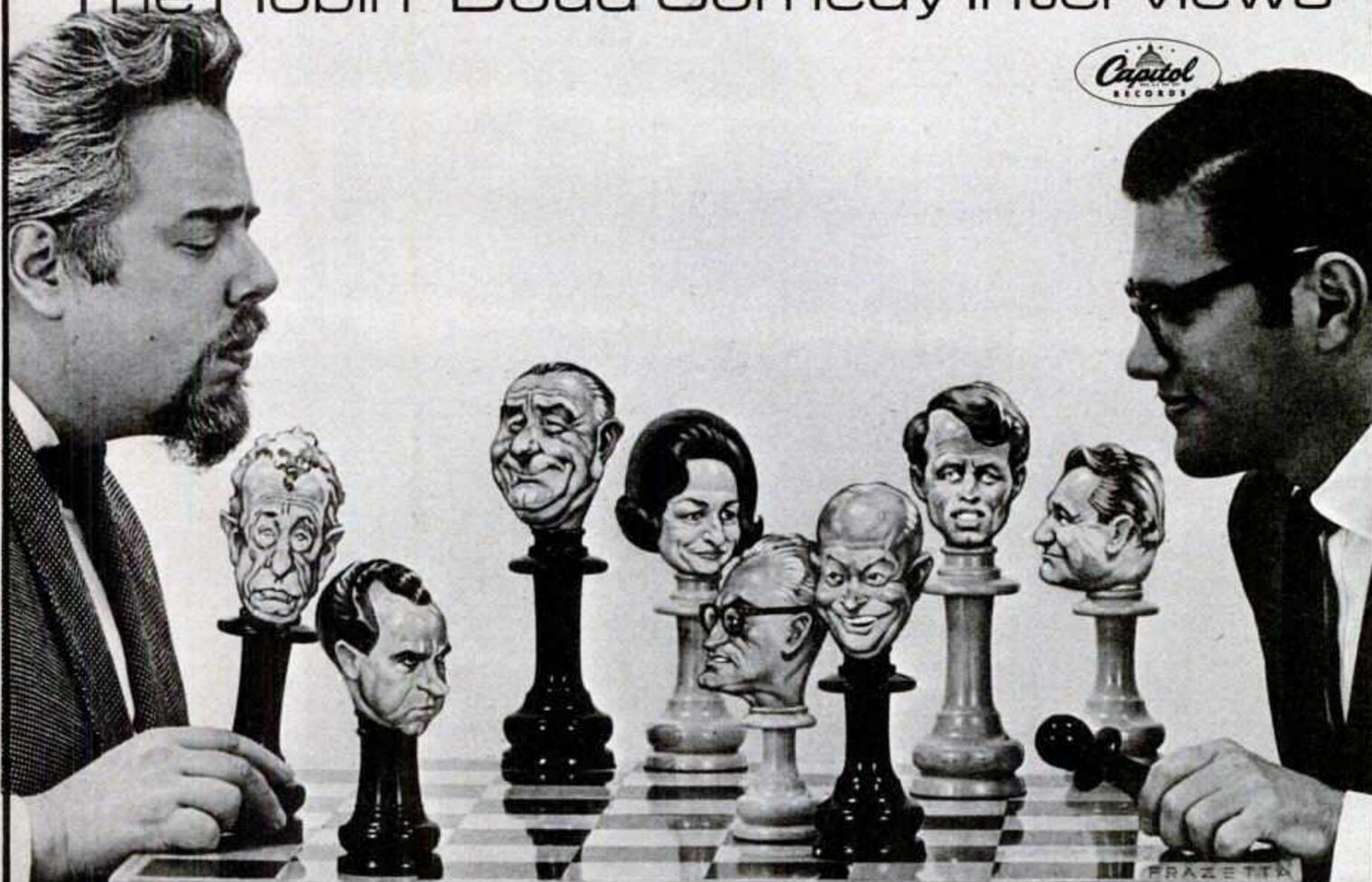


(S)W 2423

NEW IMPROVED FULL DIMENSIONAL STEREO

"Welcome to the LBJ Ranch!"

The Robin-Doud Comedy Interviews



The taped voices you hear on this album are the actual voices of the people being interviewed...and at some time they gave these answers—but never ever ever to these questions!

Club Picture Sharpens

• Continued from page 1

and its affiliated labels such as Command and Westminster.

Tie With London

The Victor club's tie with London gives it access to one of the largest of the recorded opera catalogs as well as a flock of potent pop sellers. London has about 200 items in its operatic catalog which features such names as Joan Sutherland, Ren-

ata Tebaldi, Birgit Nilsson, Nicolai Ghiaurinov, Mario del Monaco and Marilyn Horne.

MGM's deal with the Capitol club includes all product by MGM, Verve and Folkways with the exception of artists whose contract prohibits it. MGM Records President Mort L. Nasatir emphasized that none of the exceptions were significant artists.

A special division to handle

club activities has been formed at MGM-Verve, including liaison offices on both the East and West Coast. MGM artists who'll be available through the record club include Roy Orbison, Sam the Sham and the Pharaohs, the Animals, Herman's Hermits, Connie Francis, Johnny Tillotson, Hank Williams and Erroll Garner, who recently joined the label. Verve artists in the club include Stan Getz, Jimmy Smith, Ella Fitzgerald, Astrud Gilberto and Cal Tjader.

The Columbia club, meantime,

continues to latch on to independent label product as they become hot. A prominent example is Tamla-Motown, which the Columbia club handles on a nonexclusive basis.

Most of the important record companies have already committed themselves to one club or another on an exclusive or nonexclusive basis. A notable exception is Atlantic-Atco Records. The clubs have indicated interest in the Atlantic-Atco product but the firm has yet to commit itself.

YOU'RE ON THE RIGHT TRACK ...WITH 4-TRACK

Last month, thirty-eight thousand 4-track continuous loop tape cartridge players for automobiles and homes were sold.

During this same month, the industry taped and sold more than three hundred thousand 4-track music cartridges for this market.

Some people would like to convince you that no standards exist for the tape cartridge market. Yet every working day, the production and sales of the 4-track cartridge system increases. Already, more than 3½ million 4-track cartridges and four hundred thousand players have been purchased by satisfied customers!

TelePro is pleased to be the major supplier of continuous loop tape cartridges to the automobile and home entertainment industry. In the past two years, TelePro has granted 18 sub-license agreements and assisted a number of small businesses to get started in this rapidly expanding field.

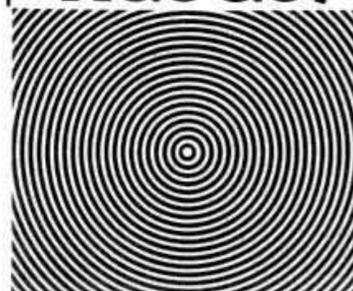
And we'll continue to offer our manufacturing and marketing services to the music industry.

The growth of the market proves it—the right track is four-track.

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Carol Bruce
Red Buttons
Johnny Carson
Joan Crawford
Robert Culp
Sammy Davis Jr.
Henry Fonda
Peter Falk
Eydie Gorme
Barry Gray
Skitch Henderson
Hullabaloo Singers
& Dancers
Alan King
Frankie Laine
Steve Lawrence
Joe E. Lewis
Shari Lewis
NBC Band of Stars
Anthony Newley
Blanche Thebom
Eleanor Steber
Robert Vaughn
Bobby Vinton
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a "heart"
of gold...**



Connie
Francis
sings
**Jealous
Heart**

b/w Can I Rely on You
K-13420



MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

TOP SELLERS IN TOP MARKETS



This chart is based upon territorial sales of the Top 40 single records as reported by retail stores in 15 Top markets.

(TW) THIS WEEK (LW) LAST WEEK

BALTIMORE

TW	LW	Title, Artist, Label & No.
1	5	RESCUE ME—Fontella Bass, Checker 1120
2	2	GET OFF OF MY CLOUD—Rolling Stones, London 9792
3	1	A LOVER'S CONCERTO—Toys, DynoVoice 209
4	4	YOU'RE THE ONE—Vogues, Co & Ce 229
5	7	MY GIRL HAS GONE—Miracles, Tamla 54123
6	10	LET'S HANG ON—4 Seasons, Philips 40317
7	25	I HEAR A SYMPHONY—Supremes, Motown 1083
8	8	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
9	6	LOVE (Makes Me Do Foolish Things)—Martha & the Vandellas, Gordy 7045
10	11	1-2-3—Len Barry, Decca 31827
11	12	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
12	18	MY BABY—Temptations, Gordy 7047
13	9	KEEP ON DANCING—Gentrys, MGM 13379
14	3	YESTERDAY—Beatles, Capitol 5498
15	17	RUN, BABY RUN—Newbeats, Hickory 1332
16	15	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
17	16	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
18	19	HARLEM NOCTURNE—Viscounts, Amy 940
19	29	SEESAW—Don Covay, Atlantic 2301
20	35	BEAUTIFUL GIRL—Joe Graves, Parkway 964
21	—	KISS AWAY—Ronnie Dove, Diamond 191
22	—	ONE HAS MY NAME—Barry Young, Dot 16756
23	—	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
24	23	RESPECT—Otis Redding, Volt 128
25	20	ROAD RUNNER—Gants, Liberty 55829
26	24	MISTY—Vibrations, Okeh 7230
27	28	LET'S MOVE AND GROOVE (Together)—Johnny Nash, Joda 102
28	—	TURN! TURN! TURN!—Byrds, Columbia 43424
29	—	PUPPET ON A STRING—Elvis Presley, RCA Victor 0650
30	30	SHOT GUN WEDDING—Roy "C"—Black Hawk 12101
31	—	CRAWLING BACK—Roy Orbison, MGM 13410
32	14	UNIVERSAL SOLDIER—Glen Campbell, Capitol 5504
33	13	DON'T HAVE TO SHOP AROUND—Mad Lads, Volt 127
34	33	TAKE ME IN YOUR ARMS—Kim Weston, Gordy 7046
35	40	MY HEART BELONGS TO YOU—Shirley, Scepter 12114
36	36	STAND BY ME—Earl Grant, Decca 25674
37	—	NEW BREED—Jimmy Holiday, Diplomacy 559
38	—	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
39	—	LET THE GOOD TIMES ROLL—Roy Orbison, Monument 906
40	—	I GOT YOU (I Feel Good)—James Brown, King 6015

BOSTON

TW	LW	Title, Artist, Label & No.
1	1	GET OFF OF MY CLOUD—Rolling Stones, London 9792
2	2	1-2-3—Len Barry, Decca 31827
3	5	I HEAR A SYMPHONY—Supremes, Motown 1083
4	4	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
5	3	YOU'RE THE ONE—Vogues, Co & Ce 229
6	11	SOUND OF SILENCE—Simon & Garfunkel, Columbia 43396
7	25	LET'S HANG ON—4 Seasons, Philips 40317
8	20	EVERYONE'S GONE TO THE MOON—Jonathan King, Parrot 9774
9	9	RUN, BABY RUN—Newbeats, Hickory 1332
10	7	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
11	6	SAY SOMETHING FUNNY—Patty Duke, United Artists 915
12	33	TURN! TURN! TURN!—Byrds, Columbia 43424
13	13	PIED PIPER—Changin' Times, Phillips 40320
14	27	RESCUE ME—Fontella Bass, Checker 1120
15	16	BUT YOU'RE MINE—Sonny & Cher, Atco 6381
16	12	NO "VIN" KIND—Dino, Desi & Billy, Reprise 0401
17	17	A LOVER'S CONCERTO—Toys, DynoVoice 209
18	14	YESTERDAY—Beatles, Capitol 5498
19	23	ROUND EVERY CORNER—Petula Clark, Warner Bros. 5661
20	31	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE—"Little" Jimmy Dickens, Columbia 43388
21	26	IF YOU'VE GOT A HEART—Bobby Goldsboro, United Artists 908
22	21	LIAR, LIAR—Castaways, Soma 1433
23	19	FORGIVE ME—Al Martino, Capitol 5506
24	8	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300
25	25	ONE HAS MY NAME—Barry Young, Dot 16756
26	29	WHERE DO YOU GO—Cher, Imperial 66136
27	18	UNIVERSAL SOLDIER—Glen Campbell, Capitol 5504
28	28	DON'T TALK TO STRANGERS—Beau Brummels, Autumn 20
29	30	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
30	32	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
31	10	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
32	—	I CAN NEVER GO HOME ANYMORE—Shangri-las, Red Bird 043
33	36	I WANT TO MEET HIM—Royettes, MGM 13405
34	38	MISTY—Vibrations, Okeh 7230
35	—	I WILL—Jean Martin, Reprise 0415
36	22	MAKE IT EASY ON YOURSELF—Walker Brothers, Smash 2000
37	24	KEEP ON DANCING—Gentrys, MGM 13379
38	—	ENGLAND SWINGS—Roger Miller, Smash 2010
39	35	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
40	34	DAWN OF CORRECTION—Spokesmen, Decca 31884

CHICAGO

TW	LW	Title, Artist, Label & No.
1	1	A LOVER'S CONCERTO—Toys, DynoVoice 209
2	2	GET OFF OF MY CLOUD—Rolling Stones, London 9792
3	9	KEEP ON DANCING—Gentrys, MGM 13379
4	5	YOU'RE THE ONE—Vogues, Co & Ce 229
5	6	LIAR, LIAR—Castaways, Soma 1433
6	3	YESTERDAY—Beatles, Capitol 5498
7	7	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
8	14	LOOK THROUGH ANY WINDOW—Hollies, Imperial 66134
9	4	HANG ON SLOOPY—McCoys, Bang 506
10	10	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
11	12	MY GIRL HAS GONE—Miracles, Tamla 54123
12	8	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
13	19	MY BABY—Temptations, Gordy 7047
14	16	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300
15	—	1-2-3—Len Barry, Decca 31827
16	13	YOU WERE ON MY MIND—We Five, A&M 770
17	21	ROAD RUNNER—Gants, Liberty 55829
18	31	HOLE IN THE WALL—Packers, Pure Soul 1107
19	20	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
20	22	EVERYONE'S GONE TO THE MOON—Jonathan King, Parrot 9774
21	29	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
22	23	TAKE ME IN YOUR ARMS—Kim Weston, Gordy 7046
23	24	I KNEW YOU WHEN—Billy Joe Royal, Columbia 43390
24	27	FOR YOU—Spellbinders, Columbia 43384
25	11	TREAT HER RIGHT—Roy Head, Back Beat 546
26	—	LET'S HANG ON—4 Seasons, Philips 40317
27	—	YOU'VE GOT TO HIDE YOUR LOVE AWAY—Silke, Fontana 1525
28	25	MICHAEL—C.O.D.'s, Kellmac 1003
29	—	I HEAR A SYMPHONY—Supremes, Motown 1083
30	—	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
31	18	RESCUE ME—Fontella Bass, Checker 1120
32	40	ROSES AND RAINBOWS—Danny Hutton, HBR 447
33	34	SEESAW—Don Covay, Atlantic 2301
34	15	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
35	17	THE WORLD THROUGH A TEAR—Neil Sedaka, RCA Victor 8637
36	—	TURN! TURN! TURN!—Byrds, Columbia 43424
37	—	I GOT YOU (I Feel Good)—James Brown, King 6015
38	—	MISTY—Vibrations, Okeh 7230
39	—	WHERE HAVE ALL THE FLOWERS GONE—Johnny Rivers, Imperial 66133
40	—	I CAN NEVER GO HOME ANYMORE—Shangri-las, Red Bird 043

NEW ORLEANS

TW	LW	Title, Artist, Label & No.
1	2	RESCUE ME—Fontella Bass, Checker 1120
2	10	A LOVER'S CONCERTO—Toys, DynoVoice 209
3	29	I GOT YOU (I Feel Good)—James Brown & the Famous Flames, King 6015
4	5	C. C. RIDER—Bobby Powell, Whit 714
5	1	YESTERDAY—Beatles, Capitol 5498
6	4	TREAT HER RIGHT—Roy Head, Back Beat 546
7	7	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
8	8	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
9	3	HANG ON SLOOPY—McCoys, Bang 506
10	14	SOUL HEAVEN—Dixie Drifter, Roulette 4641
11	11	BUT YOU'RE MINE—Sonny & Cher, Atco 6381
12	9	BABY DON'T GO—Sonny & Cher, Reprise 0392
13	6	YOU WERE ON MY MIND—We Five, A&M 770
14	17	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
15	18	GET OFF OF MY CLOUD—Rolling Stones, London 9792
16	31	I HEAR A SYMPHONY—Supremes, Motown 1083
17	—	HOLE IN THE WALL—Packers, Pure Soul 1107
18	16	UNCHAINED MELODY—Righteous Brothers, Philips 129
19	—	RUN, BABY RUN—Newbeats, Hickory 1332
20	—	SEESAW—Don Covay, Atlantic 2301
21	12	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
22	28	MR. SOUL—Bud Harper, Peacock 1939
23	27	I KNEW YOU WHEN—Billy Joe Royal, Columbia 43390
24	21	YOU'RE THE ONE—Vogues, Co & Ce 229
25	23	MOHAIR SAM—Charlie Rich, Smash 1993
26	—	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
27	13	RESPECT—Otis Redding, Volt 128
28	15	I WANT TO (Do Everything For You)—Joe Tex, Dial 4016
29	19	LIAR, LIAR—Castaways, Soma 1433
30	—	MOTHER NATURE, FATHER TIME—Brook Benton, RCA Victor 8693
31	—	NOTE ON THE TABLE—Danny White, Frisco 114
32	32	THESE HANDS (Small But Mighty)—Bobby Bland, Duke 385
33	22	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
34	34	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
35	20	I'M YOURS—Elvis Presley, RCA Victor 8657
36	33	HOUSTON—Dean Martin, Reprise 0393
37	36	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
38	—	POSITIVELY 4th STREET—Bob Dylan, Columbia 43389
39	39	CARA-LYN—Strangeloves, Bang 508
40	—	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300

NEW YORK

TW	LW	Title, Artist, Label & No.
1	1	A LOVER'S CONCERTO—Toys, DynoVoice 209
2	2	1-2-3—Len Barry, Decca 31827
3	6	I HEAR A SYMPHONY—Supremes, Motown 1083
4	3	GET OFF OF MY CLOUD—Rolling Stones, London 9792
5	5	LET'S HANG ON—4 Seasons, Philips 40317
6	8	YOU'RE THE ONE—Vogues, Co & Ce 229
7	9	RESCUE ME—Fontella Bass, Checker 1120
8	4	KEEP ON DANCING—Gentrys, MGM 13379
9	11	LIAR, LIAR—Castaways, Soma 1433
10	10	YESTERDAY—Beatles, Capitol 5498
11	7	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
12	20	EVERYONE'S GONE TO THE MOON—Jonathan King, Parrot 9774
13	13	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
14	23	MY GIRL HAS GONE—Miracles, Tamla 54123
15	15	TREAT HER RIGHT—Roy Head, Back Beat 546
16	16	THE "IN" CROWD—Ramsey Lewis Trio, Cadet 5506
17	12	HANG ON SLOOPY—McCoys, Bang 506
18	18	SHE'S WITH HER OTHER LOVE—Leon Hayward, Imperial 56123
19	19	CHAPEL IN THE MOONLIGHT—Bachelors, London 9793
20	14	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
21	22	RESPECT—Otis Redding, Volt 128
22	24	MY GIRL HAS GONE—Miracles, Tamla 54123
23	25	DON'T HAVE TO SHOP AROUND—Mad Lads, Volt 127
24	24	SAY SOMETHING FUNNY—Patty Duke, United Artists 915
25	—	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
26	21	YOU WERE ON MY MIND—We Five, A&M 770
27	27	RUN TO MY LOVIN' ARMS—Lenny Welch, Kapp 712
28	29	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
29	33	MISTY—Vibrations, Okeh 7230
30	30	HE TOUCHED ME—Barbra Streisand, Columbia 43403
31	31	BUT YOU'RE MINE—Sonny & Cher, Atco 6381
32	32	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300
33	34	DON'T THINK TWICE—Wonder Who?, Philips 40324
34	40	I GOT YOU (I Feel Good)—James Brown, King 6015
35	—	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
36	38	LET'S MOVE & GROOVE (Together)—Johnny Nash, Joda 102
37	35	I WANT TO (Do Everything For You)—Joe Tex, Dial 4016
38	—	BENCH IN THE PARK—Jive Five, United Artists 936
39	—	TURN! TURN! TURN!—Byrds, Columbia 43424
40	39	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398

PHILADELPHIA

TW	LW	Title, Artist, Label & No.
1	5	I HEAR A SYMPHONY—Supremes, Motown 1083
2	1	TAKE ME IN YOUR ARMS—Kim Weston, Gordy 7046
3	8	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
4	2	RESCUE ME—Fontella Bass, Checker 1120
5	3	LET'S HANG ON—4 Seasons, Philips 40317
6	6	GET OFF OF MY CLOUD—Rolling Stones, London 9792
7	9	MY BABY—Temptations, Gordy 7047
8	10	THE SUN AIN'T GONNA SHINE (Anymore)—Frankie Valli, Smash 1995
9	—	SOMETHING ABOUT YOU—Four Tops, Motown 1084
10	36	I GOT YOU (I Feel Good)—James Brown & the Famous Flames, King 6015
11	33	SEESAW—Don Covay, Atlantic 2301
12	23	MY GIRL HAS GONE—Miracles, Tamla 54123
13	13	RUN, BABY RUN—Newbeats, Hickory 1332
14	14	1-2-3—Len Barry, Decca 31827
15	15	POSITIVELY 4th STREET—Bob Dylan, Columbia 43389
16	6	YESTERDAY—Beatles, Capitol 5498
17	7	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
18	18	A LOVER'S CONCERTO—Toys, DynoVoice 209
19	20	DON'T THINK TWICE—Wonder Who!, Philips 40324
20	12	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2300
21	21	TUNE UP—Jr. Walker & the All Stars, Soul 35012
22	11	BUT YOU'RE MINE—Sonny & Cher, Atco 6381
23	16	YOU'RE THE ONE—Vogues, Co & Ce 229
24	22	EVERYONE'S GONE TO THE MOON—Jonathan King, Parrot 9774
25	25	RESPECT—Otis Redding, Volt 128
26	—	I'M SO THANKFUL—Ikettes, Modern 1011
27	17	HANG ON SLOOPY—McCoys, Bang 506
28	19	KEEP ON DANCING—Gentrys, MGM 13379
29	34	GEE (But I'd Give the World)—Anthony & the Sophomores, ABC-Paramount 10737
30	30	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
31	31	ROAD RUNNER—Gants, Liberty 55829
32	37	CHAPEL IN THE MOONLIGHT—Bachelors, London 9793
33	38	ONE HAS MY NAME—Barry Young, Dot 16756
34	39	I'M A MAN—Yardbirds, Epic 9857
35	—	STAY TOGETHER YOUNG LOVERS—Ben Aiken, Roulette 4649
36	29	PLEASE FORGIVE ME—Du-Ettes, Lost Night 1003
37	—	WHERE DO YOU GO—Cher, Imperial 66136
38	28	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
39	—	FORGIVE ME—Al Martino, Capitol 5506
40	32	SPIDER SONG—Kids Next Door, 4 Corners 129

PITTSBURGH

TW	LW	Title, Artist, Label & No.
1	5	1-2-3—Len Barry, Decca 31827
2	2	A LOVER'S CONCERTO—Toys, DynoVoice 209
3	3	GET OFF OF MY CLOUD—Rolling Stones, London 9792
4	1	LIAR, LIAR—Castaways, Soma 1433
5	7	KEEP ON DANCING—Gentrys, MGM 13379
6	6	RESCUE ME—Fontella Bass, Checker 1120
7	17	I HEAR A SYMPHONY—Supremes, Motown 1083
8	4	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 55818
9	14	LET'S HANG ON—4 Seasons, Philips 40317
10	10	MAKE ME YOUR BABY—Barbra Lewis, Atlantic 2300
11	11	MAKE IT EASY ON YOURSELF—Walker Brothers, Smash 2000
12	21	POSITIVELY 4TH STREET—Bob Dylan, Columbia 43389
13	39	TURN! TURN! TURN!—Byrds, Columbia 43424
14	18	RUN, BABY RUN—Newbeats, Hickory 1332
15	19	MY GIRL HAS GONE—Miracles, Tamla 54123
16	13	HANG ON SLOOPY—McCoys, Bang 506
17	15	YESTERDAY—Beatles, Capitol 5498
18	8	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
19	20	SAY SOMETHING FUNNY—Patty Duke, United Artists 915
20	3	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
21	26	STAY TOGETHER YOUNG LOVERS—Ben Aiken, Roulette 4649
22	16	EVERYONE'S GONE TO THE MOON—Jonathan King, Parrot 9774
23	9	YOU'RE THE ONE—Vogues, Co & Ce 229
24	13	TREAT HER RIGHT—Roy Head, Back Beat 546
25	30	HOLE IN THE WALL—Packers, Pure Soul 1107
26	24	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
27	4	I REALLY LOVE YOU—Dee Dee Sharp, Cameo 375
28	—	SEESAW—Don Covay, Atlantic 2301
29	22	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
30	25	FOLLOW YOUR HEART—Manhattans, Carnival 512
31	31	JUST A LITTLE BIT BETTER—Herman's Hermits, MGM 13398
32	33	WHERE HAVE ALL THE FLOWERS GONE—Johnny Rivers, Imperial 66133
33	34	LET'S MOVE & GROOVE (Together)—Johnny Nash, Joda 102
34	28	

CLEVELAND

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

DETROIT

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

LOS ANGELES

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

MIAMI

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

ST. LOUIS

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

SAN FRANCISCO

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

SEATTLE

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

WASHINGTON

Table with 2 columns: TW, LW. Lists 40 songs with titles, artists, and labels.

THE GATHERING PLACE OF EVERY "WHO" IN THE MUSIC BUSINESS.

Billboard



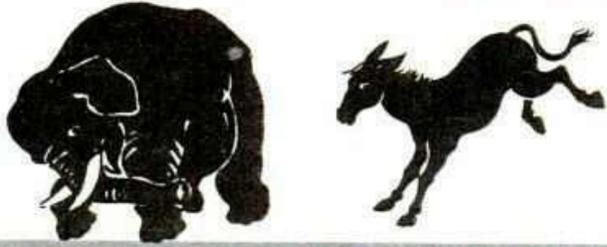
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THE BARBARIANS "WHAT THE NEW BREED SAY"

LAURIE #3331



THE BARBARIANS LAURIE LLP 2033 SLP 2033
CONTAINING THEIR LATEST SINGLE

LAURIE RECORDS INC. NEW YORK



Campus Greenery

• Continued from page 6

Bridgeport, Conn., said an Oct. 22 performance by Eric Anderson caught the Country Music Shop in Westport shy of records. But the store placed several orders for "Today Is the Highway" and Music Center at Bridgeport sold five of his albums, according to Carl Graf.

George Shearing received an ovation at an Oct. 23 performance at the University of Nebraska, Lincoln, reported correspondent Lynne Morian, but local record dealers said the show didn't increase album sales much because few local people knew he was in town. The 2,500 people that saw his show were mostly out-of-towners there for a "homecoming" weekend.

The Highwaymen pleased a crowd of 3,300 Oct. 9 at Kent State University, Kent, Ohio, said correspondent Duncat L. Bieber, but local record dealers missed sales for lack of stock.

Fiedler Performance

Arthur Fiedler gave the "kind of performance most came to see and hear," correspondent Lynne Morian of the University of Nebraska said. The Oct. 18 performance was seen by 3,000. Laverne Sandorn at J. C. Penny department store said Fiedler's albums "sold pretty good . . . only a few left" as a result of the show.

Sales activity was poor in spite of an Oct. 16 show by the Four Preps at the University of Kentucky, Lexington, reported correspondent John A. Zeb.

The Village Stompers on Oct. 8 at the University of North Dakota, Grand Forks, attracted 2,000 to a show and was "well-received," said correspondent Steve R. Smirnoff. No record sales could be accounted to the show, however.

Bill Pursell

• Continued from page 4

Pursell's artistry with upgrading many records and albums produced in Nashville.

Pursell is so highly skilled and versatile he can play practically any kind of music: Concert classical, blues, r&b, pop commercial, country, gospel, Latin American rhythms. He has even played Yiddish music. He has also made concert appearances with the Nashville Symphony Orchestra.

Pursell constantly amazes country and pop recording artists on sessions. The artists find they've got a pianist who can play their kind of music—and then some.

Roulette Distrib

NEW YORK — California Record Distributors has been named Los Angeles distributor for Roulette Records.

record promotion

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Billboard TOP 40

EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	1. Wk. Ago	2. Wk. Ago	3. Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	1	1	2	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, AAM 775	10
2	2	4	7	CHAPEL IN THE MOONLIGHT	Bachelors, London 9793	7
3	4	6	9	HE TOUCHED ME	Barbra Streisand, Columbia 43403	8
4	9	12	19	RUSTY BELLS	Branda Lee, Decca 31849	7
5	6	9	10	COME BACK TO ME MY LOVE	Robert Goulet, Columbia 43294	9
6	5	7	8	JUST YESTERDAY	Jack Jones, Kapp 699	9
7	12	23	29	MAKE THE WORLD GO AWAY	Eddy Arnold, RCA Victor 8679	5
8	10	13	16	FORGIVE ME	Al Martino, Capitol 5806	8
9	7	2	1	I'M YOURS	Elvis Presley, RCA Victor 8467	12
10	17	24	35	(All of a Sudden) MY HEART SINGS	Mel Carter, Imperial 64138	4
11	8	10	12	SECRETLY	Lettermen, Capitol 5499	9
12	14	15	21	AUTUMN LEAVES—1965	Roger Williams, Kapp 707	6
13	13	14	14	EARLY MORNING RAIN	Peter, Paul & Mary, Warner Bros. 5699	8
14	19	29	32	TRY TO REMEMBER	Brothers Four, Columbia 43404	5
15	15	17	23	REMEMBER WHEN	Wayne Newton, Capitol 5814	6
16	18	19	26	SINNER MAN	Trini Lopez, Reprise 0405	6
17	11	8	6	YOU WERE ON MY MIND	We Five, AAM 770	20
18	21	32	38	I'LL ONLY MISS HER WHEN I THINK OF HER	Frank Sinatra, Reprise 0410	4
19	20	22	27	CINCINNATI KID	Ray Charles, ABC-Paramount, 10720	6
20	23	25	30	ON A CLEAR DAY YOU CAN SEE FOREVER	Robert Goulet, Columbia 43294	5
21	16	20	24	DEEP IN YOUR HEART	Jerry Vale, Columbia 43413	6
22	22	34	34	I HAVE DREAMED	Chad & Jeremy, Columbia 43414	5
23	24	35	36	THE SPIDER SONG	Kids Next Door, 4 Corners of the World 129	4
24	26	38	—	KISS AWAY	Ronnie Dove, Diamond 191	3
25	25	28	28	SIDE BY SIDE	Jane Morgan, Epic 5847	7
26	29	39	—	I WILL	Dean Martin, Reprise 0415	3
27	30	—	—	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE	"Little" Jimmy Dickens, Columbia 43288	2
28	33	—	—	EV'RYBODY HAS THE RIGHT TO BE WRONG	Frank Sinatra, Reprise 0410	2
29	40	—	—	MOTHER NATURE, FATHER TIME	Brook Benton, RCA Victor 8693	2
30	31	40	—	ENGLAND SWINGS	Roger Miller, Smash 2010	3
31	36	—	—	LOVE THEME FROM THE SANDPIPER	Tony Bennett, Columbia 43431	2
32	37	—	—	ON A CLEAR DAY YOU CAN SEE FOREVER	Johnny Mathis, Mercury 72493	2
33	35	37	40	I'LL ONLY MISS HIM WHEN I THINK OF HIM	Nancy Wilson, Capitol 5515	4
34	34	36	39	FREE SPIRITS	Peggy Lee, Capitol 5521	4
35	—	—	—	PUPPET ON A STRING	Elvis Presley, RCA Victor 0450	1
36	32	33	33	IL SILENZIO	Mimi Ross, Columbia 43363	5
37	38	—	—	NEVER DREAMED I COULD LOVE SOMEONE	Key Starr, Capitol 5492	2
38	39	—	—	TEARS (For Souvenirs)	Vic Damone, Warner Bros. 5648	2
39	—	—	—	HEIDE	Horst Jankowski, Mercury 72492	1
40	—	—	—	RIBBONS AND ROSES	Patti Page, Columbia 43429	1

attention

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 142—Last Week, 10

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

ROY HEAD—APPLE OF MY EYE (Don, BMI)—With the same hit potential of "Treat Her Right," this exciting rocker with powerful vocal performance will strike hard and fast. Flip: "I Pass the Day" (Don, BMI). **Back Beat 555**

HEDGEHOPPERS ANONYMOUS — IT'S GOOD NEWS WEEK (Mainstay, BMI)—Fascinating arrangement and off-beat message lyric from the pen of Jonathan King ("Everyone's Gone to the Moon"). Group has solid blend and the pulsating dance beat backing insures a smash! Flip: "Afraid of Love" (Mainstay, BMI). **Parrot 9800**

LOVIN' SPOONFUL—YOU DIDN'T HAVE TO BE SO NICE (Faithful Virtue, BMI)—Good lyric and strong dance beat serves as a follow-up to their "Do You Believe in Magic." This one can't help but equal the initial hit. Flip: "My Gal" (Faithful Virtue, BMI). **Kama Sutra 205**

TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

RAMSEY LEWIS TRIO—HANG OF SLOOPY (Picturetone, BMI)—The McCoys hit should rise right up the chart again with the instrumental dance version by the hot "In Crowd" trio. Flip: "Movin' Easy" (Newroads, BMI). **Cadet 5522**

GLEN CAMPBELL—PRIVATE JOHN Q (Tree, BMI)—Clever and timely material from the pen of Roger Miller will spiral Campbell back up the "Hot 100" chart; hot on the heels of his "Universal Soldier" success. Flip: "Less of Me" (Beechwood, BMI). **Capitol 5545**

FREDDY CANNON — LITTLE BITTY CORRINE (Claridge-Halseen, ASCAP)—Much in the existing rhythm of "Action" this rocker with wailing vocal performance is a winner from start to finish. Flip: "She's Something Else" (Four Star Sales, BMI). **Warner Bros. 5673**

***CONNIE FRANCIS — JEALOUS HEART (Acuff-Rose, BMI)**—The Hank Williams classic is given a bright, slow rhythm revival featuring dual track voice with full strings in strong back beat support. Flip: "Can I Rely On You" (Francon, ASCAP). **MGM 13420**

SPOKESMEN — HAVE COURAGE, BE CAREFUL (Double Diamond & Champion, BMI)—Well done follow-up to "Dawn of Correction" with a healthy lyric message directed to the fighting men. Slow driving dance beat backs them. Flip: "It Ain't Fair" (Double Diamond & Champion, BMI). **Decca 31874**

***VIC DANA — CRYSTAL CHANDELIER (Harbot, SESAC)**—Currently riding the country chart by Carl Belew, this pop Dana treatment of the rhythm ballad has top of the chart potential. Well done narration is an added plus. Flip: "What Now My Love" (Remick, ASCAP). **Dolton 313**

LITTLE EVA—STAND BY ME—This hard-driving and exciting cover of the Earl Grant record should establish Little Eva on the charts again. Wailing vocal and solid dance beat proves a winner! Flip: "That's My Man" (Grand Canyon, BMI). **Amy 943**

***ALAN SHERMAN—THE DRINKING MAN'S DIET (Curtain Call, ASCAP)**—Hilarious novelty material based upon the current pastime! Should prove a big hit wherever airplay allows. Flip: "The Laarge Daark Aardvark Song" (Curtain Call, ASCAP). **Warner Bros. 5672**

JOHNNY THUNDER — EVERYBODY DO THE SLOOPY (Tobi-Ann-Web IV, BMI)—New dance timely with the "Sloopy" successes has the sound to be a hot contender for fast chart action. Watch this one go! Flip: "Beautiful" (Tobi-Ann, BMI). **Diamond 192**

BOBBY VEE — HIGH COIN (Greenwood, BMI)—A rocker with strong lyric delivery by Vee in today's pop market vein. Dance beat in solid support. Flip: "The Story of My Life" (Famous, ASCAP). **Liberty 55843**

TOMMY SANDS — THE STATUE (Viva-McSands, BMI)—Detroit beat combined with the surf sound drives this commercial number from start to finish. This is the one in today's pop vein that should spiral Sands up the chart. Clever dance material and strong vocal performance. Flip: "Little Rosita" (Blackwood, BMI). **Liberty 55842**

CHART Spotlights—Predicted to reach the HOT 100 Chart

KINKS—A Well Respected Man (Amer. Metropolitan Ent. of N. Y., Inc., BMI). REPRISE 0420
EYDIE GORME—Don't Go to Strangers (Jefferson, ASCAP). COLUMBIA 43444
VEJTABLES—The Last Thing on My Mind (Deep Fork, ASCAP). AUTUMN 23
BILLY PAGE—It's Pop (American, BMI). PALOMAR 2214

JIMMIE RODGERS — HOLLOW WORDS (Acuff-Rose, BMI)—County-flavored beauty that could hit with the impact in both the country and pop fields. Rodgers is in top vocal form on well-written ballad material. Flip: "Bye Bye Love" (Acuff-Rose, BMI). **Dot 16781**

CLYDE McPHATTER — EVERYBODY'S SOMEBODY'S FOOL (Screen Gems-Columbia, BMI)—Hot revival of the past hit serves as an exciting and wailing debut for McPhatter on the Amy label. McPhatter never sounded better! Chart winner. Flip: "I Belong to You" (Fineline, BMI). **Amy 941**

PETER FORD—DON'T KEEP IT TO YOURSELF (Mr. Blue & Mirby, BMI)—Commercial debut of the handsome 19-year-old song of Eleanor Powell and Glenn Ford. Pop teen material has possibilities of establishing him with this initial release. Good singing style with strong teen appeal. Flip: "Blue Ribbons" (Metric, BMI). **Philips 40336**

JIM GLASER—OUTCAST (Glaser, BMI)—Producer Ray Stevens has come up with a winner in this exciting new stylist with strong material right up the teen market alley. Mild protest, but very commercial. An impressive debut. Flip: "I'd Rather Not Know" (Bowery, BMI). **Monument 909**

WILD ONES—WILD THING (Blackwood, BMI)—The hot group who caused so much noise at the New York discotheque, Arthur, have a rocker here that should hit with much impact. Slow, driving dance beat strongly supports off-beat vocal. Flip: "Just Can't Cry Anymore (I'm All Cried Out)" (Select, ASCAP). **United Artists 947**

SOUPY SALES—I'M A BIRD WATCHING MAN (Saturday, BMI)—The TV star has a "Mouse" hit potential in this easy-go-novelty with good dance beat and gimmick voices in support. Flip: "Where the Blue Folks Go" (Saturday, BMI). **ABC-Paramount 10747**

BILLY CARR — WHAT'S COME OVER THIS WORLD? (Screen Gems-Columbia, BMI)—Composers Greenfield and Keller have provided an outstanding newcomer with a healthy lyric ballad based upon protesting the protests. Has the potential of "Eve of Destruction" with an optimistic approach. Flip: "(Wait Till You See) My Gidget" (Screen Gems-Columbia, BMI). **Colpix 791**

PAT WAYNE—COME AND DANCE WITH ME (Hill & Range, BMI)—Bright newcomer with a touch of the Presley sound makes a solid debut with this rock dance beat number. Well written and produced. Flip: "I Don't Want to Cry" (Ludix, BMI). **Tower 175**

BUDDY RUSSELL — I'M YOURS, ALL YOURS (Cromwell, ASCAP)—New discovery of producer Mitch Miller is a rich, big vocal stylist offering a lush ballad backed by strings in strong rhythm support. Class material, ideal for programming with commercial potential as well. Flip: "The Impossible Years" (Leeds, ASCAP). **Decca 31869**

SNEEKERS — SNEAKER TALK (Shapiro-Bernstein, ASCAP)—Swinging new group, outfitted in tuxedos and sneakers, present a pulsating rocker that should establish the group in rapid fashion! The four boys can't miss with this discotheque material. Flip: "Soul Sneaker" (Shapiro-Bernstein, ASCAP). **Columbia 43438**

WOODY HERMAN—Mardi Gras (Ridge, BMI). COLUMBIA 43449
ROY HAMILTON—Tore Up Over You (Armo, BMI). RCA VICTOR 8705
DUANE HYATT—The Troubadour (Beechwood, BMI). CAPITOL 5547
TENNESSEE ERNIE FORD—The Little Drummer Boy (Mills & International Korwin, ASCAP). CAPITOL 5534
GARRY SHERMAN—Space Walk (Spindrift, BMI). EPIC 9859

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

BUCK OWENS — SANTA LOOKED A LOT LIKE DADDY (Bluebook, BMI)—This has all the earmarks of being the Christmas novelty of the year. With appeal for both pop and country markets, the clever material is from the pen of Owens himself. Flip: "All I Want for Christmas Dear Is You" (Bluebook, BMI). **Capitol 5537**

HUGH X. LEWIS—I'D BETTER CALL THE LAW ON ME (Moss Rose, BMI)—Composer Lewis has a hot sales winner in this catchy rhythm material with clever lyric. Should rapidly find its way up the chart. Flip: "Talk Me Out of It" (Moss Rose, BMI). **Kapp 717**

HARLAN HOWARD — BUSTED (Pamper, BMI)—The composer has the potential of a top of the chart hit in this well written and performed ballad with rhythm backing. Flip: "The Everglades" (Briarcliff, BMI). **Monument 907**

MARGIE SINGLETON — YOU TOOK THE EASY WAY OUT (Tree, BMI)—Strong ballad from the pen of Dottie West serves as winning material for the smooth and tender style of Margie Singleton. Country standard potential. Flip: "I'm Guilty This Time" (Unart, BMI). **United Artists 939**

AUDREY WILLIAMS—THEY'RE BEGGING YOU TO STAY (Screen Gems-Columbia, BMI)—Debuting on the MGM label, the widow of Hank Williams has a hot sales contender in this clever ballad with strong lyric content. Flip: "Oceans of Love" (Ly-rann, BMI). **MGM 13409**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

HANK THOMPSON—Gonna Wrap My Heart in Ribbons (Brazos Valley, BMI). CAPITOL 5535
JUNE CARTER—Everything Ain't Been Said (Deep Fork, BMI). COLUMBIA 43441
CANADIAN SWEETHEARTS—Don't Knock On My Door (Irving-Cut Bank, BMI). A&M 778
KAY ARNOLD—Where Were You While He Was Breaking Up Your Home (English, BMI). SIMS 242
JOHNNY DARRELL—As Long as the Wind Blows (Tree, BMI). UNITED ARTISTS 943
ARKIE "THE ARKANSAS WOODCHOPPER"—Crazy Isaac (Screen Gems-Columbia, BMI). KAPP 700
RENO AND SMILEY—Open Road (Lois, BMI). KING 5010

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

TONY CLARKE—YOU'RE A STAR (Chevis, BMI)—With the potential of his "Entertainer" hit of the past, Clarke should rapidly climb the chart with this solid rhythm ballad entry with much pop appeal as well. Flip: "Joyce Elaine" (Chevis, BMI). **Chess 1944**

MARIE KNIGHT—A LITTLE TOO LONELY (Catalogue & Ramar, BMI)—Having hit initially with "Cry Me a River," this outstanding gospel oriented stylist has a No. 1 contender with this wailing, soulful blues ballad material. Powerful production with equal potential in the pop field. Flip: "You Lie So Well" (Screen Gems-Columbia, BMI). **Muscor 1128**

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

LLOYD PRICE—You're Reading Me (Robbins-Benso, ASCAP). DOUBLE L 736
DEE CLARK—Hot Potato (Placid-Dee-Joni, BMI). CONSTELLATION 165

GEORGE BLACKWELL—Mister Loser (Wellsound, BMI). SMOKE 100
JIMMY GILMER—She Belongs to Me (Witmark, ASCAP). DOT 16786
LITTLE JOHN & TONY—The Beginning of the End (Myto, BMI). VOLKANO 5001
THREE DIMENSIONS—Look at Me (Carmel, BMI). RCA VICTOR 8709
GOLDBERG-MILLER BLUES BAND—The Mother Song (Mark, BMI). EPIC 9865
RONNIE WALLIS—Troublemaker (Saturday, BMI). DECCA 31864
JOHN LEE HOOKER—Flowers on the Hour (Conrad, BMI). VEE-JAY 708
ERNIE ANDREWS—Fine Young Girl (Metric, BMI). CAPITOL 5530
POZO-SECO SINGERS—Time (Edmark, BMI). COLUMBIA 43437
GIRLS—My Baby (Beechwood, BMI). CAPITOL 5528
JIM BENSON—Some Other Face (Amajay, BMI). VERVE 10371
WOODEN NICKELS—Should I Give My Love Tonight? (Irving, BMI). OMEN 7
SAINTS & SINNERS—Boney Moroney (Vencie, BMI). LLP 106
LA REINE LA MAR—Mama I Don't Wanna (Tammy-Ramblin', BMI). CLOUD 503
EMBERS—A Fool in Love (Saturn, BMI). JCP 1028

THE FABULOUS WORLD-WIDE SINGING STAR

GENE PITNEY

WITH A GREAT NEW POP **AND** COUNTRY & WESTERN HIT **MUSICOR 1130**
B/W AMORE MIO

"PRINCESS IN RAGS"



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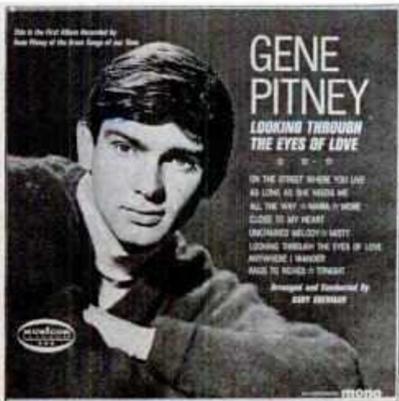
"Powerful Vocal Performance..."

— Billboard

PICK OF THE WEEK

"The Youthful Hit-Maker Should Zoom Up the Charts in No Time Flat..."

— Cashbox



and still selling like a hot single... #45 CASHBOX TOP 100, #59 BILLBOARD TOP 100

THE GENE PITNEY ALBUM

"LOOKING THROUGH THE EYES OF LOVE"

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



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Barclay in Personal Touch Drive

PARIS—Eddie Barclay, head of Disques Barclay, this week announced plans for a special prestige operation which will take him to all the major towns of France.

Each weekend, Barclay will invite record dealers to a special banquet over which he and his wife will preside. This will be followed by an exposition of the company's policy and an examination of the record scene in general and of the up-coming Barclay stars in particular.

The idea behind the scheme is that personal contact is far more effective than any other form of communication.

After business discussions, a special Barclay show will be presented, featuring such artists as Guy Bedos, Jacques Martin and Monty, and Patricia Carli

and Olivier Despax of the associated Barclay company in Riviera.

The campaign will be in operation for six months backed by the slogan: "With Barclay, everything is gayer." In each town he visits, Barclay will also hold a press conference.

At the same time, Barclay is introducing a special contest—La Tierce de la Chanson—based on the French horseracing betting system in which the bettors have to pick the first three horses in a selected race each week.

Forms for the contest will be available in record stores throughout France, and customers will be invited to pick the top three disks in the Barclay catalog. They will also be asked to state the number and

kind of instruments used by the orchestra accompanying Jacques Brel on his big hit disk, "Amsterdam."

For record buyers listing the top three records in sales order, there will be 50 prizes of a batch of nine LP's. For those listing the top three disks in any order there will be 150 prizes each of four LP's.

Record dealers whose clients supply the winning answers will be accorded a certain number of points and will be invited to enter a window-display competition. The best window displays—photographs of which must be supplied by the dealers to Barclay representatives—will earn further points.

Finally, the 10 record dealers who collect the most points will each win a \$200 travel voucher.

Bonn Sets Copyright Reform Law Rolling

By OMER ANDERSON

BONN—The Bonn government has placed in force the German copyright reform legislation passed by Parliament last summer.

The legislation, which replaces the 1905 copyright law, has two main features: 1) Privately owned recording machines are made liable for payment of music taping royalties; 2) Copyright protection is extended from 50 to 70 years.

GEMA, the German performing rights society, failed to get the legislation it desired, and the bill finally passed by parliament is a compromise which satisfies nobody. It has importance for the world music industry, however, in that the law trail blazes royalty payments for private music tape recording.

The law sets forth the right of owners of tape recording machines to tape copyrighted music for their own enjoyment, but it makes the manufacturers of tape recording machines liable for payment to GEMA of

royalties amounting to five per cent of the price of each tape recorder.

The measure will benefit the world performing rights business generally in that foreign copyright holders will be reimbursed along with domestic copyright holders from fees collected by GEMA.

GEMA now intends driving for the "proliferation" of such private music taping royalty legislation. GEMA is striving for uniform universal taping legislation. The copyright society complains that it is paying out far larger royalties proportionately to foreign copyright holders than German authors and composers receive from foreign copyright societies.

GEMA is pressing ASCAP, its American counterpart, to campaign for private tape recording royalty legislation patterned after the German law. GEMA is chiding ASCAP for being soporific about seizing opportunities to boost royalty take. ASCAP is the major beneficiary from GEMA's zeal in pursuit of royalties.

Cap. of Mexico Opens



THE OPENING OF DISCOS CAPITOL DE MEXICO, S.A., in Mexico City, featured the formal unveiling of new recording studios, the presentation of Latin product, the presence of top U. S. Capitol Records officials and entertainment. Above, a mariachi band wanders through the crowd at the Hotel Del Prado playing music while a TV camera in the background broadcasts the event. Below, from left, Capitol's board chairman Glenn Wallichs; Andre Midani, general manager of the new subsidiary; and Lloyd Dunn, international division president, shown answering questions during a press conference at the opening.



Newcomer Captures Eagle Fest With Flying Colors

ZURICH—Anna Identici, who has been recording for Ariston since she was an also-ran from last year's Castrocaro Terme competition for new voices, won the 9th Festival of Italian Song in Switzerland's Golden Eagle.

Victory by the young vocalist continues the apparent shift to younger singers. This was also indicated in the other recent competitions, such as

Rome's Festival of the Roses and St. Vincent's Records for the Summer event. The winning song was "Un Bene Grande Così" (Riches as Big as All That) by Giorgio Calabrese and Gianni Guarniedi. Maestro Robbiani directed the orchestra in the Gianfranco Intra arrangement.

The program was carried by [\(Continued on page 58\)](#)

Drive Launched Vs. 'Pubdisks'

ROME — Italian Confederation of Commerce is urging action against sale of items other than reading matter on newsstands. The drive is being aimed at the various magazines and periodicals which include records with each issue. There are more than 10 such publications.

Under Italian practice, businesses are licensed within categories and must remain as classified. Among the current complaints is that newsstands are acting as stores in taking orders, filling them by deliveries, going beyond their ordinary function of selling newspapers and magazines.

Mondadori's now defunct "Music Maker" some years ago introduced plastic records in each issue with name artists. Today, the publications available offer "The Story of Music," LP's with "The Great Masters," and other disks which fall into the lecture or educational field. The disk industry is apparently alarmed by the spread of this activity in which the records are sold for prices well below half the usual disk prices, and avoid certain tax categories because they are offered "free" with the publications.

Barclay Firm Sues Hallyday

PARIS—Barclay Records is using Johnny Hallyday for \$200,000, claiming breach of contract.

Raymond Illouze, Eddie Barclay's lawyer, claims that when Hallyday left Vogue records in 1961 he signed an option with Barclay July 5 that year. But on July 26, he charges, Hallyday broke the contract and signed with Philips.

Barclay claims that the agreement with Hallyday bears not only the singer's name (he was 18 at the time) but also those of his mother and father.

A Paris civil court will decide whether the option constitutes a contract.

CBS Has Something For Everyone in Fare

TORONTO — The Canadian Broadcasting Corp. Radio Network, Canada's only national radio web, offers a wide variety of musical fare, live and recorded, from pop to the classics, in its fall schedule.

Music programs includes "Saturday Beat" for teens, which includes the BBC series "Tops of the Pops" featuring top U.K. disk acts; "Jazz Canadiana," an hour-long show featuring small jazz combos from several cities and regular appearances by RCA Victor's top jazz group, Nimmons 'n' Nine; "Continental Rhapsody," with the Ivan Romanoff Orchestra and Chorus and music from Europe; "The Tommy Hunter Show" with

leading country music artists; "The Carl Tapscott Singers," a half-hour with the male chorus which records for RCA Victor; "CBC Talent Festival," a showcase for promising Canadian classical artists; and "Symphony Hall," broadcasting the season [\(Continued on page 58\)](#)

James Group Names Hodes

LONDON — Lennie Hodes, one of the founding members of the Ardmore and Beechwood empire, once professional manager of the Criterion Music Corp. and founder of his own Concertone Songs, has been appointed professional music manager for the Dick James group of companies in the U. S.

The group includes Northern Songs, which publishes the compositions of Beatles John Lennon and Paul McCartney. Hodes will be responsible for expanding the group's business in the U. S. in an effort to get more American records of the many British songs in its large catalog.

Lawyer Walter Hoffer remains agent for the Dick James group and Hodes will continue to act on behalf of other British publishers including Noel Gay and Freddie Poser.

Added to the Dick James group is Maribus Music, a publishing company set up by the team of top British record producers — George Martin, Don Richards, John Burgess and Peter Sullivan — who recently branched out to form their independent company, A.I.R. Productions.



PAUL CLAUDE (left) and Leon Cabat, of Vogue Records in France, examine the new PVC dry-blend extruders now in use at the Miller International pressing plant. The extruder, designed and developed by Paul and Jim Miller, enables an operator at a press station to press 1,600 12-inch long-play records in eight hours. The Miller extruder is now operating in nine plants in five different countries.

STEREO UAS 5132 MONO UAL 4132

ORIGINAL MOTION PICTURE
SOUND TRACK

THUNDERBALL



HIGH FIDELITY

STEREO UAS 6444 MONO UAL 3444

**THE
FERRANTE
AND
TEICHER
CONCERT**



HIGH FIDELITY

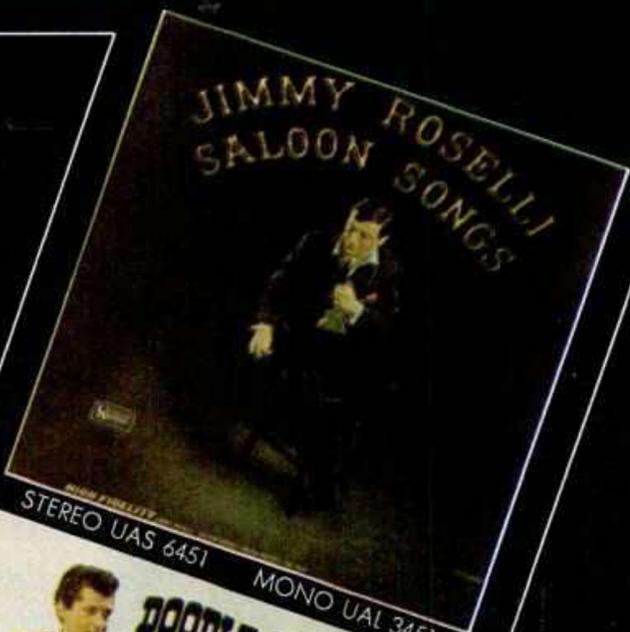
STEREO UAS 6454 MONO UAL 3454

**AL CAIOLA TUFF GUITAR
ENGLISH STYLE**



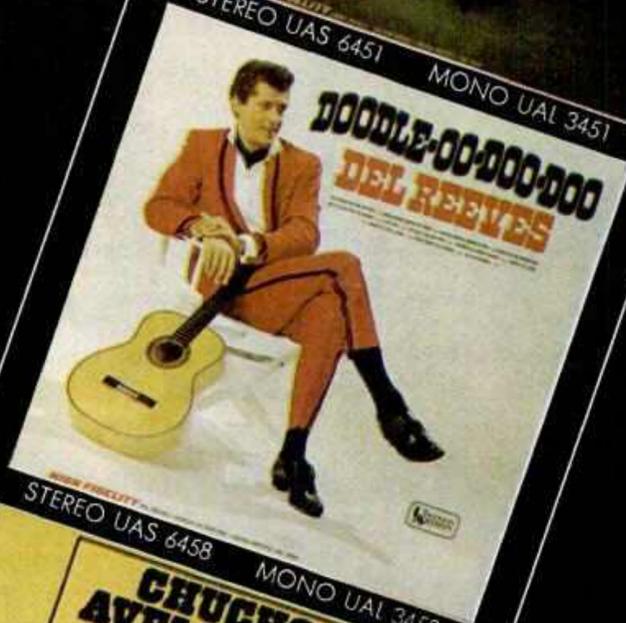
HIGH FIDELITY

The Magnificent Seven



STEREO UAS 6451

MONO UAL 3451



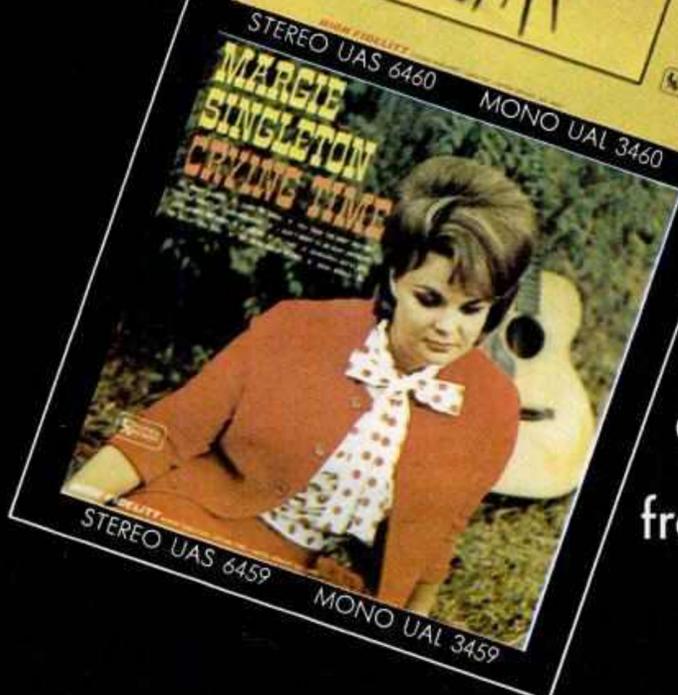
STEREO UAS 6458

MONO UAL 3458



STEREO UAS 6460

MONO UAL 3460



STEREO UAS 6459

MONO UAL 3459

Magnificent artists
Magnificent vocals
Magnificent instrumentals
Magnificent backgrounds
Magnificent appeal
Magnificent sellers
Magnificent albums

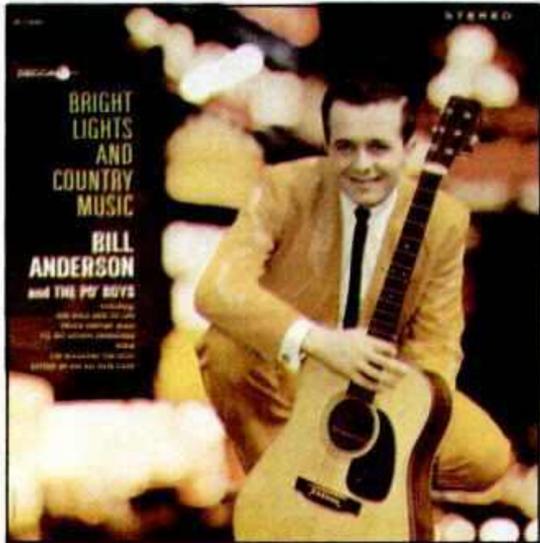
The magnificent seven—
a magnificent new release

from



of course!

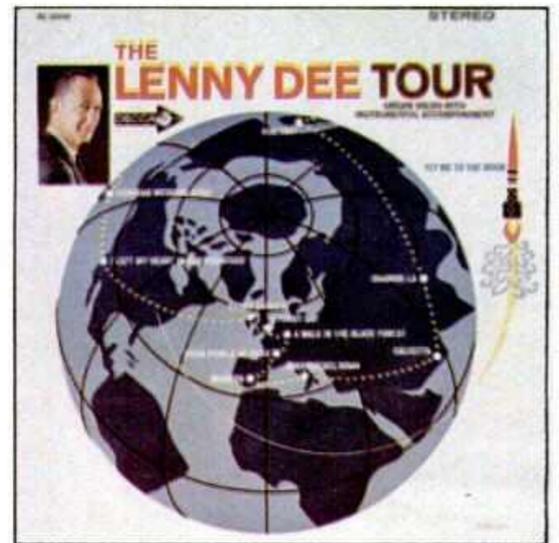
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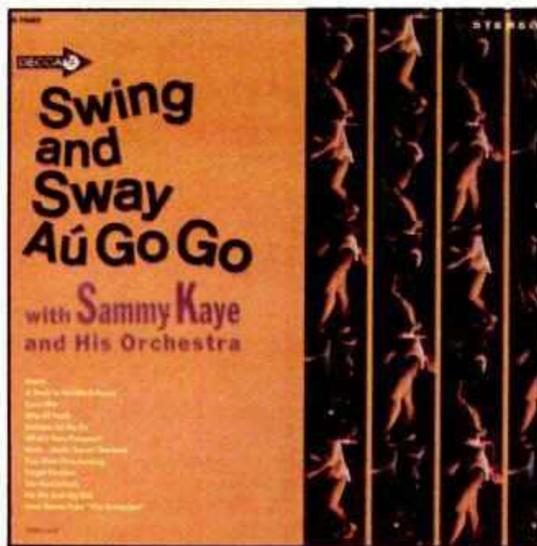
DL 4686 (M)
DL 74686 (S)



DL 4682 (M)
DL 74682 (S)



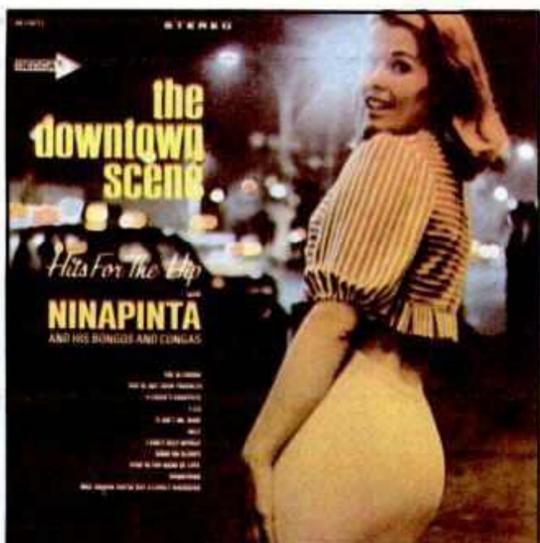
DL 4654 (M)
DL 74654 (S)



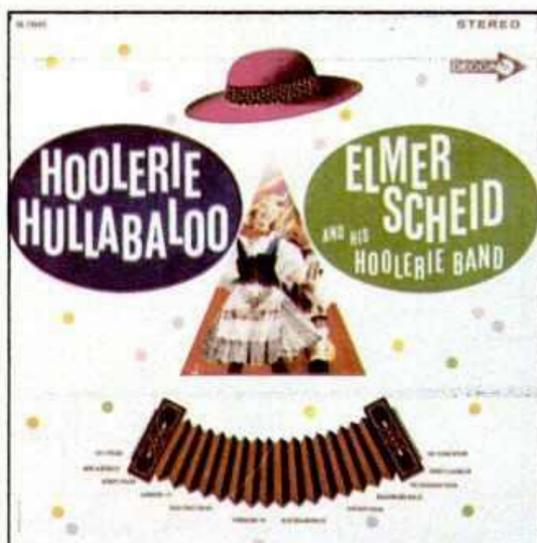
DL 4687 (M)
DL 74687 (S)



DL 4694 (M)
DL 74694 (S)



DL 4711 (M)
DL 74711 (S)



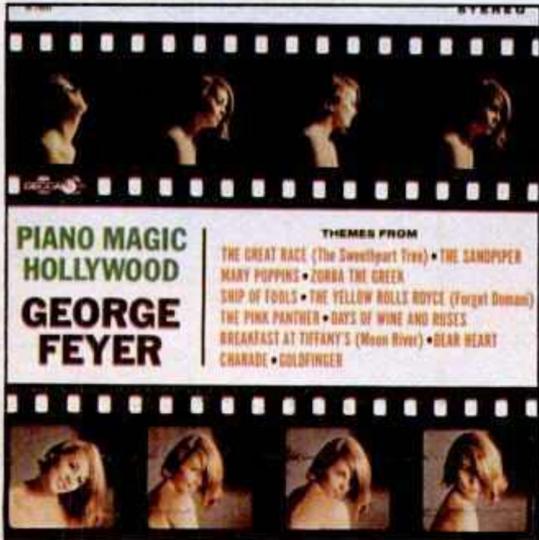
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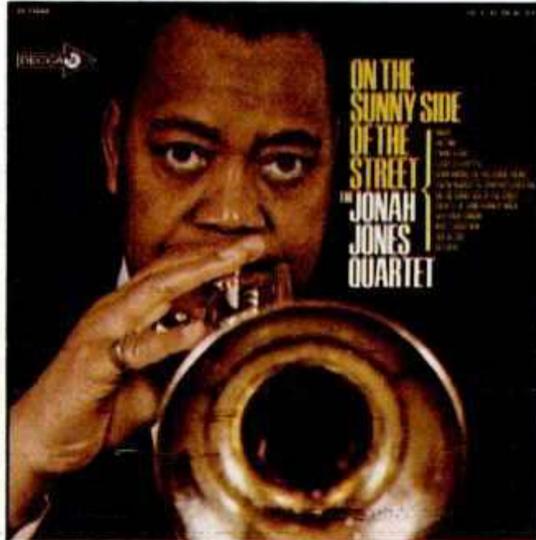
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FOR NOVEMBER..HERE'S 15

NESS EVERY MONTH



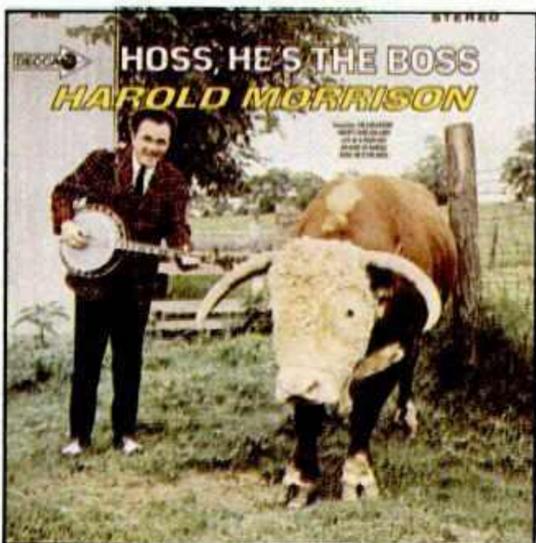
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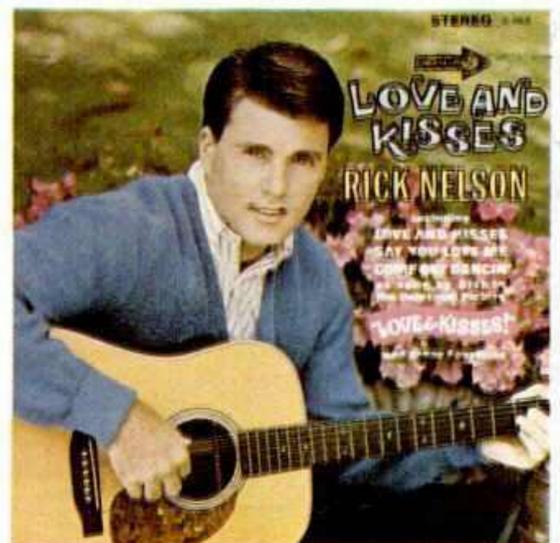
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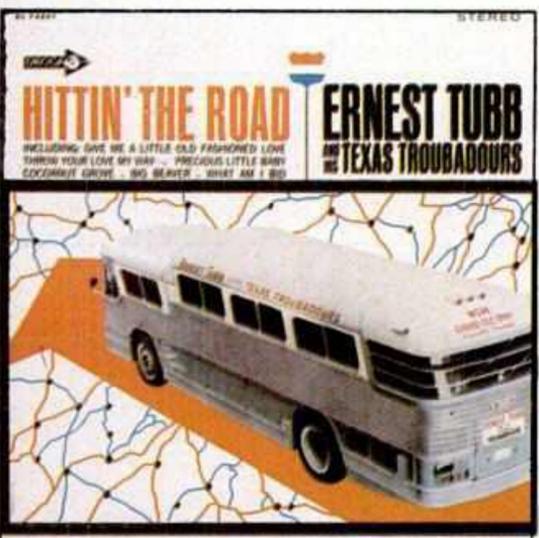
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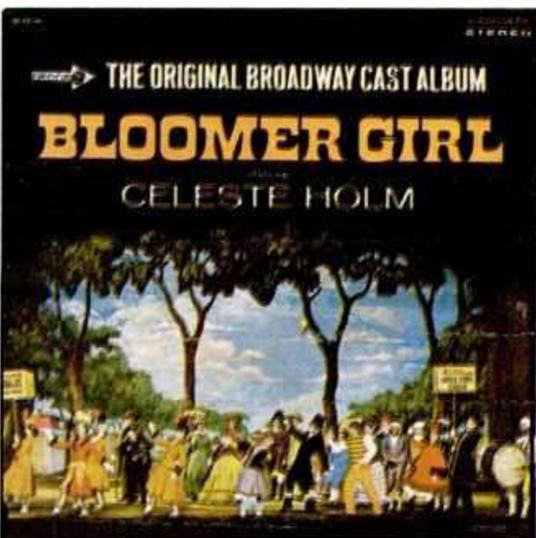
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DL 4681 (M)
DL 74681 (S)



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MORE NEW REASONS WHY!

(M) INDICATES MONO (S) INDICATES STEREO

MUSIC CAPITALS OF THE WORLD

HAMBURG

Capriccio Musikverlag has issued its autumn catalog of nearly 200 Lieder and dance music titles. . . . Montana is promoting **Lex Barker**, the erstwhile Tarzan of U. S. films, as Germany's "most popular film star." Occasion is the release of Barker's first German disk: "Ich bin Morgen auf dem Weg zu dir"/"Maedchen in Samt und Seide." . . . **Caterina Valente** has just appeared in her annual TV show on Germany's First Program. Caterina is famous in Germany for insisting on the absolute minimum of exposure on German TV's prime program: she will appear no more than once a year—and then only for 45 minutes. . . . Polydor is giving **Elke Sommer** saturation ex-

LONDON

Although Capitol issues the new Beatles' single in the U. S. on Nov. 22, the record will not be available in Britain until Dec. 3, EMI has decided. The same dates have been set for their new album. . . . CBS will record the cast album of impresario **Harold Fielding's** new musical, "Charlie Girl," after permission from Pye recording star **Joe Brown**. CBS will record the show Dec. 5—during its pre-West End run—and rush the album out eight days later. . . . **Andrew Oldham** has been reappointed **Marianne Faithfull's** manager and placed in executive control of her future recordings for Decca. He still holds an independent producer's contract signed by her 18 months ago. The new deals were set up with his American business manager **Allen Klein**. . . . **Tom Jones** has recorded another film theme: "Promise Her Anything" for the picture of the same name starring **Lester Caron**. **Burt Bacharach** visited London to supervise Tom's recording of his latest composition. Jones' waxing of the new **James Bond** theme "Thunderball" is issued in Britain Nov. 26. . . . Hit-making student **Jonathan King** has been given three days off by Cambridge University authorities to fly to New York Nov. 16 and make an appearance in "Hullabaloo."

Brian Epstein is negotiating with **ATV Lew Grade** for British screening of the film of the Beatles' tremendous concert at New York's Shea Stadium last August. It may be used as a Christmas spectacular. . . . **Donovan's** American tour planned for this month was called off partly because of the complication involved in his attempted change of managers and agent. He is being signed by the **Vic Lewis Organization** which represents **GAC** in Britain. . . . American **Len Barry**—in the chart with "1-2-3"—arrives in Britain on Dec. 2 for a three-week promotional stay set by **Alan Blackburn** and **Troy Dante** who beat **Brian Epstein** with the first bid. . . . The **Shadows** recorded the title theme of **Universal International's** new epic, "The War Lord," starring **Charlton Heston** for release here (19) four weeks prior to the picture's premiere. . . . The **BBC** has ignored Britain's pop stars in selecting Scottish ballad singer **Kenneth McKeller** as the country's representative in next year's **Eurovision Song Contest**. Despite intense efforts Britain has never won the event. . . . Publicist **Ray Williams** is in New York for talks with publisher **Bill Lowry** prior to a tie-up by which he will run **Lowry Music** in Britain in conjunction with **Chappells**. **CHRIS HUTCHINS**

MEXICO

Seven attractive LP's of Brazilian music from the **Elenco** catalog have been issued by **RCA Victor Mexicana**. Among them, there are several bossa nova disks by **Roberto Menescal**, **Baden Powell** and **Silvia Telles**, as well as the first recording known here by excellent guitarist **Rosinha De Valenca**. . . . Capitol issued the LP with the original film soundtrack of "Help" by the **Beatles**, along with the new LP by the **Dave Clark Five** and, on the **Odeon** label, "Cumbias," by the **Argentinian** group, **Los Wawancos** and a Cuba-imported tape of the new rhythm "Mozambique," a creation of **Pello El Afrokan**. . . . **Gamma** issued the music from the picture "Zorba the Greek," recorded for the **French Vogue** label by the **Trio From Athenes**. **Gamma** will promote the number called "La Danse de Zorba," a Greek Sirtaki.

President **Glenn E. Wallich** and vice-president **Lloyd Dunn**, from **Capitol Records**, were guests of honor at the presentation of this firm's Mexican associate company, **Andre Midani**, general manager of **Discos Capitol de Mexico**, invited over 400 persons (record executives, the leading people from radio, TV, show business, sales agencies, etc.) to a big banquet which was preceded by a show of the Mexican Capitol roster. . . . **Argentinian-born Hugo Menio**, who was for several years with **CBS** in Buenos Aires and later the representative of **Orfeon-Videovox** in Argentina, was appointed sales manager of this company in Mexico. . . . Promoter **Juan Lopez Motezuma** will open a jazz club sponsored by **Discos Universales**, representatives of **Verve**.

OTTO MAYER-SERRA

MILAN

Guido Rignano, general manager of **Ricordi Records**, **Mariano Rapetti**, general manager of **Ricordi Publishing**, and **Paolo Ruggieri**, international a&r of **Ricordi Records**, will fly to London for business meetings. **Rignano** and **Rapetti** will then proceed to New York, to meet with **CBS'** executives. . . . **Walter Gurtler**, owner and general manager of **Saar Records**, set up a publishing company, **Saar Edizioni Musicali**, managed by **Lallo Codevilla**. . . . **Mimma Gaspari** and **Maestro Gianfranco Codevilla**, formerly press manager and a&r with **CGD Internazionale**, joined **Phonogram**. . . . A series of albums is being released by **Rifi Records**. The main ones are: an LP by **Iva Zanicchi**; a novelty containing six songs by **Mina** and six by **Girgio Gaber**; one of Christmas carols by the 35 children of the **Antoniano Choir**, and finally, 10 LP's from **Westminster classical catalog**. . . . **Ricordi** is releasing new albums by **Wilma Goich**, **Maria Monti**, **Bob Dylan**, and **Lando Fiorini** dedicated to Rome's songs. **Mini** will fly to Madrid, Caracas and Barcelona for several TV shows as part of a series of appearances which should promote her internationally. **Mina** will go back to **Milano** to record her hit, "Un Anno D'Amore," in Turkish.

Carisch is preparing a special album package with songs by the **Beatles**, to be released in conjunction with the Italian opening of **Beatles'** second movie "Help!" . . . **Los Brincos** and **Tony Massarelli**, whose records are being released here by **Saar**, have arrived from Spain and Canada to make some ampex-films for the Italian TV and to record new songs. Also **Saar** released a new album by **Judo Jurgens** with songs in Italian, French, German and English. . . . **Iva Zanicchi** received the "1965 Silver Archer" at **Mogliano Veneto** for being the most interesting artist of the year. . . . In conjunction with celebrations for **Dante Alighieri's** 700th birthday **Rifi Records** released the "Dante Symphony" by **Franz Liszt**, under the **Westminster** label. . . . **Italian Screen-Gems** publishing branch acquired world-wide rights, Italy excluded, for two songs, "If You Don't Want" and "Let's Go," from 1965 Venice Movie Festival winner, "Le Vaghe Stelle Dell'Orsa" score. **GERMANO RUSCITTO**

MUNICH

Della Reese flew in to discuss her first German records for **Philips** or **Decca**. . . . The **Hoer Zu** label, issued by Europe's leading radio, TV and record mag **Hoer Zu**, released a two LP album, "Primadonna," featuring the best records of **Callas**, **Tebaldi**, **De Los Angeles**, **Price**, **Sutherland**, **Nilsson**, **Bumbry**, **Schwarzkopf**, **Freni**. The price for this de luxe album set is \$9. . . . The **Vogue** label will release an LP album featuring **Werner von Braun**, "My Way to the Moon." . . . Starting in January 1966, **Hans Richard Stracke** will be responsible for the classic dept. of German **CBS** label. . . . 130,000 records have been sold of **The Renegades'** "Take a Heart" on the **Hansa** label. . . . The **Eurodisc** label will release new records from Russia, among them LP albums of the **Alexandrov** choir, of pianist **Svjatoslav Richter**, violinists **Leonid Kogan**, **Igor Olstrach**, singer **Ivan Petrov**, cellist **Mstislav Rostropovitch**, the **Borodin** quartet, and the **USSR Symphony** conducted by **Konstantin Ivanov**.

Teldec singing star **Willy Schneider** celebrated his 60th birthday. Before the war, **Schneider** had two best selling records, the German versions of "Will You Remember" and "Sonny Boy." . . . **Horst Jankowski's** hit number "A Walk in the Black Forest" returned to Germany now on a new record by **Hugo Winterhalter** and his orchestra on **Dot**. **Billy Vaughn** arrived here and stayed for two days to launch his new record "Woodpecker" b/w "Mexican Pearls". He guest starred in a program of the 2nd German TV Network. . . . **RCA** singing star **Rita Pavone** left for a tour of the **USSR**. . . . The **Dizzy Gillespie** quintet and the **Jimmy Smith** trio will tour West Germany: Frankfurt Nov. 11, Berlin 12, Hamburg 13, Stuttgart 18, Munich 19. . . . The **Modern Jazz Quartet** toured West Germany.

JIMMY JUNGERMANN

OSLO

The presentation of yet another Norwegian silver disk—this time to **Fontana** artist **Millie** for the 25,000 sales of "My Boy Lollipop"—is more proof of what **Arne Bendiksen's** a&r man **Rolv Wesenlund** told **Billboard** earlier this year. The record scene has changed, he said, and "now we sell some records in large quantities and most records we can't manage to sell at all." **Wesenlund** has taken four months leave from **Arne Bendiksen's** to start a cabaret in which he will star. . . . The **Stringers**, a **Phonogram** recording group now having success with their **Philips'** record "Den Forsta Gang Jag Sag Dig," won the municipal pop band competition in **Bergen** last week. . . . Three of Norway's best known singers, **Kirsti Sparboe**, **Oddvar Sanne** and **Arne Bendiksen**, will form a trio and start recording in every popular field. They are looking for a name. . . . The **Jim Reeves** show, televised by **Norsk Fjernsyn** (Norwegian Television) in **Oslo** during their visit here April 1964, has been shown also in the **Netherlands**. The program has been sold to some European countries.

Jan Rohde is issuing an LP with his backing group, the **Wild Ones**, on **Sonet** label the record title is "Doing the Jenka." . . . **Stig Anderson** of **Sweden Music** claims the **Jenka** (Letkis) now may hit England, but not from **Scandinavia**, where is originated but via **Spain**. . . . **Stig Anderson** has signed the contract for his **Scandinavian** representation of the **Screen Gems** catalog. . . . **Scandinavian TV** bosses have decided that they will partake in next year's **Eurovision Song Contest** after all, states **Erik Diesen**, head of Norway's TV entertaining department. **Scandinavian** countries were not satisfied with the way this TV spectacular was run. **EPSEN ERIKSEN**.

PARIS

Following the success of their program on **Barbara**, **France-Inter** will devote another entire day to **Barclay** singer **Jean Ferrat** when

he opens at the **Bobino** in December. . . . **Nana Mouskouri** has recorded the French version of "Kisses Sweeter Than Wine," written by the late **Boris Vian** and published here by **Francis-Day**. The song has just been released on **Fontana** under the title "Ses Baisers Me Grissaient." . . . **Michel Delpech** has recorded his big success "Chez Laurette" in Italian for **Festival**. . . . **Johnny Hallyday** and **Sylvie Vartan** will tour Japan, the **United States** and **South America** in February. . . . **Claude Pascal** of **Editions Tutti** is tying up with **Italian R.C.A.** for a big promotion in **France** of **Gianni Morandi** and **Jimmy Fontana**. . . . **Polydor** is recording big sales with "It Ain't Me Babe," by the **Turtles** (**MGM**), "All I Really Want to Do" by **Cher**, and "Let's Go" by **Sir Henry and the Butlers**. . . . Work pouring in for **Pathe-Marconi** artist **Adamo** following his sensational season at the **Olympia**. He recently recorded six TV shows in three days and has had offers to star in two different films, including **Roger Vadim's** next, "La Curee."

Rhythm and blues specialist **Bo Diddley** topped the bill at an **Olympia Musicorama** concert organized by **Europe No. 1**. . . . **Les Missiles** have recorded "Moi J'attends Mon Tour," the French version of the **Originells** disk, "I Can Make You Mine," for **Ducretet**. . . . **Alain Barriere's** "Ma Vie," published by **Tutti**, has been recorded in English by **Shirley Bassey** under the title "While I Live," with words by **Norman Newell**. . . . New star **Akim** makes his disk debut on **Philips** singing a duet with **Sheila**, "Devant le Juke Box." . . . **Polydor** released the soundtrack from "La Metamorphose des Cloportes," recorded by **Jimmy Smith** in **Paris**. . . . **Monty** has recorded the big **Herman's Hermits** success, "I'm Henry VIII, I Am" for **Barclay** under the title "On Ne Meurt Qu'Une Fois." . . . The great Italian summer success "Il Peperone" has been recorded for **Polydor** by **Les Babs** as "T'es Tout Blanc." . . . **Georges Brassens** new hit "Les Copains d'Abord," published by **Tutti**, has been recorded by a number of different orchestras. . . . Newcomer **Madeleine Pascal** has, in 15 days, hit No. 2 on the **France-Inter** Hit Parade with "Ma Chanson d'Amour" on **Polydor**. . . . For **Philips** **Lucky Blondo** has recorded the French adaptation of "Im Forgetting Now" —"Je Vais T'Oublier." . . . **Festival** are releasing a new album by singer-composer **Christian Arabian**. . . . **Jocelyne**, the French **Brenda Lee**, has recorded two Italian hits, "Lui" and "A Forza di Lasciarti" for **Philips**. . . . The new **Johnny Rivers** disk "Land of 1,000 Dances" getting off to a good start on **Polydor**.

MIKE HENNESSEY

RIO DE JANEIRO

Producer **Roberto Quartin** released the first LP by new singer **Ana Margarida**. Disk has superb writing by arranger **Luisinho Eca**. . . . **Robert Nunes** left **Odeon's** International Dept. **Jose' de Sa'** is looking for a new assistant. . . . **Jorge Guinle** is the president of the newly founded **Jazz & Bossa Club**. . . . **Odeon** released the LP "Pery Ribeiro, Leny Andrade and Bossa Tres Live at Porao 73" (**Cellar 73**). . . . The **Dixieland** band of trumpet man **Alex De Andrade** made its debut at a party thrown by millionaire **Mariozinho De Oliveira**. . . . The **Jongo Trio** LP, on **Farrouphilha** label, goes on as top 12-incher in town. . . . Disk man **Estevao Herman** left for the States. **Herman** is a well-known LP importer. . . . **Philips** signed flute man **Carlos Poyares**. . . . Nightclub owner **Flavio Ramos** is releasing the first records of his new label, **Discos Jirau**. . . . **Alberto Roest's** **Prior Discos** were sold to a group in **Sao Paulo**. Reported price: 15 million cruzeiros. . . . **Shawn Elliott's** "Scandal in the Family" already sold 40 thousand copies in **Brazil**.

SYLVIO TULLIO CARDOSO

ROME

Luigi Campi of **CAM**, who went to **New York** for the launching of the new film, "Juliet of the Spirits." (Continued on page 26)

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posure to enable the pastor's daughter from **Erlangen** to capitalize fully on her ascent to Hollywood film stardom. **Polydor** has just released an **Elke** LP, "Ich liebe Dich" (I Love You)—a medley of love songs.

Bert Kaempfert is going to Hollywood to write film music. **Kaempfert**, Germany's top composer and orchestra leader, now has three LP's on the U. S. top tune list—"Blue Midnight," "Three o'Clock in the Morning" and "The Magic of Far Away Places." "Blue Midnight" has sold over 500,000 copies

The locally produced LP by world-famous **Esther** and **Abraham Ofarim** "New Songs of the World" released by **PHILIPS** Records, Germany, is developing into an absolute season's best seller with over 25,000 sold and further 15,000 ordered the first two weeks.
PHILIPS RECORDS, HAMBURG

in the U. S. **Kaempfert's** latest release in Germany is "Moon Over Naples." Another **Polydor** artist, **Martin Lauer**, has just returned from the U. S. with a new song title, "Silver Dollars." . . . When England's beat aggregation, the **Rolling Stones**, toured Germany, they were accompanied by a satellite German beat group, the **Rivets**. As events developed, the German group literally rode the coattails of the **Stones** to fame. They are now on the German top tune list with a new release, "Komm!" **OMER ANDERSON**

Say You Saw It in
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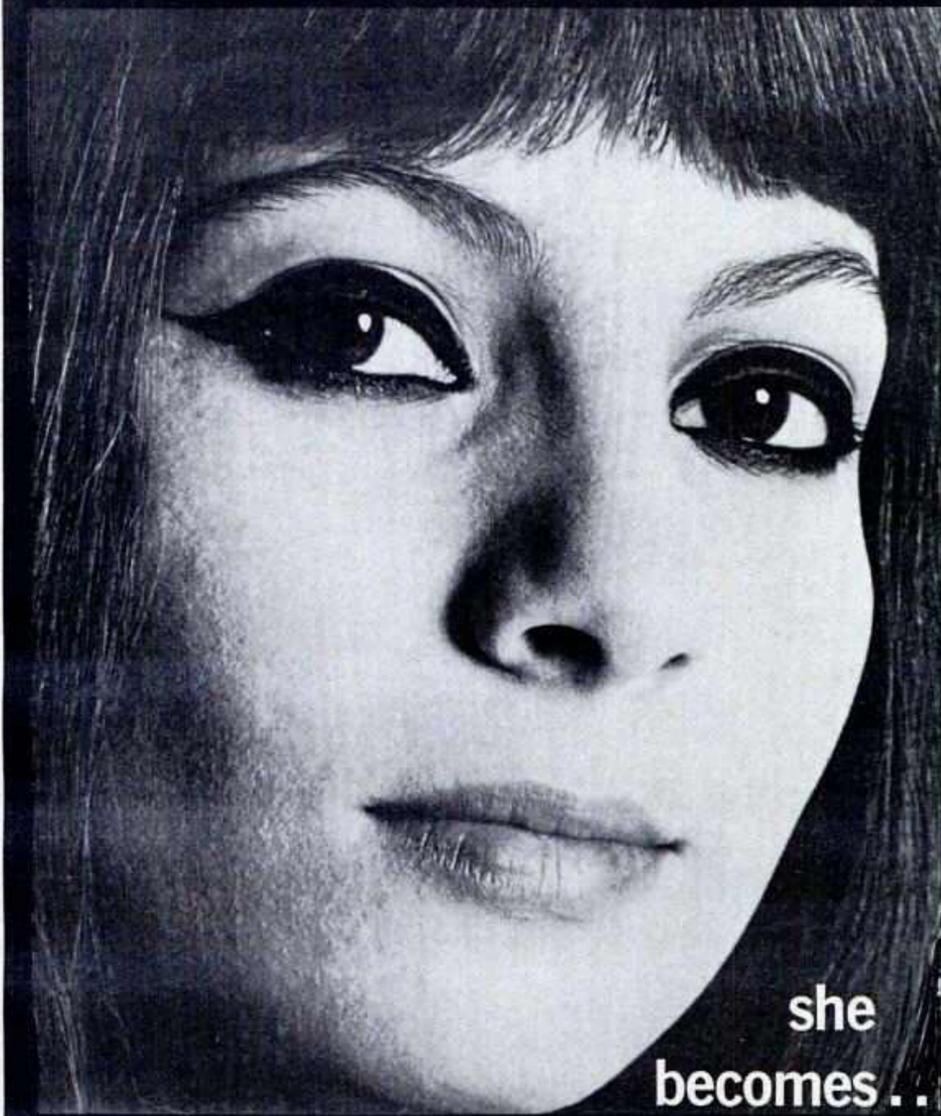
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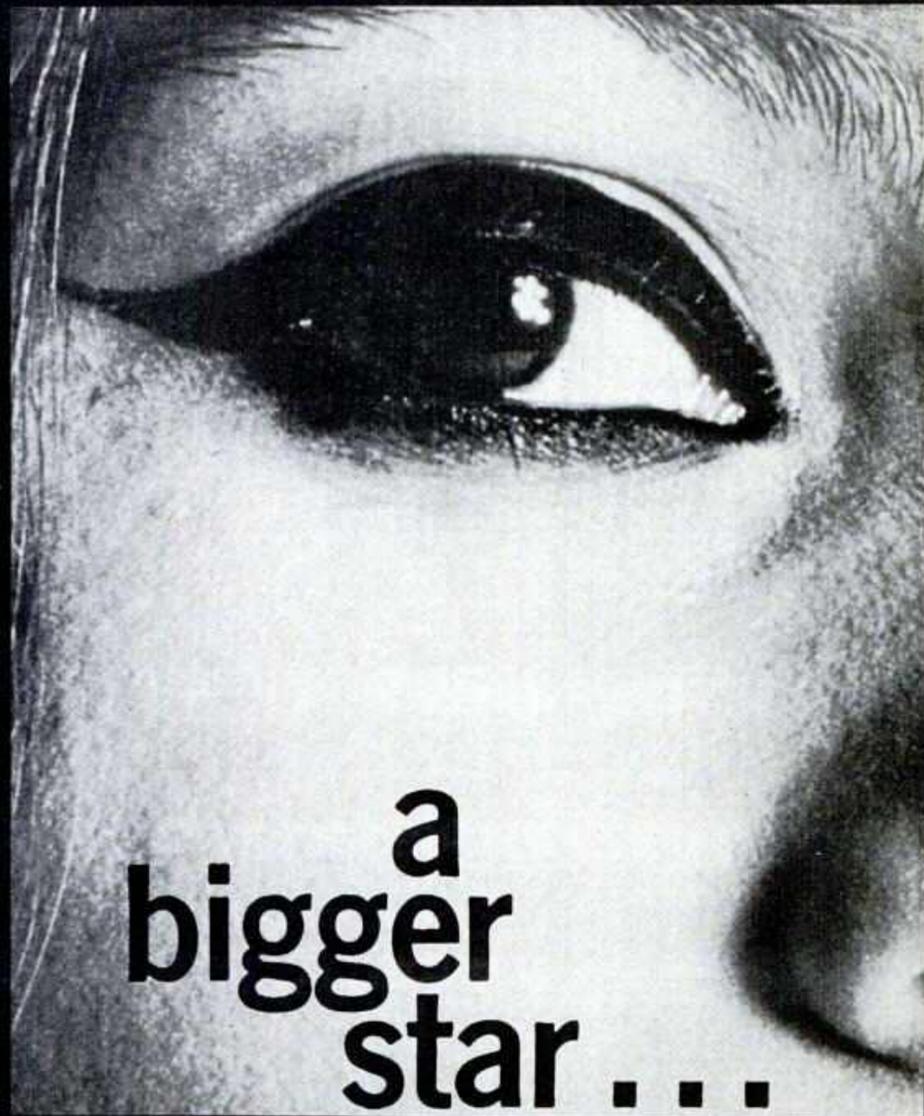
With every record ...



Esther Ofarim makes ...



she becomes ...



a bigger star ...

A publication of Philips' Phonographic Industries. Central Office: Baarn, The Netherlands.

Esther Ofarim's latest release: „That's our song" (Neue Songs der Welt) In the U.S. „Is it really me?"

PHILIPS

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MUSIC CAPITALS OF THE WORLD

• Continued from page 24

for which he controls score and soundtrack, is planning new operations in Japan, South America and North Africa. Company is now nearing its 600th soundtrack in disks. . . . **Gene Pitney**, first big foreign revelation of the San Remo Festival, is back again with a new entry, "The Spy," probably a warm-up for his third San Remo appearance. . . . **Messaggerie Musicale** backed newest song event which took place at Campione d'Italia, Italian enclave on Lake Maggiore's Swiss end. . . . Musicals are bigger than ever on TV with five major shows now going or about to start. . . . **Ornella Vanoni**, Ricordi artist, will visit Tripoli now that she has returned from a 10-day tour of U. S. . . . **Gilbert Beaud** received a gold medal from Festival of the Roses for his record in Italy. . . . **Renata Pacini** is recording the score for new film, "Public Beach," in which she has an acting lead. . . . **Mimma**

Gasperl, former press chief for CGD Internazionale in Milan, is now performing same chores for Phonogram in Rome. . . . The brother of Queen Fabiola of Belgium, Italian recording artist and pianist **Don Jaime De Moray Aragona** has been sentenced to 2½ years and fined \$500 for passing bad checks. Case is now under appeal. . . . **Glauco Pellegrini** picked 120 world soundtracks between 1930 and 1965, after five months of work for his new TV show, "Sound Track," which will be presented in three installments.

SAM'L STEINMAN

SYDNEY

Festival Records is re-releasing two Decca packages, "Danzas Flamencas" Vol. 1 & 2 in honor of **Jose Greco's** Australian tour. Flamenco dancing is extremely popular in Australia and advance bookings on the Greco show were tremendous. . . . The dance from "Zorba the Greek" is expected to spread to Australia where the number is already receiving heavy air exposure. Festival Records has released a single by **Command's Enoch Light** and his orchestra, complete with an illustrated brochure describing the dance steps. Meanwhile, the Fox soundtrack album is chalking up big sales in all States. . . . **John Harrigan**, who manages two of Australia's top recording groups, **Ray Brown and the Whispers** and **Billy Thorpe and the Aztecs**, has organized an all-State show slanted at the teen-age audiences with **Brown and Thorpe** topping the bill. Festival Records is rush releasing **Ray Brown's** latest single, "In the Midnight Hour" b/w "Now Is the Time."

New signings—**Sunshine Records** released through Festival, has signed up two new groups, the **Five** and the **Purple Hearts**. First releases are expected to hit the airwaves during the next two weeks.

Australian Record Co., Ltd., has picked up the distribution rights for the American Back Beat label and its first release will be the **Roy Head** single, "Treat Her Right." The single will be released under the CBS banner in this country. Also scheduled for early release is the **Newbeat's** Hickory single "Run Baby Run" which is receiving heavy air exposure. With the Paramount Picture release of their film "The Sons of Katie Elder," **Australian Record Co., Ltd.**, has hit the market with the **Johnny Cash** version of the ballad of the same title on CBS. . . . **Ivan Mogull** arrives here for a visit to his Sydney office, run by **Joe Halford**. He will also visit Melbourne and Wellington (N. Z.).

Johnny Ashcroft's Columbia single "Mrs. Swaggie Joe," now the No. 1 country record on **Ray Rumbles** 4 BC chart. The tune is controlled by **Castle Music**. . . . **W & G** sales manager **Martyn Angus**, reports that sales of **W & G** product reached an all-time high during September 1965. Angus recently conducted a reshuffle of the **W & G** sales force of the **W & G-owned** outlet **W & G Distributing Co.** . . . **Ariola-Eurodisc** has issued the **W & G** recorded single by the **Seekers** "Chilly Winds" b/w "The Light From the Lighthouse," while at home in Australia a new single and EP by the **Seekers** has been issued from World Record Club material. . . . Currently one of the hottest folk larks in Australia, **Lenore Somers** has issued a new EP simply entitled "Lenore Somers." She is currently recording new material for her third album release.

GEORGE HILDER

TOKYO

Frank Mancini, MGM national promotion manager, was here for two weeks to make preliminary promotion in connection with **Connie Francis'** visit. . . . **Tokichi Seya**, president of **Nippon Columbia Records**, and **Taro Shoji**, a vet-

ern popular singer, were awarded medals by the government for their distinguished services in the field of art, together with 23 other scientists and men of culture and art. **Shoji** had formerly been an exclusive singer of **Polydor Records**, but is still singing at the age of 67. He is president of the **Japan Singers Union** at present.

August record production announced by the **Japan Phonograph and Record Association** is 3,852,125 Japanese records (\$2,824,041) and 2,913,501 international records (\$3,326,000), making 6,765,626 records (\$6,150,041 at factory prices) in total. The above figures include 4,475,050 stereo records (\$4,496,832). This indicates an increase of 24 per cent in quantity and an increase of 13 per cent in value over the same month last year. . . . The **Ninth Osaka International Festival** will open at the **Osaka Festival Hall** April 12, 1966.

JUNZO FUKUNISHI

TORONTO

Release by **EMI** in the United Kingdom and Europe is set for **Malka and Joso's** two albums of international folk songs on Capitol here. The LP's are also to be released in the U. S. The folk duo recently taped a half-hour show for **Screen Gems (Canada), Ltd.'s**, "Spotlight" TV series, which is being peddled internationally, and a new coffee house created specially for them opened in Toronto last month. . . . **W & G Records** in Australia has picked up "Freckles, Freckles" and "Dusty Roads," by guitarist **Skip Evans** from **Quality**. Both sides are getting air play on good music stations here and it's currently **Quality's** best-selling Canadian-content single.

Robert J. Stone Associates of **Oshawa, Ontario**, who entered the field of representing foreign labels in Canada just a couple of months ago, have announced agreements with three more U. S. companies. They are **Murbo Records** of **New York**, **Bo-Mar Enterprises, Inc.**, **Pittsburgh**, and **Carrie Recordings, Inc.**, **Detroit**. **Bo-Mar** product, bowing with **Jimmy Merchant's** "Skin the Cat," **Jimmy Interval's** "Scoot" and "She Belongs to Me," by **Phillip and Lee**, is being released by **Capitol**, as are **Carrie's** openers, "Call Me," by **Edward Hamilton** and "You've Got to Help Me," by **Clifford Binns**. First single from **Murbo**, **Joey Costa's** "Like a Baby in a Blanket," is on the **Spartan** label here. **Stone** is also representing a Canadian company, **Empire Recordings**, and releases on **Sparto** is set for its first, "I'm Blue," by Canadian artist **Kenny Hepburn**.

Capitol of Canada continues its Canadian talent policy with releases by three new artists. The young Canadians, comprised of **Lois Fletcher** from **Hamilton**, **Dan Dalton** from **Windsor** and **Dan Moore** from **Winnipeg**, met in **Los Angeles** where **Lois** and **Dalton** were members of the **Back Porch Majority**. They recorded their own numbers, "Joker" and "Get Together" in **Los Angeles** and are playing there now. **Ernie Lyon's** disk debut, "Baby What You Do to Me" and "Bye Bye Baby," was recorded in **England** this summer. **Carol Wharton** makes her disk bow with two tunes by prolific Toronto writer **Al Rain**, "I Always Wake Up Crying" and "The Girl in the Middle."

The current wave of **P. F. Sloan** hits is great publicity for **Arc Records'** new release, "Blue Lipstick," by **Patrician-Anne**. **Sloan** wrote the tune specially for the pretty 17-year-old vocalist, after hearing her via tape, back in May before "Eve of Destruction" started his present winning streak, and now his name practically guarantees close attention from the stations. **Patrician-Anne** is a regular on the "Frank's Bandstand" edition of the **CBC-TV** network's "Music Hop," so the disk gets national TV exposure, too.

The popularity of country music in Canada and the importance of the Canadian market in the country field was demonstrated during the doings in **Nashville** last month. Execs of a number of diskeries, including **Columbia**, **Spartan**, **Arc**, the brass from **BMI Canada**, and a record number of deejays from north of the border attended. Three Canadians were elected as directors of the **Country Music Association**:

Harold Moon, general manager of **BMI Canada, Ltd.**; **Bob Simpson**, radio-TV director of **Footie, Cone & Belding**, and expatriate **Frank Jones**, producer with **Columbia Records** in **Nashville**. And **Hal and Ginger Willis** and **Ron Kitson**, Canadians now living in the U. S., were among the composers honored with **BMI Country Music Achievement Awards** of the year.

Columbia of Canada's veep and managing director, **Bob Pampe**, national ad and sales promo manager **Bob Martin**, Ontario promo chief **Charlie Camillieri** returned from **Nashville** peacock-proud of the performance of young Canadian **Debbi Lori Kaye** in **Columbia's** star-studded entertainment. The small girl with the big voice was such a hit that **Columbia** in the U. S. is rushing out her second single to follow up her in-person impact on the deejays.

A Canadian label bows from **Edmonton**, with "Gloria" and "She Belongs to Me," by the **King Beez** on **Pace**. . . . **Peter, Paul and Mary** appear in **Halifax (27)** and at **Massey Hall** in **Toronto (28 and 29)**, following up a sell-out concert at **Place des Arts** in **Montreal** last month.

KIT MORGAN

BOSTON

Herb Dale, former **Warner Bros.** distributor who has made a couple of moves lately, has now made the big one. He has entered the entertainment field and record promotion with offices at 121 **Newbury St.** **Herb** once was promotion man for **Capitol Records**. . . . **Capitol's** **Al Khoury**, the label's PR man, introduced the press to their latest find, the **Lost**, at the **Forum**, the **Hub's** discotheque. The five lads performed live. . . . **Britain's Royal Marines** Tattoo a sellout at the big **Boston Garden** on its four-night stand. . . . **Nightclubs** may be feeling the pinch these nights, but **Stanley Blinstrub** with his 1,700-seater **Blinstrub's Village**. His first three offerings of the season, the **Supremes**, **Wayne Newton** and **Petula Clark**, have had the premises packed to the rafters. **Boston's** airwaves seem to be saturated with **Newton's** records these past weeks. . . . **Lee (Blue Velvet) Morris** is back with his classes again after a trip to **Hollywood** where he wrote lyrics for **Nelson Riddle's** "Marriage on the Rocks" score. He also had two songs cut by **Robert Goulet** and **Elke Summers**.

Silvers Music Co., headed by songwriter **George J. Silvers**, which recently opened offices in **Boston**, is auditioning new talent for an upcoming production with a view to a **Hub** airing. . . . A heavy advance is already reported for the **Rolling Stones**, due at the **Garden** this month. . . . **Bob Dylan** a sellout one week before his one-night stand at the 3,400-seater **Back Bay Theater**. . . . **Krey's**, with seven **Hub** record stores, opens number eight at the big **Prudential Center** next week. . . . **Boston** audiences proving that choral music still has pulling power. The **Handel & Haydn Society** month-long 150 anniversary festival with world-wide choirs continues to draw large crowds to **Symphony Hall**. . . . **Charles Aznavour** will come to the **Back Bay Theater** for a single performance this month. . . . **Stan Monteiro** is the new promotion man for **Merrec Distributors**, **Mercury Records** outlet here, now, like so many others, taken to the suburbs under management of **John Penny**.

CAMERON DEWAR

CHICAGO

Indianapolis-based **Allan Records'** managing director **Jerry D. Allan** sped to **Chicago** from the big **Nashville** week to disclose that he'll open diggings there early in 1966. . . . **Lee Phillip** continues to delight record promo people by exposing acts before her **WBBM-TV** cameras. Recent guests have been the **Kim Sisters**, vocalist **Laine Kazan**, the distinctly talented new **Columbia** artists **Rheta and Tennyson**, **Odetta**, **Eddie Higgins Trio**.

Local broadcasters will hear a saga of the South tomorrow evening (9) when **Ralph Blumberg**, owner of **WBOX** in **Bogalusa, La.**, tells how

after attempting to lead in solving local racial problems his station lost nearly all its advertisers. He'll tell his story to members of the **Broadcast Advertising Club of Chicago**.

Nancy Wilson comes to **Mister Kelly's** on the **Near North Side** for two weeks beginning **Nov. 22**. . . . **Chicago** boy **Bobby Whiteside** has cut his own composition "The Sun Is Gold" for **Lou Simon** at **Philips**.

. . . **Columbia's** **Jim Scully** and wife **Sharon** are cooing over their firstborn, **Dawn Lynn**, an **Oct. 27** arrival. . . . The **Nov. 13** edition of **WBKB-TV's** "American Swingaround" will star **Hank Thompson**, **LeRoy Van Dyke**, **Wanda Jackson**, **Jimmy Newman** and **Johnny Sea**. . . . **M. S. Distributing Co.** has a **Frank Sinatra** promotion going **Nov. 1** through **Dec. 24**.

An all-**Chicago** talent revue at the **Arie Crown Theater** on **Nov. 24** will headline **Cameo Parkway's** **Harriette Blake**, **Frank York** and his orchestra, the **Harmonicats** and several comic acts. . . . Yielding to what he calls "the inevitable," **Maynard McLean** has reopened the grand old **Sutherland Lounge** as "Sutherland A-Go-Go," featuring go-go girls of various racial extractions. **Paul Weston** heads the club's opening revue. . . . **RCA Victor's** matchless **Jose Feliciano** holds forth at **Mother Blues** in **Old Town** through **Nov. 14**. . . . **London** producer **Jack Baverstock**, handler of the **Silkie** in their first session for **Chicago's** **Fontana Records**, came through with identities of the **Hull University** foursome the other day: vocalist **Silvie Silkie** is **Silvia Tatler** of **Stoke-on-Trent**; double-bassist **Key Silkie** is **John Kevyn Cunningham** of **Walton, Liverpool**; **Mike Silkie** is **Michael John Ramsden** of **Totnes, Devon**, and **Ivor Silkie** (like **Mike** a guitarist-vocalist) is **Ivor John Aylesbury**, of **Carshalton, Surrey**.

RAY BRACK

MEMPHIS

Venice Stalks' new **Hi** release, "Yesterday's Man" and "Let's Stop," is getting top air play locally, could hit. . . . **Smash's** **Charlie Rich** is on tour plugging his new single, "It Can't Go On" and "Dance of Love." He wrote both. . . . **Pat Boone** was in town for three days last week promoting the new chain of barbecue outlets he and **William Loeb** of **Memphis** set up a few months ago. **Boone** played a tennis match against a local female tennis star (**Bonnie Dondeville**) and engaged in a swimming race with **Loeb**.

Mrs. Bill Black said she has received many hundreds of letters from all over the U. S. and overseas since the death of her husband. She wishes to thank everyone, said she could not possibly answer personally. . . . **Hi's** **Willie Mitchell** said the way his current single, "Everything Is Gonna Be All Right," is going, he should have a hit. Incidentally, a new **Willie Mitchell** album with all tunes written and arranged by him is due out soon.

Ace Cannon packs any local club he plays. Last week it was **Hernando's Hideaway**. . . . **Elvis Presley**, recuperating at home from the **Hollywood** wars, films another movie for **MGM** beginning in **February**. It's titled "Always at Midnight."

ROY HAMILTON

HOLLYWOOD

Selma Avenue is turning into a tiny music row. Walking down **Selma** from **Cahuenga Boulevard** to **Ivor Street**, one encounters **Wally Heider Recordings**, **Hollywood Sound Recorders**, writer **Rene Hall's** enterprises, **Moon-glow Records** and **Central Songs**. . . . **Ella Fitzgerald** and **Duke Ellington** cut an LP here, with **Norman Granz** in control. **Ellington** is no longer with **Reprise**.

Frank Sinatra's one-man show on **NBC-TV** this month is geared around a non-stop musical format. **Nelson Riddle's** band will play for the uptempo tunes; **Gordon Jenkins** for the slow tunes. The show is called "A Man and His Music."

The **Jazz Crusaders** have borrowed two members of the **Mongo Santamaria** group for their eighth LP for **World Pacific**, "Chili Con Soul." Joining the quartet are flutist **Hubert Laws** and timbalist **Carmello Garcia**.

ELIOT TIEGEL

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ARGENTINA

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This Week	Last Week	Title	Artist
1	3	HELP! (LP)	The Beatles (Odeon); *Los Buhos (CBS) —Fermata
2	4	AVEC	Charles Aznavour (Barclay); Franck Pourcel (Odeon); *Lucio Milena (Disc Jockey)—Korn
3	1	VENECIA SIN TI	Charles Aznavour (Barclay); *Juan Ramon (RCA); Ely Nari (Fermata); *Claudia (Odeon) —Fermata
4	2	HE COMPRENDIDO QUE TE AMO	Luigi Tenco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon); Javier Solis (CBS)—Fermata
5	7	FLORES NEGRAS/VEREDA TROPICAL	Eydie Gorme/Trio Los Panchos (CBS)—Edami
6	6	NO QUISIERA QUERERTE	*Palito Ortega (RCA); *Horacio Guarany (Philips); *Roberto Yanes (CBS); *Ramona Galraza (Odeon); *Jorge Sbral (Disc Jockey) —Lagos
7	—	LA POLLERA AMARILLA	Enrique Tullio Leon (Odeon); Sonia Lopez (CBS); Sonora Niko Estrada (Odeon); *Los Martinicos (Music Hall)—Korn
8	8	LA RANCHERA DEL PAISANO JULIO	*Chacho Santa Cruz (Microfon)—Korn
9	9	CREMA BATIDA	Herb Alpert y Los Tijuana Bras (Fermata); *Mister Trombon (CBS); Tono Quiraco (Music Hall)—Korn
10	—	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Music Hall); Los Bells (Fermata); Jim and Jerry (Odeon)—Fermata

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SHAKIN' ALL OVER	*Normie Rowe (Sunshine)—Alberts
2	6	YESTERDAY	The Beatles (Parlophone)—Leeds
3	3	WHAT'S NEW PUSSYCAT	Tom Jones (Decca)—Leeds
4	4	SING C'EST LA VIE	Sonny and Cher (Festival)—Belinda
5	1	IL SILENZIO	Nini Rosso (Durium)—Alberts
6	7	GENIE WITH THE LIGHT BROWN LAMP	The Shadows (Columbia)—Belinda
7	8	I COULD EASILY FALL	Cliff Richard (Columbia)—Belinda
8	9	ZORBA'S DANCE	Marcello Minerbi (Durium)—Alberts
9	5	VELVET WATERS	*Tony Worsley (Sunshine)—Southern
10	—	TEARS	Ken Dodd (Columbia)—Alberts

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TEARS	*Ken Dodd (Columbia)—Keith Prowse
2	6	YESTERDAY MAN	*Chris Andrews (Decca)—Glissando Music
3	—	GET OFF OF MY CLOUD	*Rolling Stones (Decca)—Mirage Music
4	7	IT'S GOOD NEWS WEEK	*Hedgehoppers Anonymous (Decca)—Jonjo Music
5	2	ALMOST THERE	Andy Williams (CBS)—Cinephonic
6	9	HERE IT COMES AGAIN	*Fortunes (Decca)—Donna Music
7	11	YESTERDAY	*Matt Monro (Parlophone)—Northern Songs, Ltd.
8	3	IF YOU GOTTA GO, GO NOW	*Manfred Mann (HMV)—Blossom Music
9	5	EVE OF DESTRUCTION	Barry McGuire (RCA)—Dick James Music
10	4	HANG ON SLOOPY	McCoys (Immediate)—Campbell-Connelly
11	10	EVIL HEARTED YOU	*Yardbirds (Columbia)—Campbell-Connelly
12	14	STILL I'M SAD	*Yardbirds (Columbia)—Feldman
13	12	SOME OF YOUR LOVIN'	*Dusty Springfield (Philips)—Screen Gems-Columbia
14	—	IT'S MY LIFE	*Animals (Columbia)—Screen Gems-Columbia

15	7	MESSAGE UNDERSTOOD	*Sandie Shaw (Pye)—Glissando Music
16	13	IN THE MIDNIGHT HOUR	Wilson Pickett (Atlantic)—West One Music
17	23	LOVE IS STRANGE	Everly Brothers (Warner Bros.)—Cromwell Music
18	22	BUT YOU'RE MINE	Sonny and Cher (Atlantic)—Belinda Music
18	—	POSITIVELY 4TH STREET	Bob Dylan (CBS)—Blossom Music
20	16	WHATCHA GONNA DO ABOUT IT	*Small Faces (Decca)—Fanfare Music
21	25	I KNOW HOW IT FEELS TO BE LOVED	*Nashville Teens (Decca)—South Mountain Music
22	18	BABY DON'T GO	Sonny and Cher (Reprise)—Kassner Music
23	19	IL SILENZIO	Nini Rosso (Durium)—Peter Maurice/Biem
24	24	UNTIL IT'S TIME FOR YOU TO GO	*Four Pennies (Philips)
25	—	SOMETHING	*Georgie Fame (Columbia)—Gunnell Music
26	—	BABY I'M YOURS	*Peter and Gordon (Columbia)—April Music
27	—	THE CARNIVAL IS OVER	*Seekers (Columbia)—Springfield Music
28	—	1-2-3	Len Barry (Brunswick)—Leeds Music
29	15	MAKE IT EASY ON YOURSELF	Walker Brothers (Philips)—Famous, Chappell
29	—	I LOVE YOU, YES I DO	Merseybeats (Fontana)—Lois Music

CANADA

This Week	Last Week	Title	Artist
1	1	GET OFF OF MY CLOUD	Rolling Stones (London)
2	5	A LOVER'S CONCERTO	The Toys (Reo)
3	2	YESTERDAY/ACT NATURALLY	The Beatles (Capitol)
4	8	EVERYBODY LOVES A CLOWN	Gary Lewis & The Playboys (Liberty)
5	4	JUST A LITTLE BIT BETTER	Herman's Hermits (MGM)
6	6	YOU'RE THE ONE	The Vogues (Barry)
7	—	NOT THE LOVIN' KIND	Dino, Desi & Billy (Reprise)
8	—	1-2-3	Len Barry (Decca)
9	7	TREAT HER RIGHT	Roy Head (Back Beat)
10	—	POSITIVELY 4TH STREET	Bob Dylan (Columbia)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	3	JUST LIKE TOM THUMB'S BLUES	Gordon Lightfoot (United Artists)
2	4	YOU'VE REALLY GOT A HOLD ON ME	Little Caesar & The Consuls (Red Leaf)

EIRE

This Week	Last Week	Title	Artist
1	1	TEARS	Ken Dodd (Columbia)—Keith Prowse
2	2	EVE OF DESTRUCTION	Barry McGuire (RCA)—Dick James
3	—	THE WONDER OF YOU	Royal (HMV)—Leeds
4	8	LOOK THROUGH ANY WINDOW	Hollies (Parlophone)—Feldman
5	10	ALMOST THERE	Andy Williams (CBS)—Cinephonic
6	—	IF YOU GOTTA GO, GO NOW	Manfred Mann (HMV)—Blossom
7	7	MESSAGE UNDERSTOOD	Sandie Shaw (Pye)—Glissando
8	6	MY OWN PECULIAR WAY	Drifters (Pye)—Acuff-Rose
9	3	IL SILENZIO	Nini Rosso (Durium)—Peter Maurice
10	4	HUCKLEBUCK SHOES	Royal (HMV)—Etude

FLEMISH BELGIUM

This Week	Last Week	Title	Artist
1	3	ALINE	Christophe (A Z)—Eds. Madeleine
2	9	CAPRI, C'EST FINI	Herve Villard (Mercury)—P. Plum

3	—	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Roulette)—Vedette
4	4	THIS STRANGE EFFECT	Dave Berry (Decca)—Altona
5	1	EARLY BIRD	*Andre Brasseur and His Multisound Organ (Palette)—World
6	2	IL SILENZIO	Nini Rosso (Vogue)—Bens
7	7	MES MAINS SUR TES HANCHES	*Adamo (HMV)—Ardmore & Beechwood
8	—	I'M YOURS	Elvis Presley (RCA)—Belinda Music
9	—	UN JOUR	*Marc Aryan (Marcel)—Ardmore & Beechwood
10	—	UNCHAINED MELODY	The Righteous Brothers (Moonglow)—Chappell/De Coene

FRANCE

This Week	Last Week	Title	Artist
1	1	MES MAINS SUR TES HANCHES	Adamo (Voix de son Maitre)—Pathe
2	2	SCANDALE DANS LA FAMILLE	Sacha Distel (Voix de son Maitre)—Sim
3	—	MON COEUR D'ATTACHE	Enrico Macias (Pathe)
4	6	HELP!	The Beatles (Odeon)—Northern Music
5	4	ALINE	Christophe (A.Z.)—Jacques Plante
6	5	BONSOIR MON AMOUR	Dalida (Barclay)—Pathe
7	9	CAPRI C'EST FINI	Herve Villard (Mercury)—Barclay
8	7	LIKE A ROLLING STONE	Bob Dylan (CBS)—Sim
9	8	SATISFACTION	The Rolling Stones (Decca)
10	—	MON ANNEAU D'OR	Johnny Hallyday (Philips)—Labrador

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	4	THIS STRANGE EFFECT	Dave Berry (Decca)
2	1	SATISFACTION	Rolling Stones (Decca)
3	2	HELP!	Beatles (Parlophone)
4	3	EVE OF DESTRUCTION	Barry McGuire (RCA)
5	10	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Roulette)
6	5	YOU'VE GOT YOUR TROUBLES	Fortunes (Decca)
7	7	SOPHIETJE	*Johnny Lion (Philips)
8	6	I GOT YOU BABE	Sonny & Cher (Atlantic)
9	8	DANSE DE ZORBA	Several Artists
10	9	I'LL GO CRAZY	*Phantoms (Omega)

HONG KONG

This Week	Last Week	Title	Artist
1	1	ACT NATURALLY/ YESTERDAY	The Beatles (Parlophone)
2	3	(I Can't Get No) SATISFACTION	The Rolling Stones (British Decca)
3	2	DIZZIE MISS LIZZIE/THE NIGHT BEFORE	The Beatles (Parlophone)
4	4	MR. TAMBOURINE MAN	The Byrds (CBS)
5	5	I'M YOURS	Elvis Presley (RCA Victor)
6	7	CATCH US IF YOU CAN	The Dave Clark Five (Columbia)
7	—	POSITIVELY 4TH STREET	Bob Dylan (CBS)
8	—	EVERYBODY LOVES A CLOWN	Gary Lewis (Liberty)
9	8	SUCH AN EASY QUESTION	Elvis Presley (RCA Victor)
10	—	THE TIME IN BETWEEN	Cliff Richard (Columbia)

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SI FA SERA	*Gianni Morandi (RCA)
2	4	LA FESTA	*Adriano Celentano (Clan)
3	2	TI SENTI SOLA STASERA	*Michele (RCA)
4	3	DANZA DI ZORBA	*Marcello Minerbi (Durium)
5	6	LE RAGAZZE D'OGGI	Richard Anthony (Columbia)
6	5	LA NOTTE	Adamo (Pathe)
7	8	DANZA DI ZORBA	Mikis Theodorakis (20th Century)

8	9	SONO UN SIMPATICO	*Adriano Celentano (Clan)
9	7	VORREI	Alain Barriere (RCA)
10	—	IL SILENZIO	*Nini Rosso (Sprint)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AISHITE AISHITE AISHICHATTANOYO	*Mahina Stars & Tashiro Miyoko (Victor)—JASRAC
2	2	CARAVAN	The Ventures (Liberty)
3	3	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
4	5	LA PLAYA	Claude Ciari (Odeon); Graeme Bartlett (Philips)—Toshiba
5	6	POUPEE DE CIRE, POUPEE DE SON	France Gall (Philips)—Suisseisha
6	4	ONNA GOKORO NO UTA	*Bob Satake (King)—JASRAC
7	8	ETSURAKU NO BLUES	*Shima Kazuhiko (Columbia)—JASRAC
8	7	DON'T LET ME BE MISUNDERSTOOD	The Animals (Odeon)
9	10	AKAI GLASS	*Ai George (Teichiku)—JASRAC
10	9	CRYING IN A STORM	*Emy Jackson (Columbia)—JASRAC

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	IT'S ALL OVER	*Naomi and the Boys (Philips)
2	3	HELP!	Beatles (Parlophone)
3	1	SILVER THREADS AND GOLDEN NEEDLES	*Crescendos (Philips)
4	—	CATCH US IF YOU CAN	Dave Clark Five (Columbia)
5	5	JUST A LITTLE BIT TOO LATE	Cliff Richard (Columbia)
6	4	SEVENTH HEAVEN	Four Strangers (Life)
7	—	NIGHT BEFORE	Beatles (Parlophone)
8	—	MARIA, IT'S YOU ALONE	*Tom and Reyes Sisters (Philips)
9	—	LOOK THROUGH ANY WINDOW	Hollies (Parlophone)
10	—	ALMOST THERE	Andy Williams (CBS)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM); *The Rocking Devils (Orfeon)—Grever Panchos (CBS)—Campei
2	9	TRIUNFAMOS	*Los Panchos (CBS)—Campei
3	4	LA MENTIRA	*Pepe Jara (RCA)—Campei
4	3	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Pye)—Pending
5	—	QUE VA	*Javier Solis (CBS)—Pending
6	1	PAYASO	*Javier Solis (CBS)—Mundo Musical
7	6	SIGAMOS PECANDO	*Los 3 Diamantes (RCA); *Hnos. Carrion (Orfeon)—Emmi
8	5	SOMBRAS	*Javier Solis (CBS)—Sadaic
9	10	CARTA FATAL	*Los Jaibos (Peerless)—Emmi
10	8	COSECHA DE MUJERES	*Mike Laure (Musart)—Brambila

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	I GOT YOU BABE	Sonny and Cher
2	2	EVERYONE'S GONE TO THE MOON	Jonathan King
3	5	YOU'VE GOT YOUR TROUBLES	The Fortunes
4	8	UNCHAINED MELODY	Righteous Brothers
5	3	DOWN IN THE BOONDOCKS	Billy Joe Royal
6	—	YOU WERE ON MY MIND	—We Five
7	6	HEART FULL OF SOUL	The Yardbirds
8	7	WE'VE GOT TO GET OUT OF THIS PLACE	The Animals
9	—	CALIFORNIA GIRL	Beach Boys
10	4	WHAT'S NEW PUSSYCAT	Tom Jones

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	DO RE MI	Julie Andrews & the Children (RCA)—Filipinas Record Corp.
2	2	PRELUDE AND THE SOUND OF MUSIC	Julie Andrews (RCA)—Filipinas Record Corp.
3	3	HELP ME, RHONDA	The Beach Boys (Capitol)—Mareco, Inc.
4	4	SUCH AN EASY QUESTION	Elvis Presley (RCA)—Filipinas Record Corp.
5	5	WOOLY BULLY	Sam The Sham and The Pharaohs (MGM)—Mareco, Inc.
6	6	WISHING IT WAS YOU	Connie Francis (MGM)—Mareco, Inc.
7	7	I WILL WAIT FOR YOU	Steve Lawrence (CBS)—Mareco, Inc.
8	8	SATISFACTION	Rolling Stones (London)—Super Records
9	10	PAPA-OOM-MOW-MOW	The Beach Boys (Capitol)—Mareco, Inc.
10	—	A CARD FOR MY BABY	Len & Glen (CBS)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Chantecler-Roulette)
2	3	HELP!	The Beatles (Odeon)
3	4	ISABELLE	Charles Aznavour (RGE-Barclay)
4	—	THE SOUND OF MUSIC	Maria Helena (RCA)
5	—	QUE C'EST TRISTE VENISE	Charles Aznavour (RGE)
6	6	DAS ROSAS	*Wilson Simonal (Odeon)
7	—	RED ROSES FOR A BLUE LADY	Bert Kaempfert (Polydor)
8	10	ESTACIO DE SA	*Miltinho (RGE)
9	5	ABRACAME FORTE	Wanderley Cardoso (Copacabana)
10	7	IL SILENZIO	Nini Rosso (Fermata), Eddie Calvert (Odeon)

SINGAPORE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MR. TAMBOURINE MAN	The Byrds (CBS)
2	3	CATCH US IF YOU CAN	Dave Clark Five (Columbia)
3	4	NOTHING BUT HEARTACHES	Supremes (Motown)
4	6	WITH THESE HANDS	Tom Jones (Decca)
5	7	ALMOST THERE	Andy Williams (CBS)
6	5	COME ON AND SHOUT	*The Quests (Columbia)
7	8	SEA CRUISE	Hondells (Mercury)
8	—	YOU GOT YOUR TROUBLES	Fortunes (Decca)
9	—	THREE COINS IN THE FOUNTAIN	Chantays (Cosdel)
10	2	IL SILENZIO	Nini Rosso (Durium)

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Billboard
OCTOBER 16, 1965

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- WIZARD OF OZ - (Soundtrack) - MGM, S 2006 (M)
- CHIPMUNKS SONGBOOK - Liberty, LST 7229 (S), LRP 3229 (M)**
- SNOW WHITE (Soundtrack) - Disneyland, ST 3906 (M)
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- CHIPMUNKS SING THE BEATLES - Liberty, LST 7388 (S), LRP 3388 (M)**
- IN SEARCH OF THE CASTAWAYS - Disneyland, ST 3916 (M)
- CINDERELLA - Disneyland, ST 3908 (M)
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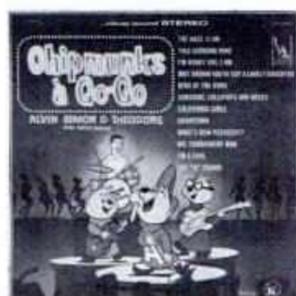
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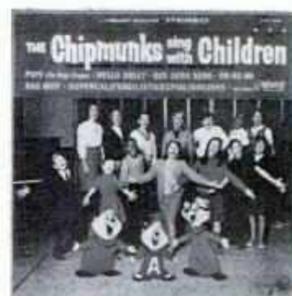
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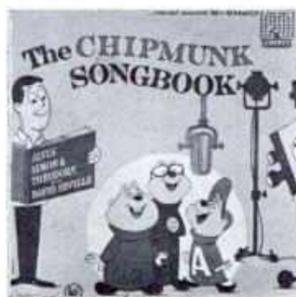
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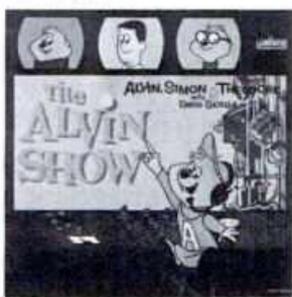
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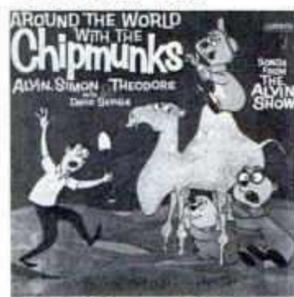
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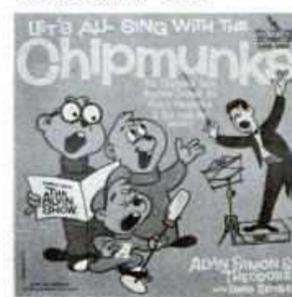
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Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks on Chart. Contains songs 33-66.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks on Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licenses)

Table listing songs A through M with publisher/label information.

Table listing songs N through S with publisher/label information.

Table listing songs T through Z with publisher/label information.

BUBBLING UNDER THE HOT 100

Table listing songs 101 through 134 that are bubbling under the Hot 100.

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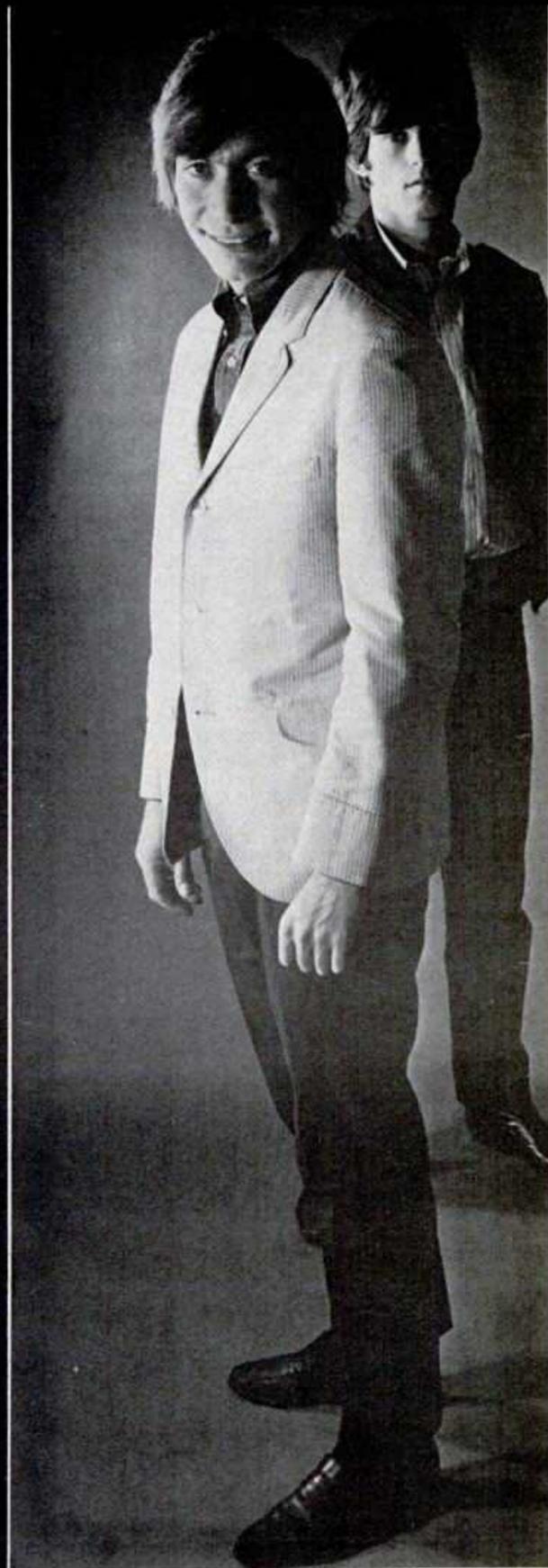
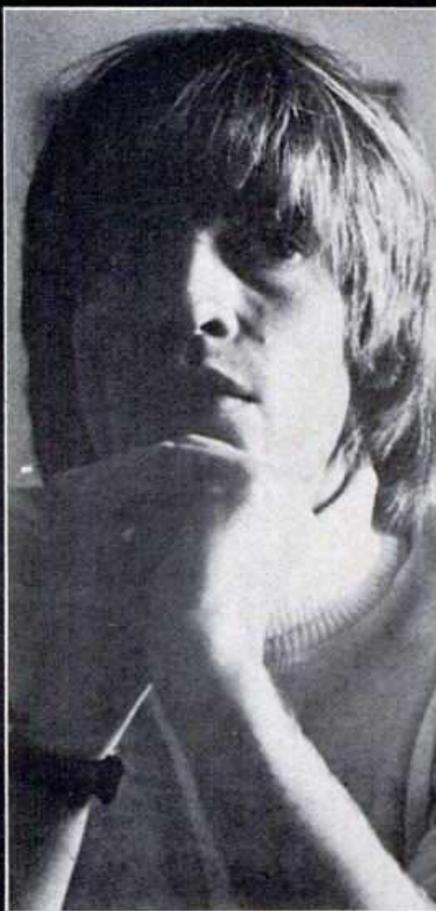
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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	4	THE SOUND OF MUSIC Soundtrack, RCA Victor LOCN 2005 (M); LSO 2005 (S)	35	64	51	EVE OF DESTRUCTION Barry McGuire, Dunhill D 30003 (M); DS 30003 (S)	8	101	102	THREE O'CLOCK IN THE MORNING Bert Kaempfert & His Ork, Decca DL 4670 (M); DL 74670 (S)	19
2	1	HELP Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	12	59	52	LOOKING THROUGH THE EYES OF LOVE Gene Pitney, Musicor MM 3069 (M); MS 3069 (S)	9	102	99	MR. TAMBOURINE MAN Byrds, Columbia CL 2372 (M); CS 9172 (S)	21
3	2	THE IN CROWD Ramsey Lewis Trio, Cadet CLP 757 (M); SCLP 757 (S)	14	51	53	JOAN BAEZ/5 Vanguard VRS 9140 (M); VSD 79140 (S)	52	103	122	THAT WAS THE YEAR THAT WAS Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	2
4	6	WHIPPED CREAM & OTHER DELIGHTS Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	27	55	54	LOVE AFFAIR Ray Conniff & the Singers, Columbia CL 2352 (M); CS 9152 (S)	9	104	103	HUSH, HUSH, SWEET CHARLOTTE Patti Page, Columbia CL 2353 (M); CS 9153 (S)	26
5	3	HIGHWAY 61 REVISITED Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	7	58	55	I'M A FOOL Dino, Decca & Billy, Reprise R 6176 (M); RS 6176 (S)	8	105	70	THE RHYTHM AND BLUES ALBUM Triol Lopez, Reprise R 6171 (M); RS 6171 (S)	12
6	5	LOOK AT US Sunny & Cher, Atco 177 (M); SD 177 (S)	13	50	56	BLUE MIDNIGHT Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	43	106	95	GIRL HAPPY Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S)	31
7	7	OUT OF OUR HEADS Rolling Stones, London LL 3429 (M); PS 429 (S)	15	52	57	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	84	107	112	JOHN GARY SINGS YOUR ALL-TIME FAVORITE SONGS RCA Victor LPM 3411 (M); LSP 3411 (S)	3
8	8	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	59	45	58	THE BEACH BOYS TODAY! Capitol T 2269 (M); ST 2269 (S)	34	108	111	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)	3
9	10	MY NAME IS BARBRA Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	26	74	59	THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM Warner Bros. W 1611 (M); WS 1611 (S)	10	109	90	THE BEST OF AL HIRT RCA Victor LPM 3309 (M); LSP 3309 (S)	42
10	9	HERMAN'S HERMITS ON TOUR MGM E 4295 (M); SE 4295 (S)	22	66	60	THERE IS ONLY ONE ROY ORBISON MGM E 4208 (M); SE 4208 (S)	11	110	107	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	76
11	18	YOU DON'T HAVE TO BE JEWISH Various Artists, Kapp KRL 4303 (M); (No Stereo)	9	57	61	THE ROLLING STONES, NOW! London LL 3420 (M); PS 420 (S)	35	111	124	THE GOLDEN HITS OF LESLEY GORE Mercury MG 21024 (M); SR 61024 (S)	18
12	13	I'M THE ONE WHO LOVES YOU Dean Martin, Reprise R 6170 (M); RS 6170 (S)	12	56	62	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	29	112	115	IT AIN'T ME BABE Turtles, White Whale W 111 (M); S 111 (S)	4
13	11	SUMMER DAYS (And Summer Nights) Beach Boys, Capitol T 2354 (M); DT 2354 (S)	17	86	63	SEE WHAT TOMORROW BRINGS Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	3	113	116	THE SHADOW OF YOUR SMILE Astrud Gilberto, Verve V 8629 (M); V6-8629 (S)	6
14	14	BRINGING IT ALL BACK HOME Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	29	69	64	ANIMAL TRACKS Animals, MGM E 4305 (M); SE 4305 (S)	9	114	114	SUMMER WIND Wayne Newton, Capitol T 2389 (M); ST 2389 (S)	4
15	12	MORE HITS BY THE SUPREMES Motown 627 (M); S 627 (S)	13	76	65	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	5	115	130	KINGSMEN ON CAMPUS Wand WDM 670 (M); WDS 670 (S)	3
16	16	ALL I REALLY WANT TO DO Cher, Imperial LP 9292 (M); LP 12292 (S)	9	68	66	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	43	116	123	SOUTH OF THE BORDER Herb Alpert's Tijuana Brass, AAM LP 108 (M); ST 108 (S)	19
17	15	ELVIS FOR EVERYONE! Elvis Presley, RCA Victor LPM 3450 (M); LSP 3450 (S)	14	60	67	LOOKING BACK Nat King Cole, Capitol T 2361 (M); ST 2361 (S)	11	117	117	NERO GOES "POPS" Peter Nero/Boston Pops Orch. (Fiedler), RCA Victor LM 2821 (M); LSC 2821 (S)	4
18	26	A SESSION WITH GARY LEWIS AND THE PLAYBOYS Liberty LRP 3419 (M); LST 7419 (S)	9	53	68	A SONG WILL RISE Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	32	118	121	DRUMS A GO-GO Sandy Nelson, Imperial LP 9287 (M); LP 12287 (S)	7
19	37	GOING PLACES Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	5	63	69	THE VENTURES ON STAGE Dolton BLP 2035 (M); BST 8035 (S)	22	119	104	THE IMPRESSIONS—ONE BY ONE ABC-Paramount ABC 523 (M); ABCS 523 (S)	9
20	21	ORGAN GRINDER SWING Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	9	81	70	MANTOVANI OLE Mantovani & His Ork, London LL 3422 (M); PS 422 (S)	4	120	126	YOU'LL NEVER WALK ALONE Lettermen, Capitol T 2213 (M); ST 2213 (S)	3
21	28	SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	20	62	71	HOLD ME, THRILL ME, KISS ME Mel Carter, Imperial LP 9289 (M); LP 12289 (S)	9	121	134	THE EARLY BEATLES Capitol T 2309 (M); ST 2309 (S)	30
22	20	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	58	84	72	THERE GOES MY HEART Jerry Vale, Columbia CL 2387 (M); CS 9187 (S)	5	122	—	HAREM SCARUM Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)	1
23	29	THE VENTURES A GO-GO Dolton BLP 2037 (M); BST 8037 (S)	8	73	73	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	41	123	—	ROGER MILLER GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	1
24	22	DEAR HEART Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	32	93	74	YOU WERE ON MY MIND We Five, AAM LP 111 (M); SP 4111 (S)	5	124	127	MY CHERIE Al Martino, Capitol T 2362 (M); ST 2362 (S)	10
25	19	BEATLES VI Capitol T 2358 (M); ST 2358 (S)	21	83	75	JUDY COLLINS' FIFTH ALBUM Elektra EKL 300 (M); EKS 7300 (S)	7	125	—	TRY TO REMEMBER Brothers Four, Columbia CL 2379 (M); CS 9179 (S)	1
26	17	GENTLE IS MY LOVE Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	12	61	76	BEATLES '65 Capitol T 2228 (M); ST 2228 (S)	46	126	128	JR. WALKER & THE ALL STARS PLAY SHOTGUN Soul 701 (M); S 701 (S)	13
27	24	TONY BENNETT'S GREATEST HITS, VOL. III Columbia CL 2373 (M); CS 9173 (S)	13	79	77	UNFORGETTABLE Nat King Cole, Capitol T 357 (M); DT 357 (S)	35	127	133	IT'S GONNA BE FINE Glenn Yarbrough, RCA Victor LPM 3472 (M); LSP 3472 (S)	2
28	23	WHY IS THERE AIR? Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	12	101	78	THE SWEETHEART TREE Johnny Mathis, Mercury MG 21041 (M); SR 61041 (S)	5	128	119	SKITCH... TONIGHT Skitch Henderson, Columbia CL 2367 (M); CS 9167 (S)	6
29	27	THE MAGIC MUSIC OF FAR AWAY PLACES Bert Kaempfert & His Ork, Decca DL 4614 (M); DL 74614 (S)	11	82	79	LA BAMBA Mongo Santamaria, Columbia CL 2375 (M); CS 9175 (S)	12	129	105	MAGNIFICENT MOVIE THEMES Enoch Light & the Light Brigade, Command RS 887 (M); RS 887 SD (S)	10
30	25	HAVING A WILD WEEKEND Dave Clark Five, Epic LN 24162 (M); BN 24162 (S)	14	77	80	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	49	130	—	SUPREMES LIVE AT THE COPA Motown 636 (M); ST 636 (S)	1
31	32	SEPTEMBER OF MY YEARS Frank Sinatra, Reprise R 1014 (M); RS 1014 (S)	13	87	81	BABY DON'T GO Sonny & Cher, and Friends, Reprise R 6177 (M); RS 6177 (S)	4	131	—	THE FOUR TOPS, VOL. 2 Motown 634 (M); ST 634 (S)	1
32	46	FAREWELL, ANGELINA Joan Baez, Vanguard VRS 9200 (M); VSD 79200 (S)	4	78	82	THE BEACH BOYS CONCERT Capitol TAD 2198 (M); STAD 2198 (S)	54	132	132	YES, I'M READY Barbara Mason, Arctic ALPM 1000 (M); ALPS 1000 (S)	7
33	33	CATCH THE WIND Donovan, Hickory LPM 123 (M); (No Stereo)	18	71	83	LOUIE LOUIE Kingsmen, Wand 657 (M); (No Stereo)	96	133	—	THE IPRESS FILE Soundtrack, Decca DL 9124 (M); DL 79124 (S)	1
34	30	MARIANNE FAITHFULL London LL 3423 (M); PS 423 (S)	24	80	84	INTRODUCING HERMAN'S HERMITS MGM E 4282 (M); SE 4282 (S)	39	134	138	TRY A LITTLE LOVE Sam Cooke, RCA Victor LPM 3435 (M); LSP 3435 (S)	3
35	38	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	128	89	85	THE GREAT RACE Henry Mancini & His Ork, RCA Victor LPM 3402 (M); LSP 3402 (S)	7	135	—	BOOTS RANDOLPH PLAYS MORE YAKETY SAX! Monument MLP 8037 (M); SLP 18037 (S)	1
36	42	TOO MANY RIVERS Branda Lee, Decca DL 4569 (M); DL 74569 (S)	8	88	86	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	61	136	129	MY FAIR LADY Original Cast, Columbia OL 3090 (M); OS 3015 (S)	471
37	34	THE HIT SOUNDS OF THE LETTERMEN Capitol T 2359 (M); ST 2359 (S)	13	67	87	WHAT'S NEW PUSSYCAT? Soundtrack, United Artists UAL 4128 (M); UAS 5128 (S)	15	137	—	NOW HEAR THIS Mama Mahley, Mercury MG 21012 (M); SR 61012 (S)	1
38	36	JUST ONCE IN MY LIFE Righteous Brothers, Philips PHLP 4008 (M); PHLP 4008 (S)	25	91	88	MOM ALWAYS LIKED YOU BEST! Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)	5	138	136	THE SOUND OF MUSIC Original Cast, Columbia KOL 8450 (M); KOS 2620 (S)	277
39	125	MY NAME IS BARBRA, TWO Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	2	54	89	THEM Parrot PAL 61005 (M); PAS 71005 (S)	17	139	147	THE BEST OF THE RAMSEY LEWIS TRIO Cadet CLP 755 (M); CLPS 755 (S)	2
40	39	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	55	72	90	SUMMER WIND Roger Williams, Kapp KL 1434 (M); KS 3434 (S)	6	140	144	ORBISONGS Roy Orbison, Monument MLP 8035 (M); SLP 18035 (S)	2
41	40	ZORBA THE GREEK Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	29	113	91	THERE'S LOVE & THERE'S LOVE & THERE'S LOVE Jack Jones, Kapp KL 1435 (M); KS 3435 (S)	9	141	—	I WANT CANDY Strangeloves, Bang BLP 211 (M); (No Stereo)	1
42	44	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	59	109	92	DON'T JUST STAND THERE Patty Duke, United Artists UAL 3452 (M); UAS 6452 (S)	9	142	142	THE WANDERING MINSTRELS New Christy Minstrels, Columbia CL 2384 (M); CS 9184 (S)	5
43	47	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	17	100	93	THE SANDPIPER Soundtrack, Mercury MG 21032 (M); SR 61032 (S)	4	143	148	I DON'T WANT TO LOSE YOU BABY Chad & Jeremy, Columbia CL 2398 (M); CS 9198 (S)	2
44	35	THE NEARNESS OF YOU John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S)	17	92	94	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8434 (S)	371	144	145	THE ROLLING STONES 12 X 5 London LL 3402 (M); PS 402 (S)	38
45	31	SUMMER SOUNDS Robert Goulet, Columbia CL 2380 (M); CS 9180 (S)	14	65	95	CHIM CHIM CHEREE New Christy Minstrels, Columbia CL 2369 (M); CS 9169 (S)	21	145	137	THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S)	32
46	41	JUDY GARLAND & LIZA MINNELLI "LIVE" AT THE LONDON PALLADIUM Capitol WBO 2295 (M); SWBO 2295 (S)	11	85	96	AL HIRT LIVE AT CARNEGIE HALL RCA Victor LPM 3416 (M); LSP 3416 (S)	17	146	150	HERE THEY COME Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	11
47	48	PAPA'S GOT A BRAND NEW BAG James Brown, King 938 (M); (No Stereo)	10	98	97	OTIS BLUE/OTIS REDDING SINGS SOUL Veh LP 412 (M); SD 412 (S)	5	147	139	PASTEL BLUES Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (S)	5
48	43	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN Vladimir Horowitz, Columbia MZL 328 (M); MZS 728 (S)	17	94	98	JOHNNY RIVERS ROCKS THE FOLK Imperial LP 9293 (M); LP 12293 (S)	8	148	146	BABY THE RAIN MUST FALL Glen Yarbrough, RCA Victor LPM 3422 (M); LSP 3422 (S)	23
49	75	MOON OVER NAPLES Billy Vaughn, Dot DLP 3454 (M); DLP 25454 (S)	6	96	99	THE GENIUS OF JANKOWSKI Herb Jankowski, Mercury MG 20993 (M); SR 60993 (S)	26	149	149	THE WORLD'S GREATEST INTERNATIONAL HITS Petula Clark, Warner Bros. W 1466 (M); WS 1466 (S)	4
50	49	ONLY THE BEST Farrar & Taicher, United Artists UAL 3434 (M); UAS 6434 (S)	10	97	100	CAST YOUR FATE TO THE WIND Sounds Orchestral, Parkway P 7046 (M); SP 7046 (S)	25	150	143	CLASS OF '65 Floyd Cramer, RCA Victor LPM 3045 (M); LSP 3045 (S)	4



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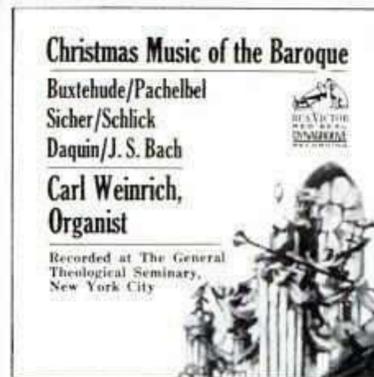
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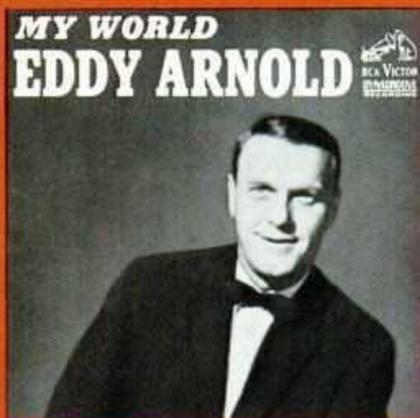
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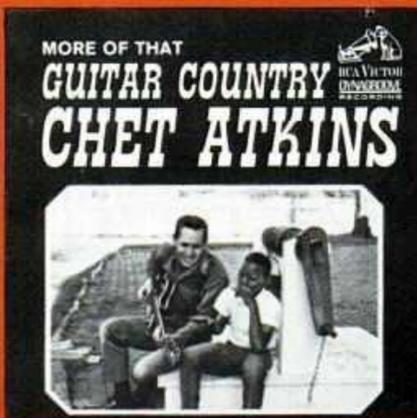
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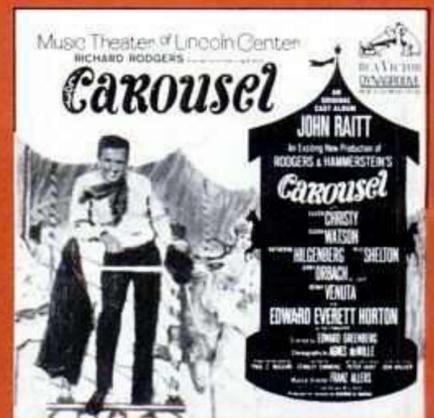
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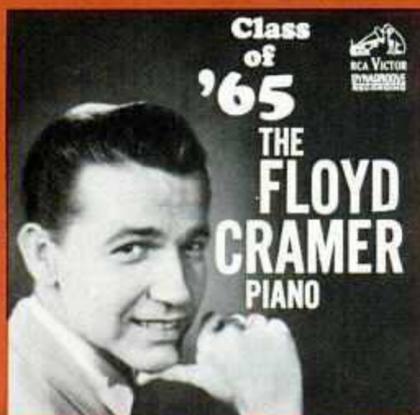
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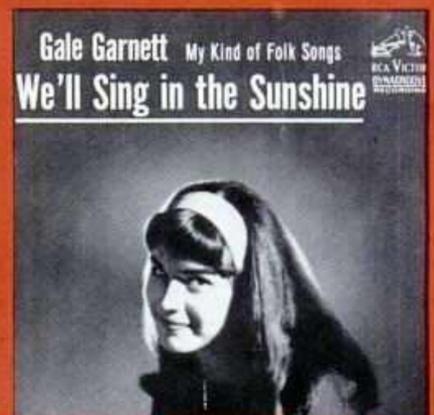
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Winner of ten "Tony" awards. Hear the Original Broadway cast as they recreate all the rollicking and romantic numbers audiences have been thrilling to since opening night.



A great album including Gale's big hit "We'll Sing in the Sunshine" plus "Take This Hammer," "Unchained Melody," "Sleep You Now," "Fly Bird" plus 7 more in her own special style.



Oscar-winner Henry Mancini plays music from his film score. "The Sweetheart Tree," "Pie-in-the-Face Polka," "Cold Finger," "They're Off!" "Push The Button, Max!" and many others.



A choice collection of favorites by a superb artist. "Moon River," "Mood Indigo," "Secret Love," "Midnight in Moscow," "On Green Dolphin Street." New Orthophonic sound.



The Original Broadway cast in the great English musical. Includes: "It's A Fine Life," "As Long As He Needs Me," "Where Is Love?" New Orthophonic sound.

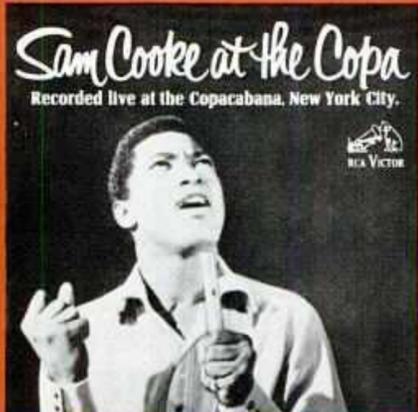


The Original Broadway cast recording of the long-awaited Alan Jay Lerner production. The absolutely delightful score by Burton Lane bubbles with gaiety. Hear it soon.

KEEPS ON GIVING



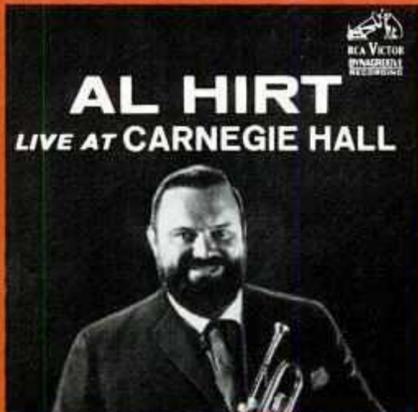
It's Perry and it's perfect. Hear him sing "Dream On Little Dreamer" plus "My Own Peculiar Way," "A Hatchet, A Hammer, A Bucket of Nails." 12 great hits in Perry's relaxed style.



Great album by a great showman recorded "live" at the Copa. Includes "The Best Things in Life Are Free," "Try a Little Tenderness," "Bill Bailey." New Orthophonic sound.



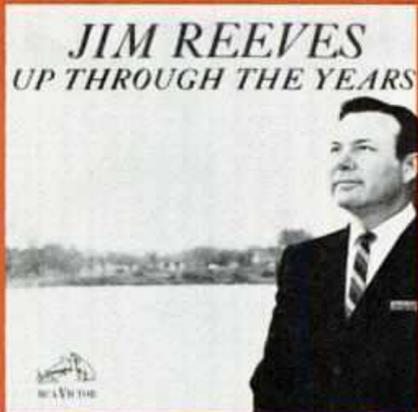
America's newest singing star in "Some Enchanted Evening," "Night and Day," "As Time Goes By," "I Left My Heart in San Francisco" and eight other romantic ballads.



All the excitement of the "live" performance on this album. Hear Hirt's distinctive sound in "Java," "Kansas City," "Down By the Riverside," "Bye Bye Blues" and "Love for Sale."



Previn plays the music of his talented contemporaries including "To Kill a Mockingbird," "Soldier in the Rain," "The Pink Panther Theme," "Emily" and 8 others.



Jim's biggest hits that trace his great career. "Ichabod Crane," "Tweedle O' Twill," "Little Ole You," "Pride Goes Before a Fall," "Bimbo," "That's a Sad Affair." New Orthophonic sound.



Original Soundtrack recording of the great Rodgers and Hammerstein score. "Do-Re-Mi," "My Favorite Things," "Edelweiss," "Climb Ev'ry Mountain." New Orthophonic sound.

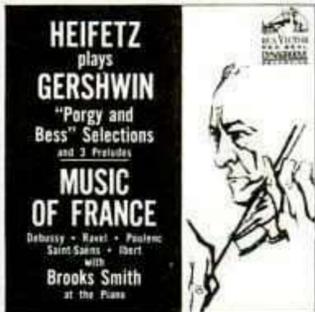


More of Glenn's "Baby the Rain Must Fall" sound in songs like "Ring of Bright Water," "Never Let Her Go," "Down in the Jungle," and "An Island of the Mind." Glenn at his greatest.

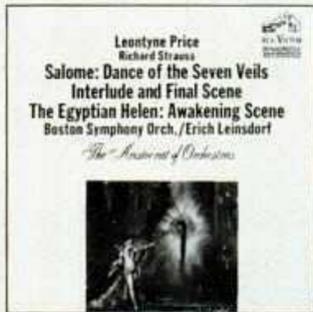
Give The Gift That Keeps On Giving



The album includes performances of the familiar "Grande Polonaise and Andante Spianato" and the "Fantaisie Impromptu."



Heifetz' own transcriptions of tunes from "Porgy and Bess" plus music by several French composers not before associated with the violin.



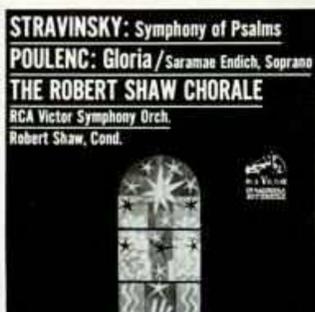
Miss Price's beautiful voice adds immeasurably to the drama of this recording. The Boston Symphony under Leinsdorf sounds resplendent.



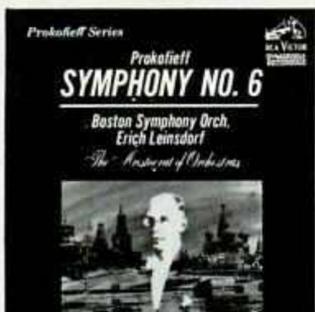
An all-Gershwin album containing the "Rhapsody in Blue" and Nero's highly individual arrangements of "I Got Rhythm" and five more.



This happy collaboration of Cliburn and Leinsdorf yields an important recording of a difficult but rewarding romantic masterpiece.



These two contemporary religious works are sung with deep feeling by the Shaw Chorale. An album to cherish for years to come.



This work "which Leinsdorf does superbly" is a great new addition to the Boston Symphony's distinguished Prokofiev Series.



Anna Moffo, Cornell MacNeil and Carlo Bergonzi head the cast of this melodic opera. "Recommendable on every level"—N. Y. Times.



This production, starring Maggie Smith, Albert Finney, Frank Finlay and Robert Stephens was especially staged for this recording.

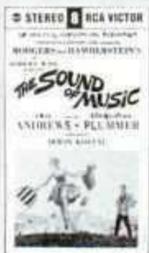
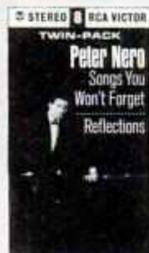
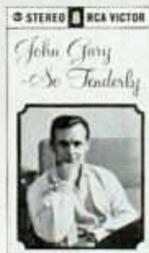
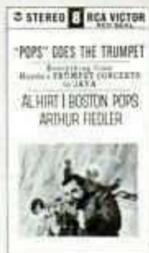
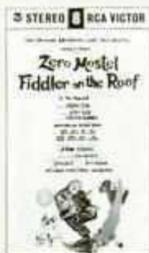


The first solo recording by an unusually promising young pianist is an artistic tour de force of the highest order. Hear it soon.



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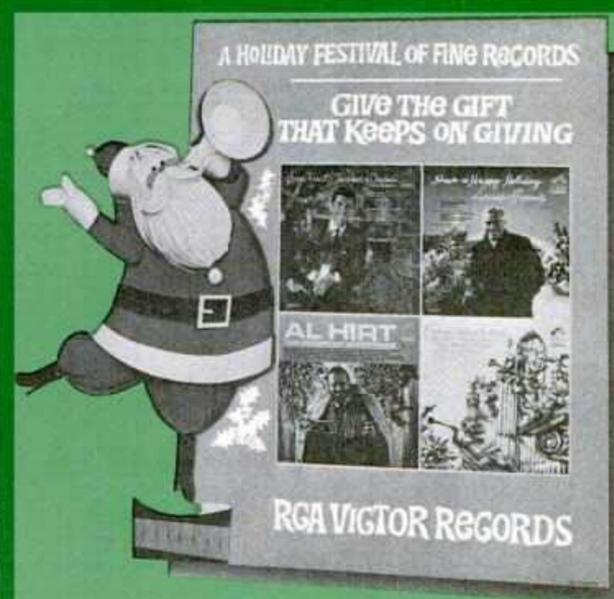


This colorful insert will appear in such best-read national magazines as LIFE, ESQUIRE, CUE and the NEW YORK TIMES MAGAZINE reaching record buyers across the country.

Cash in on RCA Victor's all-out national advertising with these hard-working promotion tools



SWINGING SANTA WINDOW DISPLAY puts motion in your windows, is a sure shopper-stopper. Side panels show a variety of Christmas albums, will make your windows something really special this year.

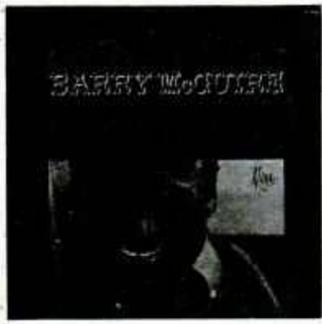


VERSATILE COUNTER DISPLAY is a partner to the eye-catching window unit. Shows 4 album covers in reduced size or can be used to feature any 12" album you choose. Very effective.

- **MOUNTED ALBUM COVERS.** Handsome easel-backed album covers in full color for use on counter, shelf or in window displays.
- **SEASONAL RADIO SCRIPTS.** 60- and 30-second radio commercials keyed to Christmas themes give you another practical way to tie in with RCA Victor's national advertising.
- **NEWSPAPER AD MATS AND "MINNIES."** Mats in an assortment of practical sizes plus "minnies" you can use to tailor ads to your own local requirements.
- **16-PAGE, FULL-COLOR CONSUMER CATALOG.** A handy gift-shopping guide, shows this year's most popular albums. Compact 3½" x 7½" size makes it ideal for mailing or for counter use.

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ASK YOUR RCA VICTOR DISTRIBUTOR ABOUT THE BIG PRIZES BEING OFFERED IN OUR CHRISTMAS WINDOW DISPLAY PROMOTION!



POP SPOTLIGHT
THE BARRY MCGUIRE ALBUM
Mira LPS 3000 (S)

Barry McGuire's pop-folk songs, with the artist writing the lyrics on some and the music on others, are done with style and feeling. The "Eve of Destruction" impetus should help album sales, but the LP is good enough to stand on its own merit. "Doo Dah," a modern version of "Camp-town Races," shows imagination and musicianship.



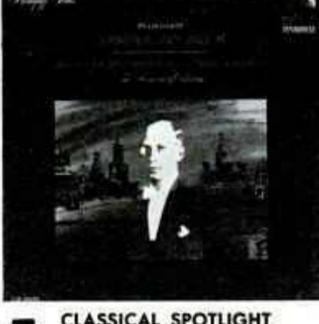
CLASSICAL SPOTLIGHT
THE SYMPHONIES OF FRANZ SCHUBERT (5-12" LP)
Orchestra of Naples (Vaughan). RCA Victor LM 6709 (M); LSC 6709 (S)

This could very well be the symphony package sleeper of the year. Vaughan takes this monumental work and fashions it into hours of moving listening. His approach is simple, direct, unassuming, yet carries majesty of style. The orchestra follows diligently. High level stereo completes the distinguished set.



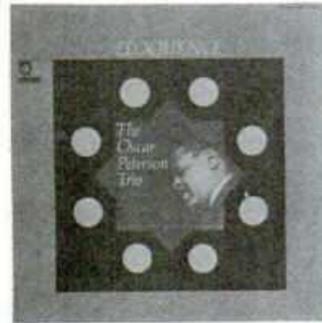
CHRISTMAS SPOTLIGHT
JOY OF CHRISTMAS
Joan Sutherland. London OS 25943 (S); 5943 (M)

The superb voice of Miss Sutherland and the beauty of Christmas hymns and carols are an unbeatable combination. The interpretations of "O Holy Night" and "Ave Maria" are brilliant and a must for all types of record buyers.



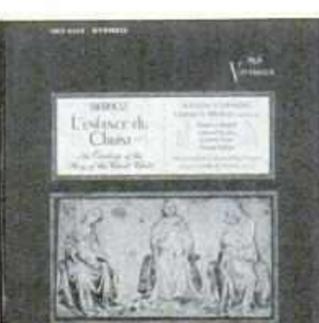
CLASSICAL SPOTLIGHT
PROKOFIEFF: SYMPHONY NO. 6
Boston Symphony Orch. (Leinsdorf). RCA Victor LM 2834 (M); LSC 2834 (S)

This is another in a memorable series by Leinsdorf on Prokofiev, and this too ranks highly. Orchestral tone is colorful, blending brightness and darkness, briskness and buoyancy with dramatic force. Leinsdorf's treatment is sweeping.



JAZZ SPOTLIGHT
ELOQUENCE
The Oscar Peterson Trio. Limelight LS 86023 (S)

Peterson plays "Younger Than Springtime" with a rare and beautiful insight. Not just great jazz, but the presence of an inner eye and ear that see, hear, absorb and communicate with deep sensitivity that comes up swinging. The regular fans are pre-sold, but this delicate and moving album should capture anybody who has ever had even a mild interest in modern jazz.



LOW PRICE CLASSICAL SPOTLIGHT
BERLIOZ: L'ENFANCE DU CHRIST (2-12" LP)
Boston Symphony Orch. (Munch). RCA Victorla VIC 6006 (M); VICS 6006 (S)

Here is a perfectly marvelous reissue—and just in time for the yule season. Much and the orchestra treat the work gently and simply. There are excellent solo flutes by Dwyer and Pappoutsakis; Zighera's harp is grand. Valletti, Miss Kopleff, Souzay and Tazzie are moving. Stereo is reproduced accurately.



JAZZ SPOTLIGHT
IF YOU CAN'T BEAT 'EM JOIN 'EM!
Gerry Mulligan. Limelight LS 86021 (S)

Mulligan plays the recent big ones—"King of the Road," "A Hard Days Night," "Downtown," etc. The Mulligan touch on "Engine, Engine, No. 9" is something else. This virtuoso jazz performance of hot pop material is bound to please his host of fans, plus bring new blood into the fold.



CHILDREN'S LOW PRICE SPOTLIGHT
HANSEL AND GRETEL
Paul Tripp. Golden LP 167 (M)

Golden Records is releasing a group of these tracks of movies based on fairy tales. Paul Tripp narrates and his name should make this series a best seller with his TV fans. Other records include "Sleeping Beauty" and "The Bremen Town Musicians."

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

- HAREM SCAREM**
Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)
- ROGER MILLER GOLDEN HITS**
Smash 27083 (M); SRS 67073 (S)
- TRY TO REMEMBER**
Brothers Four, Columbia CL 2379 (M); CS 9179 (S)

★ NEW ACTION LP's

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

- HANG ON SLOOPY . . .**
McCoys, Bang BLP 212 (M); BLP 212 (S)
- HOUSTON . . .**
Dean Martin, Reprise R 6181 (M); RS 6181 (S)
- 1-2-3 . . .**
Len Barry, Decca DL 4720 (M); DL 74720 (S)
- STANDING OVATION AT NEWPORT . . .**
Herbie Mann, Atlantic LP 1445 (M); SD 1445 (S)
- STANDING ROOM ONLY . . .**
Pete Fountain & His Guests, Coral CRL 57474 (M); CRL 757474 (S)
- THE JIVE FIVE . . .**
United Artists UAL 3455 (M); UAS 6455 (S)
- ROBERT GOULET ON BROADWAY . . .**
Columbia CL 2418 (M); CS 9218 (S)
- COUNTRY SONGS FOR CITY FOLKS . . .**
Jerry Lee Lewis, Smash MGS 27071 (M); SRS 67071 (S)
- THE NEW BOSS . . .**
Joe Tex, Atlantic 8115 (M); SD 8115 (S)
- JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY . . .**
Smash MGS 27072 (M); SRS 67072 (S)
- ACTION! . . .**
Freddy Cannon, Warner Bros. W 1612 (M); WS 1612 (S)
- WE DIG MANCINI . . .**
Anita Kerr Quartet, RCA Victor LPM 3428 (M); LSP 3428 (S)
- TREAT ME RIGHT . . .**
Roy Head, Scepter SM 532 (M); S 532 (S)
- BROADWAY BOUQUET . . .**
Percy Faith, Columbia CL 2356 (M); CS 9156 (S)
- DO YOU BELIEVE IN MAGIC . . .**
Lovin' Spoonful, Kama Sutra KLP 8050 (M); KLPS 8050 (S)
- THE DAWN OF CORRECTION . . .**
Spokesmen, Decca DL 4712 (M); DL 74712 (S)



SPOKEN WORD SPOTLIGHT
SHAKESPEARE: MUCH ADO ABOUT NOTHING (3-12" LP)
The National Theatre of Great Britain. RCA Victor VDM 104 (M); VDS 104 (S)

This is one of the few packages in this category recommended for a spotlight. But stellar performances, sharp direction and a highly polished production make this a standout set. Finney captivates; Maggie Smith, Stephens and Jacobi are superb in featured roles.

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
LIVE AT THE BITTER END
Johnny Sea. Philips PHM 200-194 (M); PHS 600-194 (S)

Johnny Sea sings convincingly in the folk idiom, accompanying himself on a 12-string guitar. The material is protest ("Masters of War" and "Red, White and Blue") and pop western ("Riders in the Sky"), and, of course, folk ("Hitchin' and Hikin'"). The range is broad enough to appeal to a pop audience.

SEE ALBUM REVIEWS ON BACK COVER

POP SPECIAL MERIT
THE BIG FAT HORN OF SHAKE KEANE
London LL 3438 (M); PS 438 (S)

Shake Keane's big horn sound is in the spotlight here and it marks an impressive disk debut. Backed by Johnny Keating's walloping rhythm, Keane hits a forceful note on a well-rounded repertoire that includes show tunes as well as pop hits.

CLASSICAL SPECIAL MERIT
BEETHOVEN: SYMPHONY NO. 5 IN C MINOR
Pittsburgh Symphony Orch. (Steinberg). Command CC 33-11031 (M); CC 11031 SD (S)

The classical catalog is loaded with disk versions of Beethoven's Fifth, but William Steinberg and the Pittsburgh Symphony have a sales chance because of the audio lure. The technique of having the original master recorded on 35mm magnetic film makes the familiar sounds attractive and flashy.

CLASSICAL SPECIAL MERIT
TCHAIKOVSKY: SWAN LAKE BALLET (Highlights)
London Symphony Orch. (Monteux). Philips PHM 500-089 (M); PHS 900-089 (S)

Many excellent "Swan Lake" records are available. However, the version by the late Pierre Monteux with the London Symphony should do well among those who are building classical collections. The highlights from the ballet are exceptionally melodic.

CLASSICAL SPECIAL MERIT
VIVALDI: GLORIA/KYRIE/LAUDA JERUSALEM
Stephane Caillat Chorale/Jean-Francois Paillard Orch. (Caillat). Music Guild MG 128 (M); MS 128 (S)

Vivaldi is riding high among the list of classical composers who are selling, and "Gloria" is the best known of his church works. The performance is polished, and it should do well in the Christmas selling season.

CLASSICAL SPECIAL MERIT
HANDEL: SERSE (3-12" LP)
Various Artists. Westminster WST 321 (S)

G. F. Handel's "Serse" is not part of the popular operatic repertoire but this impres-

sive recording should find lots of new friends for it. It has dramatic and musical power that holds a tight grip throughout. It is also handsomely packaged and includes a booklet of the libretto.

CLASSICAL SPECIAL MERIT
GREAT OPERATIC ARIAS
Jan Peerce. Vanguard VRS-1129 (M); VSD-71129 (S)

The robust operatic voice of Jan Peerce is in full form here. The repertoire is made up of familiar arias and Peerce's rendering makes them all the more enjoyable. He's assisted by Franz Allers conducting the Choir and Orchestra of the Vienna Festival and soprano Laurence Dutoit.

JAZZ SPECIAL MERIT
THE MODERN JAZZ QUARTET PLAYS FOR LOVERS
Prestige PR 7421 (M)

A smooth, easy-listening collection of ballad standards including "All the Things You Are," "Autumn in New York," and "I'll Remember April." The group translates this misty material into their own language—as eloquent as a full symphonic treatment. The melodic selections performed in soft but swinging tempos assure appeal far beyond jazz circles.

SPOKEN WORD SPECIAL MERIT
THE BRONTES (2-12" LP)
Margaret Webster. Vanguard VRS 9176/7

The dramatic reading of Margaret Webster taken from the works of Charlotte Bronte is an emotional experience that works as well on disks as it did on stage when the actress toured it as a stage package. Miss Webster's rich voice and Miss Bronte's romantic words excellently complement each other.

(Continued on page 46)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

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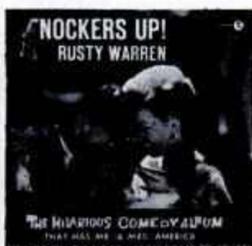
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HANK LOCKLIN
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RCA VICTOR #8695

3
"MEMORY KILLER"
by
CHARLIE WALKER
on
EPIC #59852

4
"CAUGHT WITH MY HEART OUT"
by
ANNE BRUCE
on
LIVE RECORDS #322

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JERRY BYRD
OPERATIONS MANAGER

Dick Blake Sets Two C&W Specs

NASHVILLE—Dick Blake, of Indianapolis, big buyer and producer of country music spectacles, has set two big shows in major markets this month, featuring 18 of the top performers in country music.

The first show, at the Cobo Arena, Detroit, Nov. 14, will feature Ernest Tubb, Marty Robbins, Roy Drusky, Bill Anderson, Grandpa Jones, Don Bowman, Charlie Louvin, Tom-pall and the Glaser Brothers and Dave Dudley.

A show Nov. 28 in Pittsburgh will have Ray Price, Bill Anderson, the Glaser Brothers, Don Bowman, Minnie Pearl, Jimmy Dickens, Charlie Walker, Sonny James and Carl Smith. Hubert Long, of Hubert Long Talent Agency, packaged the shows for Blake.

Starday Tabs Winners in Sales Contest

NASHVILLE — Associated Distributors of Indianapolis won Phase II of Starday Records' Country Music Spectacular Sales Plan which ended Oct. 15 and was awarded a case of Jack Daniels whisky.

Marnel Record Distributors of Philadelphia, who won Phase I several weeks ago, placed second in Phase II, and Bertos Sales of Charlotte, N. C., came in third. Marnel and Bertos each received a half case of Jack Daniels.

Starday president Don Pierce said he was highly pleased over the sales program, which "far exceeded initial projections" and was "a positive testimonial to the double-barreled deal of Tennessee's country music and sippin' whisky."

Killen in Deal With Wexler

NASHVILLE—W. D. (Bud-dy) Killen, of Tree Publishing Co. and Dial Records, was in New York last week to see Jerry Wexler, of Atlantic Records, to work out expanded distribution of Dial product. Atlantic distributes Dial records.

Dial, which is having pop chart action with Joe Tex and recently scored in the country field with Jack Barlow, has signed a new artist, Wayne Kemp, of Texas. Kemp, whose first for Dial is "Big News," will move to Nashville soon.

While in New York, Killen also met with Roger Miller, an exclusive Tree composer, for a song conference. Miller taped for "The Steve Lawrence Show" (CBS) which was aired this week (8).

Clyde Beavers Touring Labrador

GOOSE BAY, Labrador — Clyde Beavers and the Eager Beavers opened here Nov. 1 for a month-long tour of Labrador. Last week the group toured Greenland and Iceland. Bert Rowell has just been signed by Beavers to work with him on all promotions.

Beavers has a new gospel album out on Songs of Faith label titled "Halleluhay, Amen," and his first single for Hickory Records, "That's You," was released last week in Nashville.

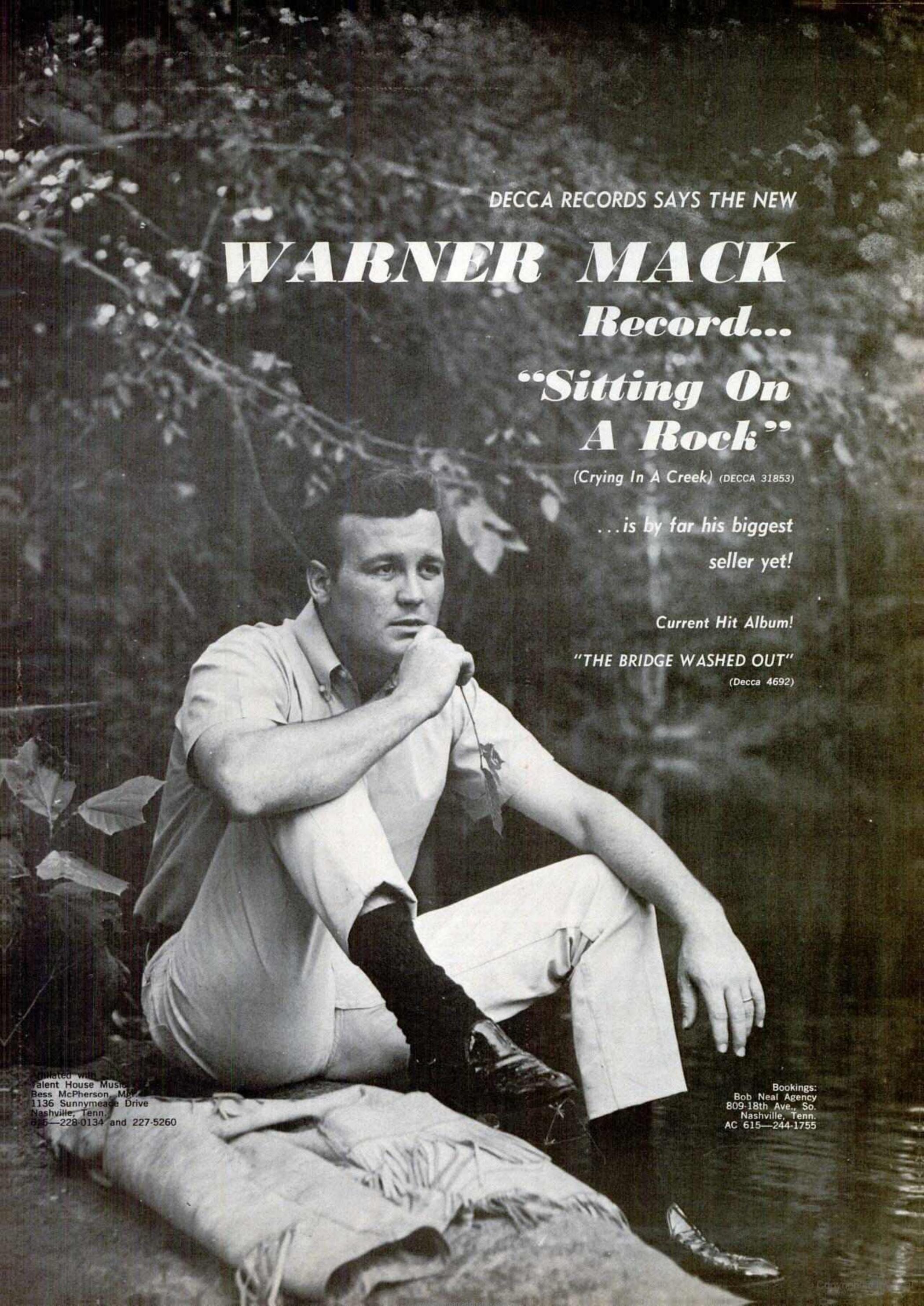
HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/13/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	14	26	27	MORE THAN YESTERDAY Slim Whitman, Imperial 66130 (Maiden Fair/Cuculu, BMI)	3
2	1	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	12	27	23	LIFE'S GONE AND SLIPPED AWAY Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	6
3	3	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	10	28	31	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	2
4	4	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 980 (Tree, BMI)	14	29	29	THE QUEEN OF DRAW POKER TOWN Hank Snow, RCA Victor 8655 (Robertson, ASCAP)	3
5	11	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Vector, BMI)	8	30	30	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP Charlie Louvin, Capitol 5476 (Moss Rose, BMI)	4
6	6	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	12	31	24	IF IT PLEASES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	13
7	9	KANSAS CITY STAR Roger Miller, Smash 1998 (Tree, BMI)	7	32	33	HANK WILLIAMS' GUITAR Freddie Hart, Kapp 694 (Laredo, BMI)	3
8	7	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	16	33	36	WHITE LIGHTNIN' EXPRESS Roy Drusky, Mercury 72471 (Moss Rose, BMI)	4
9	10	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	14	34	37	A-11 Johnny Paycheck, Hilltop 3007 (Pamper, BMI)	5
10	14	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE Little Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	6	35	35	HARVEST OF SUNSHINE Jimmy Dean, Columbia 43382 (Plainview, BMI)	3
11	13	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	9	36	38	LET'S WALK AWAY STRANGERS Carl Smith, Columbia 43361 (Cedarwood, BMI)	5
12	12	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	11	37	34	WHO DO I THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	14
13	15	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	6	38	32	BIG TENNESSEE Tex Williams, Boone 1032 (Richwell, BMI)	7
14	28	BUCKAROO Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI)	3	39	44	WATCH WHERE YOU'RE GOING Don Gibson, RCA Victor 8678 (Acuff-Rose, BMI)	4
15	8	GREEN, GREEN, GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	16	40	42	WALTZ ACROSS TEXAS Ernest Tubb and His Texas Troubadours, Decca 31824 (Corvair, BMI)	4
16	16	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	9	41	41	HONKY TONKIN' AGAIN Buddy Cagle, Mercury 72452 (Freeway & Black Jack, BMI)	8
17	5	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	19	42	39	A LITTLE UNFAIR Lefty Frizzell, Columbia 43364 (Pamper, BMI)	5
18	18	STOP THE WORLD (And Let Me Off) Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	8	43	40	I'M JUST A COUNTRY BOY Jim Edward Brown, RCA Victor 8644 (Folkways, BMI)	5
19	26	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	8	44	46	TATER RAISIN' MAN Dick Curless, Tower 161 (Aroostook, BMI)	2
20	17	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	15	45	50	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	2
21	21	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	9	46	49	BRINGING MARY HOME Country Gentlemen, Rebel 250 (Starday, BMI)	3
22	22	FLOWERS ON THE WALL Stetler Brothers, Columbia 43315 (Southwind, BMI)	8	47	47	POOR RED GEORGIA DIRT Stonewall Jackson, Columbia 43411 (Cedarwood, BMI)	2
23	25	HURRY, MR. PETERS Justin Tubb & Lorene Mann, RCA Victor 8659 (Screen Gems-Columbia, BMI)	7	48	47	ONE MAN BAND Phil Baugh, Longhorn 563 (Saran & Deep Cross, BMI)	2
24	19	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	17	49	—	LOVE LOOKS GOOD ON YOU Lefty Frizzell, Columbia 43364 (Sure-Fire, BMI)	1
25	20	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	15	50	—	OLD RED Marty Robbins, Columbia 43377 (Marty's, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	THE FIRST THING EV'RY MORNING Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)	7	11	7	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	17
2	2	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	13	12	8	DEL REEVES SINGS GIRL ON THE BILLBOARD United Artists UAL 3441 (M); UAS 6441 (S)	8
3	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	6	13	14	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	9
4	5	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	6	14	16	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	16
5	9	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	8	15	15	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	29
6	6	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (e) (S)	12	16	11	NEW COUNTRY HITS George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060 (S)	6
7	10	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	7	17	18	MR. & MRS. USED TO BE Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	6
8	4	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	8	18	19	DON'T TAKE ADVANTAGE OF ME Bonnie Owens, Capitol T 2403 (M); ST 2403 (S)	3
9	12	STRANGERS Merle Haggard, Capitol T 2373 (M); ST 2373 (S)	3	19	20	TOO MUCH HURT Don Gibson, RCA Victor LPM 3470 (M); LSP 3470 (S)	2
10	13	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	3	20	—	STONEWALL JACKSON'S GREATEST HITS Columbia CL 2377 (M); CS 9177 (S)	1



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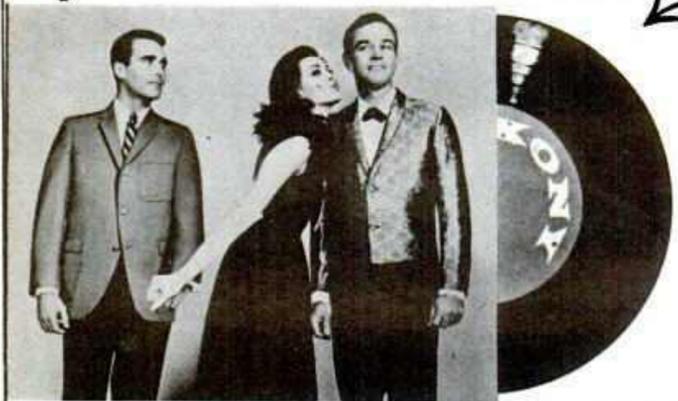
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When Answering Ads . . .
Say You Saw It in Billboard

YESTERYEAR'S COUNTRY HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES 5 Years Ago November 14, 1960

1. On the Wings of a Dove, Ferlin Husky, Capitol
2. Alabam, Cowboy Copas, Starday
3. Excuse Me, Buck Owens, Capitol
4. (I Can't Help You) I'm Falling Too, Skeeter Davis, RCA Victor
5. Before This Day Ends, George Hamilton, ABC-Paramount
6. I Wish I Could Fall in Love Today, Ray Price, Columbia
7. I Don't Believe I'll Fall in Love Today, Warren Smith, Liberty
8. Ballad of Wild River, Gene Woods, Hap
9. Let's Think About Livin', Bob Luman, Warner Bros.
10. Heart to Heart Talk, Bob Wills and Tommy Duncan, Liberty

COUNTRY SINGLES 10 Years Ago November 12, 1955

1. Love, Love, Love, Webb Pierce, Decca
2. Just Call Me Lonesome, Eddy Arnold, RCA Victor
3. I Forgot to Remember to Forget, Elvis Presley, Sun
4. All Right, Faron Young, Capitol
5. I Don't Care, Webb Pierce, Decca
6. Satisfied Mind, Porter Wagoner, RCA Victor
7. Cattle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
8. Mainliner, Hank Snow, RCA Victor
9. Satisfied Mind, Red and Betty Foley, Decca
10. Sixteen Tons, Tennessee Ernie, Capitol



JIMMY KISH, "The Flying Cowboy," has rendered a superb job on his new release, "It's My Lazy Day" b/w "I Dare to Dream." (Nashville-Starday 5246). Jimmy can be booked by writing to him at 650 Kish Drive, Painesville, Ohio. (Advertisement)

NASHVILLE SCENE

By ELTON WHISENHUNT

SHORT STORY—Roger Scutt, deejay and "Captain Midnight" for WKDA, was in the hospital for eight days with bromide poisoning. Got 150 get-well letters; also flowers from the governor and a visit from the city's 10 motorcycle officers, who came together and brought a gift of bourbon and cigars. Scutt doesn't drink nor smoke. (Could this have been ironic happenstance or practical joke?)

LONGER STORY—As the recent Country Music Festival drew near, Tex Ritter and others speculated on: "I wonder what Clyde Beavers will come up with this time?" Beavers is well known for some odd promotion during the convention. A few years ago he rode a donkey more than 100 miles to Nashville. Another time he pushed a wheelbarrow in from 75 miles. So this time, figuring he had to do something, Beavers bought a cow for \$77, tied her to a parking meter in front of the Andrew Jackson Hotel and draped this sign over her: "Clyde Beavers has a smash hit record on Hickory titled, 'That's You,' and this is no bull." He later sold the animal to the stockyard for \$70, losing only \$7 on the promotion.

LAUGH LINE—Homer and Jethro: "Keep them cards and letters; don't bug us with them."

TOUR TOPICS—Bob Neal, of the Bob Neal Agency, reports that Johnny Sea will take his country-folk style to the famous hungry i in San Francisco early next year. Gene Nash, manager of LeRoy Van Dyke, has taken over personal management of Sea. . . . Del Reeves left this week (8) for two weeks of shows in England. . . . Melba Montgomery leaves Friday (12) for a tour in Germany.

HOP-SCOTCH—Deejays can get copies of "Baby," by Wilma Burgess on Decca, from Blue Echo Music, Inc., P. O. Box 1223, Nashville. . . . Lynn Russwurm, of Waterloo, Ont., has signed an exclusive writer's contract with Central Songs, Inc. Russwurm penned "I Cast a Lonesome Shadow," recorded by Hank Thompson, and "No More Loose Talkin'," recorded by Carl Smith. . . . WSLS, Roanoke, Va., has been playing Stonewall Jackson's "Don't Be Angry" for a year and nine months. The record has been on the station's chart every week of that time. . . . Onie Wheeler, guitarist for Roy Acuff, and Jerry Lane and group are playing clubs this month in Fairbanks, Alaska.

CHART CHAT—Kitty Hawkins, Capa Records artist, was in town recently for a recording session. . . . Don Law is working on a "Town and Country" album with Platt and Scruggs. It will include songs with names of cities. (Example: "Memphis" and "Houston.") . . . Jimmy Kish, here recently to record for Starday, used a song Smiley Burnette handed him 15 years ago; Title is "It's My Lazy Day." Said Kish: "I've been wanting to record it ever since I got it."

TOWN AND COUNTRY—Johnny Cash was in for some recording sessions last week with Don Law. . . . Don Gibson will tape for "The Jimmy Dean Show" in New York Nov. 14. Air time is Dec. 3. . . . Composer Liz Anderson has signed an exclusive writer's contract with Four Star Music; will move to Nashville from California early next year. She has also signed as an artist with RCA Victor, has recorded her first album. . . . Carl Smith, member of Ernest Tubb's "Texas Troubadors," has signed to record for Kapp Records. . . . A new indie, Arlen Records, Lutz, Fla., has been formed. President is Bill Mitchell. . . . Samantha Jones, English thrush, was in Nashville last week recording for United Artist under the direction of Kelso Herston.

DJ Winners in Starday Drawing

NASHVILLE—Starday Records announced winners last week of a door-prize drawing at Starday's Country Corner Key Club among deejay delegates to the recent Country Music Festival:

Jack Davis, WDSP, De Funiak Springs, Fla., radio-phonograph combination; Gus Thomas, WTID, Newport News, Va., guitar; Taylor Porter, WSLM, Salem, Ind., portable phonograph; Don Fenimore, KCRV, Caruthersville, Mo., Tennessee country ham; Jeff Warner, KWIX, Moberly, Mo., country ham.

Bob Neal Sets Toronto Stands

NASHVILLE—The Bob Neal Agency has booked country music stars into the Edison Hotel, Toronto, from mid-November through December.

Earl Scott (15-20), Johnny Bond (22-27), Tompall and the Glaser Brothers (29-4), Jimmy Martin (6-11), Bill Carlisle (13-18). Canadian star Orvil Proffit will work the last two weeks in December.

Dewey Groom Inks Two L. A. Artists

DALLAS—Janet McBride and Vern Stovall, both of Los Angeles, have signed management, writing and recording contracts with Dewey Groom, president of Longhorn Records, Groom announced last week.

Both artists have moved to the Dallas area to begin recording and personal appearance work.

WCLU Bows C&W In Cincy Area

CINCINNATI—Station WCLU, Covington, Ky., new 500-watt day-timer covering the Cincinnati area, made its bow Friday (29), with a format of all middle-of-the-road country music. Station is owned by Irving Schwartz.

Handling the WCLU turntables is Bob Scott, formerly of KDHI, part-time country station at 29 Palms, Calif. He is presently in the throes of building a c&w library and seeks the co-operation of country artists and diskeries.



RAMBLIN' LOU (left), country music deejay and promoter of WWOL, Buffalo, snapped with Eddy Arnold, one of the features of Lou's promotion at Kleinhans Music Hall, Buffalo, Oct. 29. A package, featuring Arnold, along with Homer and Jethro, and Connie Smith, sold out a week in advance of the show, Ramblin' Lou reports. Others in the photo above are Dennis Baker, manager of Cavage Record Stories, Buffalo, and Val Fenton (right), RCA Victor representative in the Buffalo area.

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ALBUM REVIEWS

Continued from page 40



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

LOU RAWLS AND STRINGS
Capitol T 2401 (M); ST 2401 (S)

ITALIA
Dick Contino. Dot DLP 3651 (M); DLP 25651 (S)

10 YEARS OF HITS 1954-1964
Mills Brothers. Dot DLP 3652 (M); DLP 25652 (S)

THE BEST OF SI ZENTNER
Liberty. LRP 3427 (M); LST 7427 (S)

MR. GREENBACK DOLLAR MAN
Hoyt Axton. Surrey S 1005 (M); SS 1005 (S)

LOW PRICE POPULAR

THE RIVIERA ORCHESTRA PLAYS FRANCE'S HIT PARADE
Mercury Wing. MGW 12311 (M); SRW 16311 (S)

THE RIVIERA ORCHESTRA PLAYS ALL TIME GYPSY FAVORITES
Mercury Wing. MGW 12313 (M); SRW 16313 (S)

CLASSICAL

SCARLATTI: 34 HARPSICHORD SONATAS (3-12" LP)
Fernando Valenti. Westminster WMS 1010 (S)

FAURE: LA CHANSON D'EVE/6 SONGS; DEBUSSY: 6 SONGS
Phyllis Curtin. Cambridge CRM 706 (M); CRS 1706 (S)

MUSIC OF THE FRENCH BAROQUE
Various Artists. Nonesuch H 1080 (M); H 71080 (S)

HONEGGER: JUDITH
Various Artists/Utah Symphony Orch. (Abravanel). Vanguard VRS-1139 (M); VSD-71139 (S)

GALINA VISHNEVSKAYA SINGS MOUSSORGSKY
Phillips PHM 500-082 (M); PHS 900-082 (S)

CLASSICAL CHRISTMAS

A FESTIVAL OF LESSONS AND CAROLS
The Choir of King's College Cambridge. London Argo RG 450 (M); ZRG 5450 (S)

JAZZ

WILD & WARM
Montego Joe. Prestige 7413 (M)

NOW, JAZZ RAMWONG
Albert Mangelsdorff. Pacific Jazz PJ 10095 (M); ST 20095 (S)

RHYTHM & BLUES

GLADYS KNIGHT AND THE PIPS
Maxx 3000 (M)

FOLK

PAUL ROBESON SINGS BALLAD FOR AMERICANS & CARNEGIE HALL, VOL. 2
Vanguard VRS-9193 (M); VSD 79193 (S)

LOW PRICE CHILDREN'S

LET'S TRAVEL 'ROUND THE WORLD
Jean Cook. Vocalion VL 3760 (M)

LET'S GO TO THE CITY
Robert Thomas. Vocalion VL 3756 (M)

THE PRESIDENTS' MARCHES
Southwest Texas State College Band. Golden LP 163 (M)

INTERNATIONAL

WIR BLEIBEN BEIM BIER
Various Artists. Fiesta FLP 1423 (M)

EDINBURGH MILITARY TATTOO: ROYAL MARINES BAND
Monitor MF 456 (M); MFS 456 (S)

LA SENORITA CUMBIA CARMEN RIVERO
Columbia EX 5148 (M)

JAVIER SOLIS SOMBRAS
Columbia EX 5150 (M)

SOUND

FANTASY IN ORBIT
Thomas Discevelt. Phillips PHM 200-189 (M); PHS 600-189 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

PATRICIA BENTON'S MANHATTAN MOSAIC
Norman MacDonald/Ted Auletta & his Ork. Book-Records BLP 501 (M)

CLASSICAL

MASTERPIECES OF RUSSIAN CHURCH MUSIC
Cappella Male Chorus (Afonsky). Music Guild MG 132 (M); MS 132 (S)

CLASSICAL CHRISTMAS

SIR CRISTEMAS
The Elizabethan Singers. London Argo RG 446 (M); ZRG 5446 (S)

LOW PRICE CHILDREN'S

STORIES AND SONGS ABOUT THE HOLIDAYS
Fiona Jamieson. Vocalion VL 3761 (M)

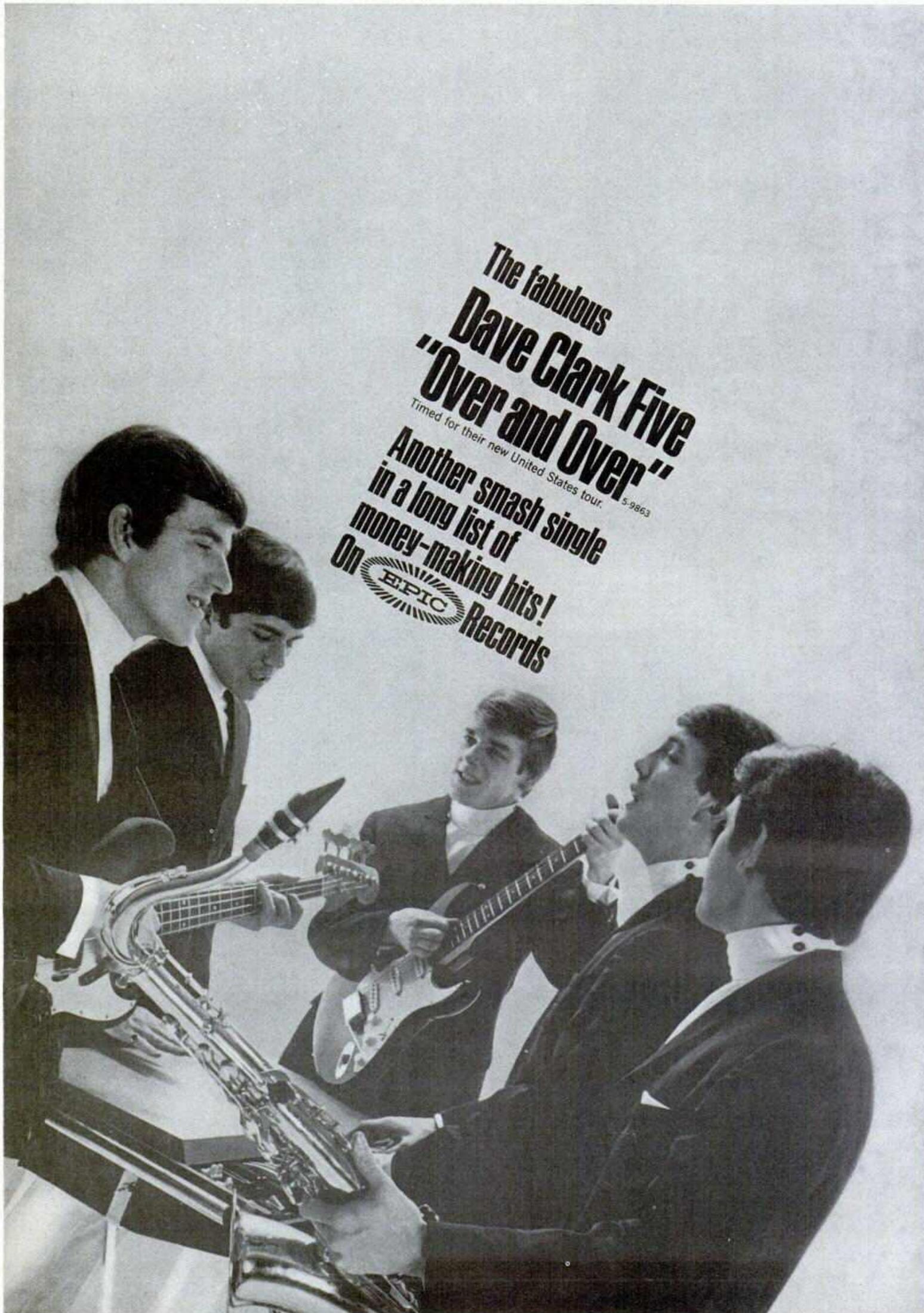
INTERNATIONAL

NORTH INDIAN MASTER OF THE SAROD
Ali Akbar Khan. World Pacific WP 1433 (M); WPS 21433 (S)

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Caroling • Come, Dear Children • The First Noel • Auld Lang Syne • We Wish You A Merry Christmas • Holiday Hi Love
Bear The Sledges With The Bells • What Child Is This? • Go Tell It On The Mountain • Some Children See Him • Jingle Bells
Bark! The Herald Angels Sing • O Come All Ye Faithful • It Came Upon A Midnight Clear • Jolly Old Saint Nicholas



#1627

WARNER BROS. RECORDS



THE FIRST NAME IN SOUND

London Bypasses the Distributor In Its 'Imports' Catalog Program

• Continued from page 3

available much of the musical heritage of France.

The two Telefunken series are regarded as unique, and the initial offerings, selling at \$2.49 (manufacturer's catalog price), are made up of selections from various LP's—in essence, samplers. A featured product of the Das Alte Werk series (priced at

\$5.79, catalog price) is a complete George Philipp Telemann, available for the first time. It is also known that the Telefunken Historic series was collated from private collectors.

In its promotion to dealers London points to "imported" records as a new source of income, and defines imports as a growing trend due to a smaller

world, greater travel, etc. The product is termed fresh and free from "schlocking," and, according to London, such catalog does not become obsolete.

London lists the following terms of payment: 2 per cent E.O.M. Net 30 days E.O.M. exchange privilege is 10 per cent of purchases quarterly, January, April, July and October. All purchases accrue 5 per cent in a cumulative advertising authorization. All freight is prepaid by London Imports on a minimum order of 10 LP's.

Typical of the product in the release of 85 (in addition to those mentioned) are the following in the Das Alte Werk series: a package of madrigals, villanelles and chansons by Sennfl, Gastoldi and others; early music of Italy, France and Burgundy, etc. In the Historic series are many performances from the Bayreuth Festival; performances of their own compositions by Debussy, Grieg, Mahler, Saint-Saens, Richard Strauss, highlights of German and French versions of the "Three Penny Opera" and many other items, as well as much material in a popular vein. Typical of the Argo material are packages by Elizabeth Lutens, Michael Tippett and a tremendous body of English literature of all categories.

RCA TO RELEASE ALBUM

Caballe in U. S.; Taking To the Concert Road

NEW YORK — Montserrat Caballe, the Spanish soprano, arrived in the U. S. last week to begin an extensive season of opera performances in most major American cities. In January, RCA Victor will release the initial album under its long-term Red Seal contract with the soprano. The album is a collection of Donizetti and Bellini arias.

Madame Caballe arrived in Dallas from Mexico City and made her American debut in a staged operatic performance with the Dallas Civic Opera Association on Nov. 6 in a production of Verdi's "La Traviata."

In December, she will appear in New York with the American Opera Society in two concert performances of Donizetti's "Roberto Devereaux" on Dec. 14 and 16, and on Dec. 22, she will make her debut with the Metropolitan Opera in Gounod's "Faust."

Madame Caballe's management stated that the single appearance at the Metropolitan this season was agreed to at a late date because of the singer's desire to sing at least once in the old Metropolitan Opera House.

In the next 10 months, Madame Caballe will make numerous appearances in America in a variety of operatic roles. In addition to the Dallas and New York schedules, she will sing such diverse operas as Giordano's "Andrea Chenier," Verdi's "Il Trovatore" and "Otello," Mozart's "Don Giovanni" and "Magic Flute," Richard Strauss' "Salome," Puccini's "Madame Butterfly," "Tosca" and "Turandot," Wagner's "Tannhauser" and Bellini's "La Straniera." The performance of Bellini's obscure "La Straniera" will be the season's finale for the American Opera Society in New York next April.



MONSERRAT CABALLE

Madame Caballe's RCA Victor debut album was recorded last summer in London. Her first full-length operatic recording for the label will be Donizetti's "Lucrezia Borgia," the vehicle in which she made her first American appearance last spring with the American Opera Society. That performance caused the New York critics to predict that she soon would become one of the most widely acclaimed singers in recent years. She is scheduled to record "Lucrezia Borgia" next May in Rome.

Warhorses Not the Thing In MGM Policy

NEW YORK—Jerry Schoenbaum, who heads MGM's classical division which distributes DGG, feels that classical music sales, like pop sales, depend on an element of excitement and that warhorses alone cannot build a classical record label.

Translated into product, this policy means that domestic DGG product leans heavily on never-released and seldom-released product.

According to Schoenbaum, it's tough to come up with a standard work release that hasn't been performed many times by some of the world's most outstanding artists.

However, he feels that a rich reservoir of seldom recorded classical works exists, and that the release of these works stimulates interest in the classical field and eventually results in the sale of catalog warhorses.

This fall, for example, MGM released the DGG "Wozzeck" album. The Alban Berg opera, in a two-record set, hasn't been recorded in years. Yet it's a classic.

Another fall release, Mozart's "The Magic Flute," has been recorded many times, but never with the full spoken dialog as it is in the three-record DGG set.

Arnold Schoenberg's "Gurre Lieder," a two-record set, falls in the same category.

Schoenbaum emphasized that the DGG release policy in this country is not geared to the esoteric product, but to symphonic and opera works that should have been recorded more often but haven't.

BEST SELLING BUDGET-LINE CLASSICAL LP's

Below is a list of best selling Budget-Line Classical LP's in top Classical Retail Outlets.

This Week

1. **NIELSEN**—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
2. **BACH**—Four Concertos for Harpsichords and Orchestra; Neumeier, Berger, Burr, Urbuteit, Sarre Ch. Orch. (Ristenpart): Nonesuch H 71019 (S), H 1019 (M).
3. **BERLIOZ**—Enfance du Christ: N. E. Conv. Cho., Boston Sym. (Munch): RCA Victrola VICS 6006 (S), VIC 6006 (M).
4. **VIVALDI**—Three Concerti and Suite From "Il Pastor Fido"; Aubin, Guerin, Delwarde, Spickett, Collegium Musicum of Paris (Douatte): Nonesuch H 71018 (S), H 1018 (M).
5. **BARTOK**—Concerto for Orchestra; Chicago Sym. (Reiner): RCA Victrola VICS 1110 (S), VIC 1110 (M).
6. **BEETHOVEN**—Symphony No. 4; London Sym. (Monteux): RCA Victrola VICS 1102 (S), VIC 1102 (M).
7. **THE BAROQUE TRUMPET**; Collegium Musicum of Paris, Society for Old Instruments, Versailles Ch. Orch., Vogue Orch.: Nonesuch H 71002 (S), H 1002 (M).
8. **MOZART**—Symphony No. 41; Vienna St. Op. Orch. (Prohaska): Vanguard SRV-167 SD (S), SRV-167 (M).
9. **BACH**—Cantatas Nos. 56 & 82; Prey, Leipzig Thomanerchor, Leipzig Gewandhaus Orch. (Thomas): Turnabout TV 34020 (S), TV 4020 (M).
10. **PURCELL**—Sonata for Trumpet and Strings, The Virtuoso Wife, The Gordian Knot Untied, Pieces for Harpsichord; Gerlin, Delmotte, Rhenish Ch. Orch. of Cologne (Kehr): Nonesuch H 71027 (S), H 1027 (M).
11. **COURT AND CEREMONIAL MUSIC OF THE EARLY 16TH CENTURY**; Roger Blanchard Ens., Poulteau: Nonesuch H 71012 (S), H 1012 (M).
12. **VERDI**—Requiem Mass, in memory of Manzoni; Vishnevkaya, Isakova, Ivanovsky, Petrov, Moscow Phil. (Markevitch): Parliament (2-12") S-154 (S), 154 (M).
13. **TCHAIKOVSKY**—Nutcracker (Complete); Utah U. Cho., Utah Sym. (Abravanel): Vanguard (2-12") SRV-168/9 SD (S), SRV-168/9 (M).
14. **DEBUSSY**—La Mer; Halle Orch. (Barbirolli): Vanguard SRV-177 SD (S), SRV-177 (M).
15. **BEETHOVEN**—Symphony No. 5; Boston Sym. (Munch): RCA Victrola VICS 1035 (S), VIC 1035 (M).

DGG Goes Classical on Its Prices in Classical Series

HAMBURG—Deutsche Grammophon has launched a new popular-priced series of classical records.

The 20 LP's are priced at 14.80 Deutschmarks (\$3.70), compared with 25 Deutschmarks (\$6.25 for the standard classics LP disk. Grammophon says the series is designed to permit the novice collector to build a classical library quickly without proceeding by trial and error.

The 20 LP's are specially designed for young people, and the composers and their works represented have been selected from the entire Grammophon repertory.

They include Haydn, Beethoven, Schubert, Mendelssohn, Tchaikovsky, Liszt, Chopin, Johann Strauss, Gounod and Debussy.

Quality of the Grammophon repertory has just been underlined by the awarding to the company of Holland's Edison Prize, the top Dutch award for quality phonograph record production. Five Grammophon records were cited:

Christian Ferras and Herbert von Karajan for their recording of the violin concertos of Jean Sibelius; Wilhelm Kempff, piano sonatas; Dietrich Fischer-Dieskau and Karl Boehm, Mahler's "Kindertotenlieder"; Adolf

Scherbaum, "Virtuose Trompetenkonzerne."

Meanwhile the Society of German Phonograph Record Critics has awarded Electrola seven prizes in the society's annual contest, the lion's share of the awards.

3 Works to Get Film Treatment

PARIS—Henri-Georges Clouzot, the celebrated French film director, is planning to bring three symphonic works to the screen.

On Nov. 19 in Vienna he begins filming the Fourth Symphony of Robert Schumann played by the Vienna Symphony Orchestra under conductor Herbert von Karajan.

In January Clouzot will film—also in Vienna—the Mozart Violin Concerto, featuring Yehudi Menuhin.

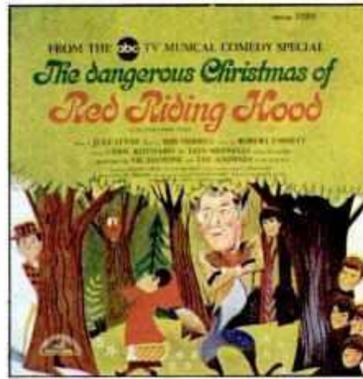
Finally in Berlin he will film the Berlin Philharmonic Orchestra playing Dvorak's New World Symphony.



GEZA ANDA, center, pianist who records exclusively for DGG, is flanked by Robert Bernstein, left, president of the Island Concert Hall in New York, and Jerry Schoenbaum, general manager of the MGM classical division, which is DGG distributor. MGM/DGG is subsidizing the 12-concert Long Island series. Anda is the first DGG artist to appear in the series.

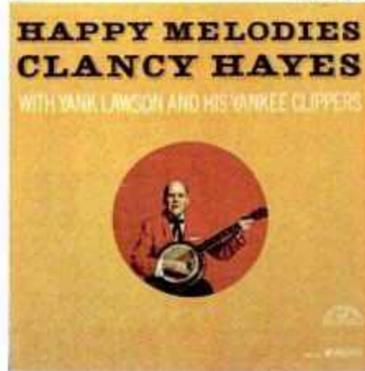


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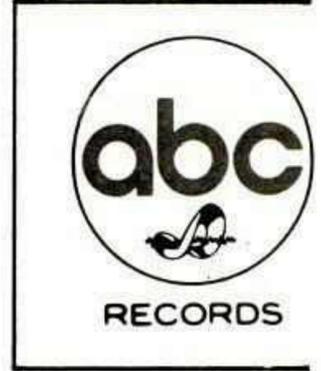
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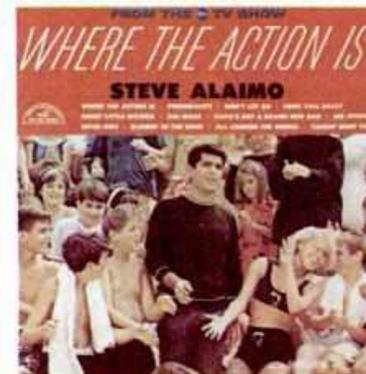
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ABC-528



ABC-529



ABC-531



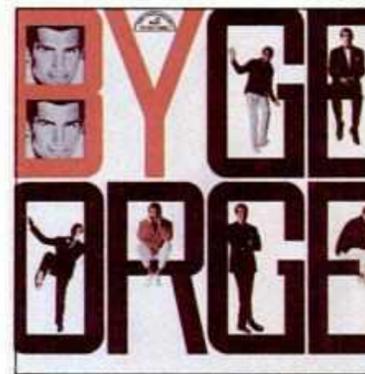
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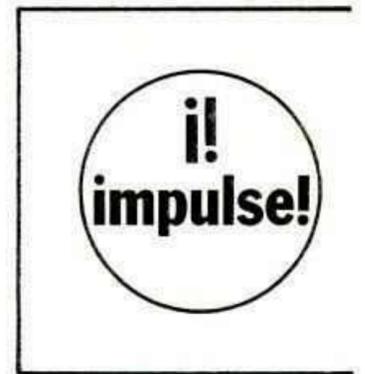
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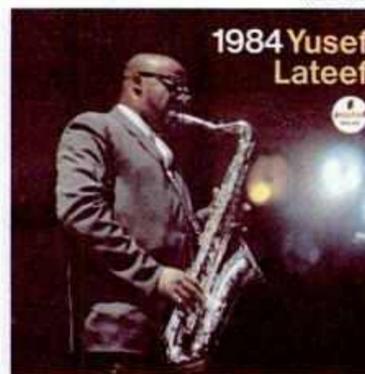
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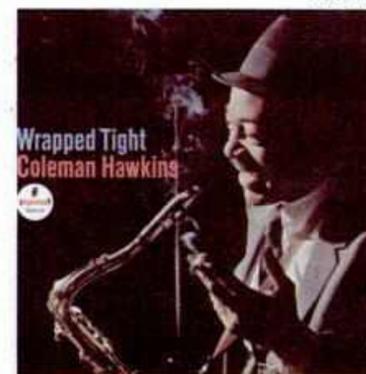
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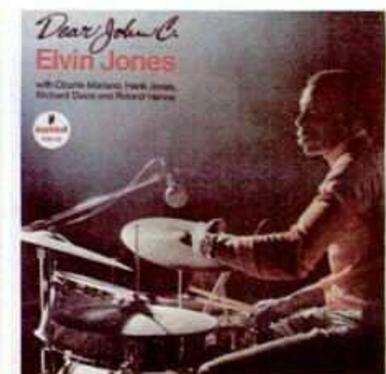
A-83



A-84



A-87



A-88



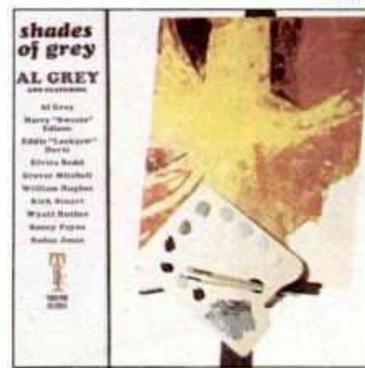
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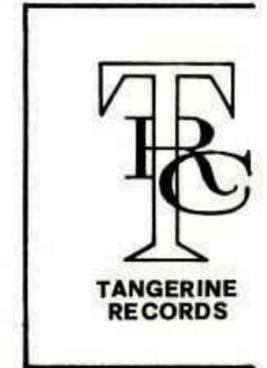
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NEW ALBUM RELEASES

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

ARCADE

RUSTY WELLINGTON/JIMMY COLLETT; EP 1001

ARCHIVE

PALESTRINA: MISSA HODIE CHRISTUS NATUS EST/IMPROPERIA—Regensburg Cathedral Choir (Schrems); ARC 3243, ARC 73243

TELEMANN: MISIQUE DE TABLE—Schola Cantorum Basiliensis (Wenzinger); ARC 3236/7, ARC 73236/7

HELMUT TRAMNITZ—Organ Music at the Time of Schutz; ARC 3250, ARC 73250

BACH GUILD

VARIOUS ARTISTS—Homage to Henry Purcell; BGS 70570/1

CADET

BOB HOPE on the Road to Vietnam; LP 4046

CANAAN

DIXIE ECHOES QUARTET—Echoing!; CAS 9610-LP

FLORIDA BOYS QUARTET—Look Up to Jesus; CAS 9621-LP

GOODMAN FAMILY—What a Happy Time!; CAS 9628-LP

CAPITOL

GNATTALI: CONCERTO DE COPACABANA—Laurindo Almeida; P 8625, SP 8625

COLUMBIA

ROBERT GOULET on Broadway; CL 2418, CS 9218

ROBERT GRAVES—Love Respelt; OL 6400

THE LEGENDARY SON HOUSE—Father of Folk Blues; CL 2417, CS 9217

CHARLES LLOYD QUARTET—Of Course, of Course; CL 2412, CS 9212

CUCO SANCHEZ Y ANTONIO BRIBIESCA—Una Voz Que Lloro; EX 5147, ES 1847

MONGO SANTAMARIA—El Bravol; CL 2411, CS 9211

RALPH SHARON TRIO—The Tony Bennett Song Book; CL 2413, CS 9213

DON SHIRLEY TRIO—Water Boy; CL 2396, CS 9196

TCHAIKOVSKY: FOURTH SYMPHONY—Philadelphia Orch. (Ormandy); ML 6156, MS 6756

The Great Tchaikovsky Symphonies Four, Five and Six—Philadelphia Orch. (Ormandy); D3L 327, D3S 727

VARIOUS ARTISTS—Ben Bagley's Jerome Kern Revisited; OL 6440, OS 2840

VOICES INCORPORATED—Roots—An Anthology of Negro Music in America; CI 2393, CS 9193

LENNY WELCH—Since I Fell for You; CL 2430, CS 9230

ANDY WILLIAMS—Merry Christmas; CL 2420, CS 9220

CUSTOM FIDELITY

OCCIDENTAL COLLEGE GLEE CLUBS (Swan)—Sing Nowell!; CFS 1330

DEUTSCHE GRAMMOPHON

BEETHOVEN: PIANO SONATAS — Wilhelm Kempff; 18935, 138935

BERG: WOZZECK—Various Artists/Choir & Orch. of the German Opera Berlin (Bohm); 18991/2, 138991/2

D'ALBERT: TIEFLAND—Various Artists/Choir of the German Opera Berlin; 19424, 136424

RAVEL: PIANO CONCERTOS IN G MAJOR, IN D MAJOR—Monique Haas/Orch. National Paris (Panay); 18988, 138988

SCHUBERT: OCTET IN F MAJOR—Philharmonisches Oktett Berlin; 19102, 139102

VERDI: ARIAS—Grace Bumbry/Orch. of the German Opera Berlin (Lowlein); 18987, 138987

DOG BITE

MR. SILVER SPITZDAWSON; M 51

DOOTO

REDD FOX—Naughties But Goodies; DTL 838

FOLKWAYS

Italian Folk Songs; FE 4010

FONTANA

GLORIA LYNNE—Love and a Woman; MFG 27546, SRF 67546

GMP CRESCENDO

CHALLENGERS—The Man From U.N.C.L.E.; 2018

HARMONY

The Fabulous DON GIBSON; HL 7358, HS 11158

KAMA-SUTRA

LOVIN' SPOONFUL—Do You Believe in Magic; KLP 8050, KLP5 8050

KAPP

ECHO POLISH SINGING SOCIETY—Sing Along With a Polish Song, Vol. 2; KL 1454

FREDDIE HART—The Hart of Country Music; KL 1456

MARLBOROUGH CONCERT BAND—Bandstand Spectacular; KL 1455

HARRY SIMEONE CHORALE—O Bambino/The Little Drummer Boy; KL 1450

ROY SMECK "Wizard of the Strings" and His Magic Yuke; KL 1453

SYLVIA TELLES Sings the Wonderful Songs of Antonio Carlos Jobim; KL 1451

WAIKIKI—Merry Christmas in Hawaii; KL 1444, KS 3444

LENNY WELCH—Two Different Worlds; 1457

ROGER WILLIAMS—Autumn Leaves—1965; KL 1452

LIBERTY

THE FIFTY GUITARS—Return to Paradise; LMM 13033, LSS 14033

The Best of SI ZENTNER; LRP 3427, LST 7427

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MADRIGALS, VILLANELLAS, CHANSONS—Monteverdi Choir, Hamburg (Jurgens); AWT 9462, SAWT 9462

BACH: ITALIAN SOLO CANTATAS—Various Artists; AWT 9465, SAWT 9465

EARLY MUSIC OF ITALY, FRANCE AND BURGUNDY — Various Artists; AWT 9466, SAWT 9466

H. SCHUTZ: ST. LUKE'S PASSION—Monteverdi Choir, Hamburg-Leonhardt Consort (Jurgens); AWT 9467, SAWT 9467

(Continued on page 52)

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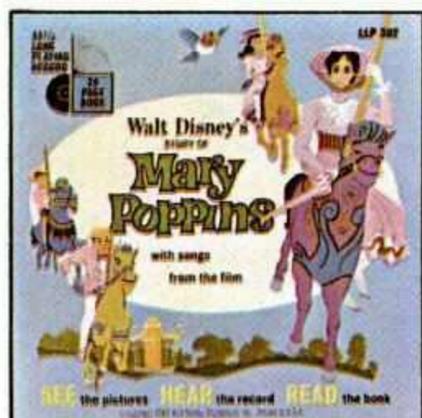
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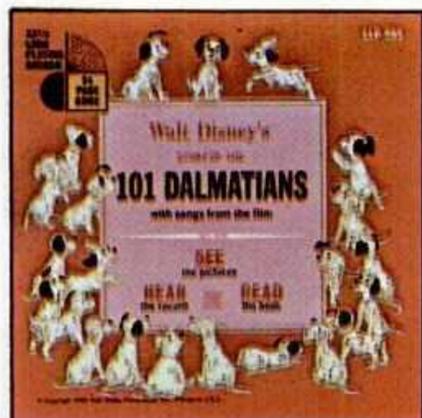
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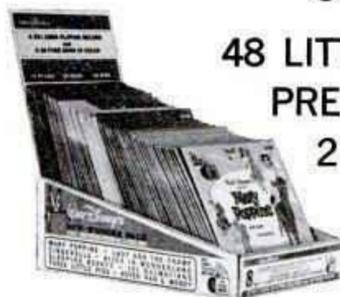
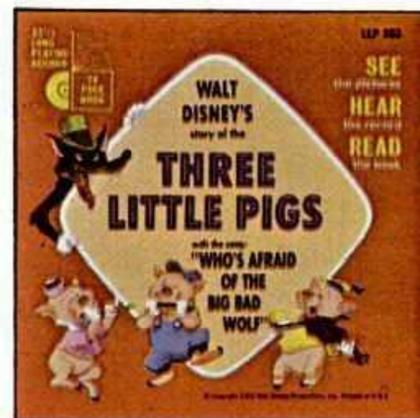
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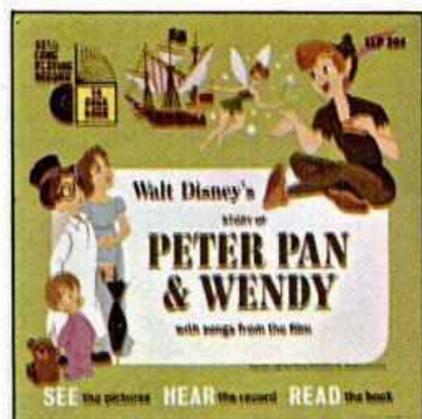
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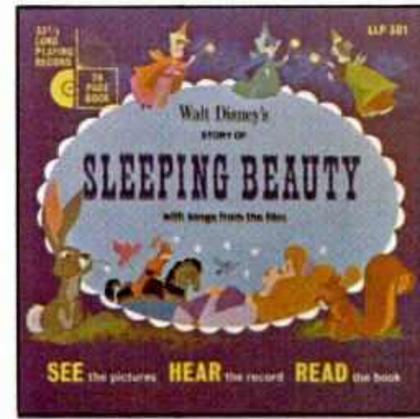
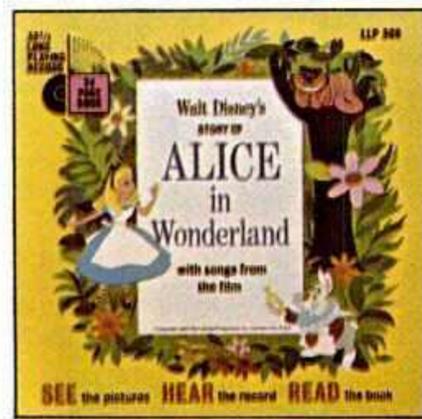
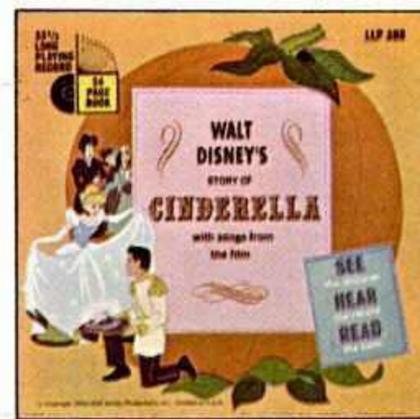
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Joe Hinton
JOE HINTON



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NEW ALBUM RELEASES

• Continued from page 50

H. SCHUTZ: CANTIONES SACRAE 1625 (complete)—Dresden Choir (Mauersberger); AWT 9468/70, SAWT 9468/70

LEOPOLD MOZART: TRUMPET CONCERTO—Concerto Amsterdam (Rieu); LT 43091, SLT 43091

MERCURY

BRAHMS: SONATAS FOR CELLO AND PIANO—Janos Starker/Gyorgy Sebok; MG 50392, SR 90392

CHOPIN: PIANO CONCERTO NO. 2 IN F MINOR—Gina Bachauer/London Symphony Orch. (Dorati); MG 50432, SR 90432

ROY DRUSKY'S Greatest Hits; MG 21052, SR 61052

DAVE DUDLEY'S Greatest Hits; MG 21046, SR 61046

FREDDIE & THE DREAMERS—Frantic Freddie; MG 21053, SR 61053

HANSON: PIANO CONCERTO—Alfred Mouledous/John La Montaine/Eastman-Rochester Orch. (Hanson); MG 50430, SR 90430

HORST JANKOWSKI—More Genius of Jankowski; MG 21054, SR 61054

GEORGE JONES' Greatest Hits; MG 21048, SR 61048

OFFENBACH: GAITE PARISIENNE—Minneapolis Symphony Orch. (Dorati); MG 50431, SR 90431

FARON YOUNG'S Greatest Hits; MG 21047, SR 61047

MENDELSSOHN: SONATA IN D—Gyorgy Sebok; MG 50320, SR 90320

MENDELSSOHN: VARIATIONS; MG 50405, SR 90405

BACH: SUITES NOS. 2 & 5 for Unaccompanied Cello; MG 50370, SR 90370

SCHUMANN: CELLO CONCERTO IN A MINOR—London Symphony (Skrowaczewski); MG 50347, SR 90347

DVORAK: CELLO CONCERTO IN B MINOR—London Symphony; MG 50303, SR 90303

MONUMENT

HARLAN HOWARD—All-Time Favorite Country Songwriter; MLP 8038

MOTOWN

SUPREMES—Merry Christmas; 638

PHILIPS

THE FOUR SEASONS Sing Big Hits By Burt Bacharach/Hal David/Bob Dylan; PHM 200-193, PHS 600-193

PRESTIGE

DON PATTERSON—Patterson's People; 7381

RCA VICTOR

HAWAIIAN VILLAGE SERENADERS—Hilo Hat-tie; LPM 3442, LSP 3432

DICK KALLMAN Drops in as Hank; LPM 3489, LSP 3489

ORIGINAL CAST—On a Clear Day You Can See Forever; LOCD 2006, LSOD 2006

REPRISE

DEAN MARTIN—Houston; R 6181, RS 6181

ROTO

NEBRASKA WESLEYAN CONCERT CHOIR Presents an Album of Sacred Music; ST 9511

SAGE

ERNIE HAGAR—Swingin' Steel Guitar; C 42

SCEPTER

ROY HEAD—Treat Me Right; SM 532

SWORD

VARIOUS ARTISTS—Music Is the Sound of Christmas; SS 2416 LP

TOWER

TOM JONES/JOHNNY RIVERA/FREDDIE & THE DREAMERS—Three at the Top; T 5007
DEAN MARTIN—The Lush Years; T 5006

UNITED ARTISTS

CHUCHO AVELLANET—Baladas; UAL 3460, UAS 6460

AL CAIOLA—Tuff Guitar English Style; UAL 3454, UAS 6454

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SOMETHING ABOUT YOU

Four Tops, Motown 1084

OVER AND OVER

Dave Clark Five, Epic 9863

I GOT YOU (I Feel Good)

James Brown, King 6015

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

I KNOW IT'S ALL RIGHT . . .

Sam Hawkins, Blue Cat 121 (Trio, BMI) (Detroit)

GEE (But I'd Give the World) . . .

Anthony & the Sophomores, ABC-Paramount 10737 (Paxwin, BMI) (Philadelphia)

IL SILENZIO . . .

Nini Rosso, Columbia 43363 (Embassy, BMI) (Cleveland)

STAY TOGETHER YOUNG LOVERS . . .

Ben Aiken, Roulette 4649 (Squire, BMI) (St. Louis)

OUR WORLD . . .

Johnny Tillotson, MGM 13408 (Natson & Port, ASCAP) (Milwaukee)

I'M SATISFIED . . .

San Remo Golden Strings, Ric-Tic 108 (Myto, BMI) (Detroit)

STAY AWAY FROM MY BABY . . .

Ted Taylor, Okeh 7231 (Lois, BMI) (Dallas-Fort Worth)

LITTLE BLACK EGG . . .

Nightcrawlers, Kapp 709 (Alison, ASCAP) (Miami)

SANDY . . .

Ronny & the Daytonas, Mala 513 (Buckhorn, BMI) (Atlanta)

THE FERRANTE AND TEICHER Concert; UAL 3444, UAS 6444
DEL REEVES—Doodle-00-Doo-Doo; UAL 3458, UAS 6458

VERVE

HERB METOYER—Something New; FV 9012, FVS 9012

PETE SEEGER—Folk Music, Live at the Village Gate; FV 9013, FVS 9013

MAMA YANCEY Sings, ART HODES Plays; Blues; FV 9015, FVS 9015

DAVE VAN RONK—Gambler's Blues; FV 9017, FVS 9017

VIEWPOINT

THE RIGHT REV. MONSIGNOR GEORGE A. KELLY—The Catholic Marriage Manual; V 5

WAND

THE KINGSMEN on Campus; 670

Bobby Lewis Set For Peebles Tour

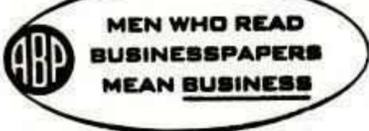
BUFFALO—Bobby Lewis, United Artists recorder booked by the Hal Smith Artist Productions, Nashville, flew into Buffalo Friday (29) to participate in the opening ceremonies at WMMJ, new country music station.

On Nov. 18, Lewis embarks on a tour with a Hap Peebles package at Enid, Okla. Other stops on the route will be Topeka, Kan., 19; St. Joseph, Mo., 20; Kansas City, Kan., 21; Sioux Falls, S. D., 23; Sioux City, Ia., 24; Omaha, Neb., 25; Salina, Kan., 26, and Wichita, Kan., 27.

Newman a Guest

CINCINNATI—Jimmy Newman, of "Grand Ole Opry" fame, will appear as guest on Nov. 13 show of Crosley Broadcasting's "Midwestern Hayride," now in its 18th year of telecasting. "Hayride" is seen from 6:30-7:30 p.m. Saturdays on WLW-T, Cincinnati; WLW-D, Dayton, Ohio; WLW-C, Columbus, Ohio, and WLW-I, Indianapolis. It has been telecast in color since 1957.

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



Country TV'ers on Coast-to-Coast Hayride

• Continued from page 1

or more markets before the end of the year. "Tubb is a very hot property." Stinson said he had eight shows taped so far, but had contracted for 156, with an option for 156 more. The show went into syndication Oct. 2. Stinson said he tapes four shows at a time, but there will be no repeats or re-runs. . . . "stations that play this show will get fresh music that's on the charts at the time they feature the show."

See Huge Demand

Hal Smith Enterprises launched the show, according to Stinson, because "the next three years will be the biggest country music has ever had. The demand for all kinds of country music product is going to be great."

Exposure the Key

All of the shows would like to make money—and some of them do fairly well. The key element in most of the shows, however, is exposure. Teddy Wilburn of the Wilburn Brothers admits that the direct salary derived from "The Wilburn Brothers Show" is "very small; indirectly, however, very large." He attributes the TV show, seen in 40 or more markets, as helping to make a star out of Loretta Lynn. The Wil-Helm Agency, part of the Wilburn enterprises, is Loretta Lynn's booking agent.

He said the shows also definitely help record sales. "I can tell it each time we get a royalty statement from the record company."

The Wilburn Brothers show was originally bought by the Garrett and Dental Snuff Co. for 19 cities. It went on the air in May 1963, and "the month of July saw the first increase in their sales since during World War II," Wilburn said. Now, however, the show is taped open-end, which allows a TV station to sell the show to a local advertiser and insert their advertisement in the open spots. The rehearsal, rundown, and everything is all done within three hours for each half-hour show. There is no script and the pacing is up to Wilburn. He tries to get about nine or 10 songs into each show, two of which are instrumentals. "We keep the show moving. . . . and if we do say something, we try to keep it humorous, if possible."

"Mainly, I feel it's important to present our guest artists as well as our regulars as best as possible. The exposure is the main thing for the artist, because the money paid is not that great. We do feel, though, that the artist's record sales and his price for a live show on the road is greater as a result of exposure on our show." Songs on the show are usually the current hit records of the artists. Some of the guests on the show have included Ernest Tubb, Roy Acuff, Red Foley, Johnny Tillotson, and Bobby Bare.

Taping Unscheduled

The Wilburn Brothers tape their TV shows on random weekends in town when WSM-TV studios are available; sometimes the taping schedule is rough. Last August, the two brothers traveled more than 17,000 miles on a 28-day fair tour. Although Teddy Wilburn conceded that they didn't travel as much as they used to, he estimated that by the end of the year he and his brother

would have worked between 180-200 days of personal appearances. Besides their TV show, the Wil-Helm Agency, and their personal appearances, the Wilburns are also involved in the three publishing firms of Sure-Fire, Tenn-Tex, and Bronze.

Hubert Long, head of the Hubert Long Talent Agency and other music operations in Nashville, said he felt country TV shows were a "career-building thing for an artist. The exposure must help."

Shows 'Doing Great'

Jane Dowden, chief of Show Biz Inc. which owns and produces four of the major syndicated country music shows—"The Wilburn Brothers Show," "The Porter Wagoner Show," "The Flatt & Scruggs Show," and "The Grand Ole Opry Show"—said all of the shows were doing "great." In several major markets such as Chattanooga, Raleigh, St. Louis, Birmingham, Memphis, Fort Worth, and Flint, Mich., the shows occupy what is referred to as a solid block—two or three shows running back-to-back. They're pulling audiences ranging from 75,000 to 125,000, she said, and ranking undisputed No. 1 in many markets.

When Show Biz developed the solid block project for a late afternoon or evening, "we had nothing to go on but the seat of our pants." The shows have done so well, however, that "There's reason to believe the firm will get into another country music show soon. . . . about the first of the year."

Grammer Taping

Last week, Billy Grammer spent two or three days in Knoxville taping four episodes of "The Billy Grammer Show," produced by the Lavidge, Davis & Newman firm. The raison d'etre behind this show, according to producer James McGhee, is the firm started a show last January for a patent medicine company. That show did well in some markets and pooped out in other areas. "We decided to upgrade the show and the talent, so we negotiated with Billy Grammer. The show started in the markets in September and has done so well the firm of Lavidge, Davis & Newman is thinking of a second syndicated TV show within two or three months, though the artist to head this project has not been determined yet," McGhee said.

Lord Show Packaged

Although WSM-TV studios are the birthplace of many of the syndicated TV shows, the only one actually packaged at present by the station is the "Bobby Lord Show." Elmer Alley, production manager, said he was "really surprised with the acceptance" of the show. The only handicap "is that a lot of TV stations want it in color. So we hope to do the show in color within the coming or the following season." Among the guests who've appeared on the show are LeRoy Van Dyke, the Carter Family, and Roy Acuff.

"The Carl Smith Country Music Hall" originates in Toronto, Canada, and is network in that country with a potential audience of 19 million or more. Lucky Moeller, head of Nashville's Moeller Talent Agency, said there was a possibility of the show being shown also in Australia and England, as well as syndication in the U. S. The

SYNDICATED COUNTRY MUSIC TV SHOWS

SHOW	STAR(S)	PRODUCED BY	MARKETS	SHOWS IN CAN
"American Swingeround"	(Chris Lane, emcee) Features guest artists	Jerry Gregoris ABC Films Chicago, Ill. (312) AN 3-0800		10
"The Arthur Smith Show"	Arthur (Guitar Boogie) Smith Crossroads Quartet Carlene (Sam) Howell Tommy Faile Wayne Haas	Arthur Smith Jefferson Productions Charlotte, N. C.	30 plus	4th year
"The Bill Anderson Show"	Bill Anderson Jean Sheppard Grandpa Jones	Bob Poole Poole Productions, Inc. Greenville, S. C. (803) 239-3516	35	42
"The Billy Grammer Show"	Billy Grammer Homesteaders Barbara Allen	Lavidge, Davis & Newman Knoxville, Tenn. (615) 525-6173	17	20
"The Bobby Lord Show"	Bobby Lord	Elmer Alley, Prod. Mgr. WSM-TV Nashville, Tenn.	22	17
"The Carl Smith Country Music Hall"	Carl Smith	Moeller Talent, Inc. Nashville, Tenn. (615) 255-6611	Network in Canada	2nd year
"The Ernest Tubb Show"	Ernest Tubb Willie Nelson Wade Ray Lois Johnson Lynda Flanagan	Hal Smith TV Programs, Inc. Goodlettsville, Tenn. (614) 859-1345	15	8
"The Flatt & Scruggs Show"	Lester Flatt, Earl Scruggs	Show Biz, Inc. Nashville, Tenn. (615) 244-1210	25	12th year
"The Grand Ole Opry"	Guest stars	Show Biz, Inc. Nashville, Tenn. (615) 244-1210	13 selected markets	new
"The LeRoy Van Dyke Show"	LeRoy Van Dyke	Bandshell Productions Nashville, Tenn. (615) 255-6277	1	13
"Music Village"	Wanda Jackson Mike Lane Wayne Kemp Black Mt. Boys	Wendell Goodman P. O. Box 1702 Oklahoma City, Okla. (405) MU 1-6716	4	12
"The Porter Wagoner Show"	Porter Wagoner Norma Jean Charles (Buck) Trent	Show Biz, Inc. Nashville, Tenn. (615) 244-1210	75 plus	5th year
"Star Route"	Rod Cameron	Medallion Productions Hollywood, Calif.	65	26
The WGN Barn Dance (also in color)	Red Blanchard Bob Atcher, Arkie the Arkansas Woodchopper, The Johnson Sisters	WGN-TV Chicago, Ill. (312) 528-2311	43	48
"The Wilburn Brothers Show"	The Wilburn Brothers Loretta Lynn Harold Morrison	Show Biz, Inc. Nashville, Tenn. (615) 244-1210	40	3rd year

*Planning syndication.

**Still in circulation, though new shows are not presently being taped.



"THE ARTHUR SMITH SHOW" has featured some rather elite guests, including Billy Graham and Richard Nixon. Star of the show is Arthur (Guitar Boogie) Smith, sitting on the stool, and the half-hour program is seen throughout the South. It originates in Charlotte, N. C.



"THE WILBURN BROTHERS SHOW" stars Teddy and Doyle Wilburn (note guitars) and features Loretta Lynn and Harold Morrison, in checkered jacket. Teddy Wilburn believes the TV show helps sell their records as well as draw larger crowds to personal appearance shows.

show uses both U. S. and Canadian artists as guests each show.

The "WGN Barn Dance" is merely the old National Barn Dance radio show spruced up

for TV, according to Dolph Hewitt. The "National Barn Dance" started on radio in 1924. The TV version, however, was launched in 1963 in Chicago and only went into syndication

in 1964. The format of the show, said Hewitt, one of the artists on the show, is aimed at a northern audience. "If you take away the guitars, we feel

(Continued on page 56)

Laurie Digs Deep to Get Airplay

NEW YORK—Laurie Records is venturing more afield to break records, vice-president and sales manager Eddie Mathews reported Thursday (4). With radio stations tending toward shorter and shorter playlists, smaller labels are finding it difficult to get airplay on new product in the major markets, he said.

Markets now being used by Laurie to test new records include Scranton, Harrisburg, and Allentown, Pa.; New Haven and Hartford, Conn.; Columbus,

Youngstown and Toledo, Ohio, and Milwaukee.

"There are similar areas all over the nation that could be used for testing records, but we use the ones we can monitor personally," Mathews said. Many labels have gone to considerable time and expense developing secondary markets for records, but few out of necessity.

"If, as a result of airplay, a record happens in that market, we have more to go on when we present it to a major market radio station," he said. Laurie

launched this venture about two years ago, and Mathews said it has proved highly accurate. "Right now, we've four records in smaller markets getting sales. If the sales don't warrant further action, we'll drop these records."

With only three to four slots available each week on a station's airplay list in more major markets, Mathews felt that small labels had as much opportunity to get a record played as a major label. "It's still what's

(Continued on page 56)

VOX JOX



JACK JONES STARRER IN THE LATEST WNEW "Music Spectacular" radio show, aired last week. At the taping of the live show at New York's Basin Street East nightclub were: from left, Ted Brown, WNEW air personality who emceed the show, WNEW program director Varner Paulsen; Jack Jones; WNEW air personality Jim Lowe; Skitch Henderson, who conducted a 24-piece orchestra for Jones; and WNEW vice-president and general manager Harvey L. Glascock.

The WJRZ, Newark, N. J., country music show—a labor of love by the Gerard W. Purcell Associates, Ltd., who're noted for putting together countless live record talent shows for radio station promotions—has already been sold out. It's the first such promotion by the newish country music station. The show is slated for Nov. 12 in Newark in a hall seating 3,400. Stars include Eddy Arnold, LeRoy Van Dyke, and many other top names in the country music field.

Dick Clark, host of "American Bandstand" for ABC-TV and the power behind the nationwide one-nighters featuring record talent, is scheduled to participate in a special recording for

a U. S. Army recruiting program. . . CKCK, Regina, Saskatchewan, has lost the services of Porky Charbonneau, a country personality who has left for CKY, Winnipeg. Ron Andrews replaces him and Ron Barnes, formerly of CKXL, Calgary, has taken over the Andrews slot.

Dick Kaye has joined WKPA, New Kensington, Pa.; he was formerly with KABC, Los Angeles. . . Bobby Bobo, formerly a performer of WLW-TV's "Midwestern Hayride" show out of Cincinnati, is now spinning country music for WKKY-FM, Erlanger, Ky. He needs records, so help him out you promotion men. . . Old Gary Stevens, of WMCA, New

York, is now the voice for an M&M chocolate candy TV commercial. Real sticky, Gary! How's Elvis treating you these days?

Odis Echols Jr., owner and manager of KCLV, Clovis, N. M., has banned any musical record that supports the anti-Viet Nam demonstrations. These include "The Universal Soldier" and the "Eve of Destruction" records. . . Perry Cooper, formerly of WINS, New York, is now swinging with WKOP, Binghamton, N. Y.

Lynn Christian of WPIX-FM, New York, and Nelson Goldberg of WYDD, Pittsburgh, have been appointed co-chairmen of the National Association of FM Broadcasters. . . Teen idol Clay Cole of WPIX-TV, incidentally, is knotting it with pretty Sandy on Dec. 19. Her father owns Basin Street East. . . KSFO (San Francisco): Whatta ya mean having a first annual Wayzgoose, Squantum and Turnerfest for the United Crusade without inviting me?

Duffy Blabon has been named new general manager for KBLA, Los Angeles, replacing Mel Leeds. Blabon was recently with KGIL. . . Bernadette Castro, the ex-Colpix Records artist, now has her own weekly deejay series on WDVH, Gainesville, Fla., spinning operetta records. . . Buddy Holliday, formerly deejay at WIOD, Miami, is the new program manager at WQUA, Moline-East Moline-Rock Island, Ill., and Davenport, Iowa.

The new address of KJAZ is 1509 1/2 Webster Street, Alameda, Calif. . . Ed Sullivan was saluted Nov. 5 by entertainment and amusement industry leaders at a luncheon in New York. . . WEIR, Weirton, W. Va., is now broadcasting from new transistorized facilities. . . Neal Van Ells, program director of WKYC, Cleveland, has been upped to manager of the station. . . WIL is now at 12th and Olive, St. Louis.

Buddy O'Shea has joined WROV, Roanoke. . . Tim O'Donnell has joined WPIX-FM; formerly with WCTC, New Brunswick, N. J. . . Joe Yocam is back with KFVB via arbitration after AFTRA charged Crowell-Collier with expelling him last January for his union activities in a 1961 strike; station was ordered to pay him \$15,000 compensation.

Al Stevenson now with KNOB, Long Beach. . . George Dvorak is now with KPCC-FM, Pasadena. . . Best of luck to Robert W. Bray, vice-president and general manager of WHNB-TV, who was recently elected president of the Connecticut Broadcasters Assn. . . Edwin J. Lasko has been named general manager of KCRG-AM-TV, Cedar Rapids, Iowa; he was formerly general manager of WSJV-TV, South Bend-Elkhart, Ind.

William Rimmel has been upped to general manager of WCWA-AM-FM, Toledo. . . Bob Price, former night shift man at WOMT, Manitowoc, Wis., has changed slots to morning; Lee Allen now holds down his old position. . . Golden World Records, Detroit, has an instrumental out; any radio stations wishing to run a contest locally asking listeners to submit lyrics for the record can contact Shelley Haims, label general manager — phone 883-7843. **CLAUDE HALL**

RADIO RESPONSE RATING

ROCHESTER, N. Y. . . . 3rd Cycle
NOVEMBER 13, 1965

TOP STATIONS

Call Rank	Letters	% of Total Points
-----------	---------	-------------------

★ POP Singles

- | | | |
|----|------|-----|
| 1. | WBBF | 83% |
| 2. | WSAY | 17% |

★ POP LP's

- | | | |
|----|------|-----|
| 1. | WHAM | 41% |
| 2. | WHEC | 39% |
| 3. | WROC | 20% |

★ R&B

- | | | |
|----|----------------|-----|
| 1. | WUFO (Buffalo) | 77% |
| 2. | WSAY | 23% |

★ COUNTRY

- | | | |
|----|------|------|
| 1. | WNJR | 100% |
|----|------|------|

★ CONSERVATIVE

NOTE: No 100% conservative station in Rochester area.

★ COMEDY

NOTE: The following stations program cuts from Comedy LP's occasionally.

- WBBF
- WHAM (Bill Ardis Show)
- WHEC
- WNJR

★ CLASSICAL

- | | | |
|--------------------------------------|---------------------------------|-----|
| 1. | WBBF-FM | 56% |
| 2. | WHAM-AM-FM (Metropolitan Opera) | 22% |
| Others (WQXR-AM-FM (N.Y.C.) WCMF-FM) | | 22% |

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

TOP DISK JOCKEYS

Rank	Disk Jockey	Call	% of Total Points
------	-------------	------	-------------------

★ POP Singles

- | | | | |
|----|--------------------|------|-----|
| 1. | Nick Nickson | WBBF | 37% |
| 2. | Jerry Fogel | WBBF | 35% |
| 3. | Jack Palvino (Tie) | WBBF | 14% |
| 3. | Joe Deane (Tie) | WBBF | 14% |

BY TIME SLOT

Morning Man	Jerry Fogel	WBBF
Mid-Morning	Joe Deane	WBBF
Early Afternoon	Jack Palvino	WBBF
Traffic Man	Nick Nickson	WBBF
Early Evening	Leon Margarite	WBBF
Late Evening	Leon Margarite	WBBF
All Night	Larry White	WBBF

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

Nick Nickson, WBBF	Music Director
Sybilla Reber, WSAY	Librarian

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

The Joe Deane Sok-Hop, WOKR-TV, Sat. 2:30-3 p.m.
The Jerry Fogel Show, WOKR-TV, Sat. 3-4 p.m.

★ POP LP's

- | | | | |
|---|---------------------|------|-----|
| 1. | Ed Meath | WHEC | 38% |
| 2. | Gary Smith | WROC | 23% |
| 3. | Jack Slattery | WHAM | 15% |
| 4. | Johnny Canton (Tie) | WHAM | 8% |
| 4. | Bill Ardis (Tie) | WHAM | 8% |
| Others (Alan Browning, WHAM; Bob Mills, WROC) | | | 8% |

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most Co-Operative in Exposing New LP's)

Listed alphabetically

Ed Ferland, WHEC	Music Director
Bill Givens, WHAM	Program Director
Gary Smith, WROC	Music Director
Bob Yeager, WHEC	Program Director

★ R&B

NOTE: Survey was unable to reflect Disk Jockey effectiveness in this category.

★ JAZZ

- | | | | |
|----|------------|------|------|
| 1. | Will Moyle | WROC | 100% |
|----|------------|------|------|

★ COUNTRY

- | | | | |
|----|--------------|------|-----|
| 1. | John Mazer | WNJR | 53% |
| 2. | Chuck Kirk | WNJR | 35% |
| 3. | Bill Edwards | WNJR | 12% |

★ FOLK

NOTE: No Folk Show in Rochester Area.

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WNJR	680	WHAM	1180	WSAY	1390
WBBF	950	WROC	1280	WHEC	1460

FM RADIO FREQUENCIES

WCMF-FM	96.5	WHFM-FM	98.9	WVOR-FM	100.5
WROC-FM	97.9	WBBF-FM		WBBF-FM	101.3

WBBF: 1,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Highly identifiable air-personalities. Editorializes 3 or 4 times a week. Bill Deane is director of 6-man news dept. Special equipment: 1 mobile unit. 5-min. news on the half hr. headlines on the hr. Extended newscast at 8 a.m., 12:30, 6 & 11 p.m. Cuts from Comedy LP's aired in regular programming occasionally. New records are selected for air-play by committee of station personnel and phone-in & call-in votes by listeners on the air contest. Station publishes play-list weekly. Approx. 6 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Robert S. Kieve. Music dir., Nick Nickson. Send 3 copies of 45's to Mr. Nickson, 850 Midtown Tower, Rochester, N. Y. 14604. Phone: (716) 232-7550.

WBBF-FM: ERP 34,000 watts. Music format: Classical (100%). Editorializes 3 or 4 times a week. Prog. dir., James Willey. Other personnel and address same as WBBF.

WCMF-FM: ERP 1,350 watts. Independent. On the air 7 a.m.-12:15 a.m. Music format: Standard (50%)-Classical (50%). Editorializes occasionally. Special programming: Boston Symphony Orchestra, 9 p.m. Wed. Boston Pops Orchestra, 5 p.m. Sun. Tanglewood Chamber Concerts, 9 p.m. Mon. Alan Price is director of 3-man news dept. 5-min. news on the hr. Folk Music featured on "Folk Music of the World," 7 p.m. Sat. New records are selected for air-play by committee personnel. Approx. 10 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Duane E. Barlow. Prog. dir., William A. Rund. Send 1 copy of stereo LP's to Mr. Rund, 183 Main St., Rochester, N. Y. 14604. Phone: (716) 454-2628.

WHAM: 50,000 watts. A William F. Rust Station. ABC affiliate. On the air 24 hrs. a day. Music format: Pop-Standard (100%). Editorializes daily. Special programming: Rochester Americans hockey in season. "The Louise Wilson Show," women's show featuring interviews and commentary, 9:30-10 a.m. M-Sat. "Country Fare," farm show with George Haefner, 5:30-6:30 a.m. & 12:15-1 p.m. daily. "Opinion," audience call-in with Mike Morgan, 7-7:55 p.m. M-F. "Metropolitan Opera," live on Sat. afternoon during season. "Luncheon With Louise," from local restaurant, 12:30-1:30 p.m. Sat. Richard Tobias is director of 8-man news dept. Special equipment: 1 mobile unit, plane available. ABC news at 55 past the hr. quarter hr. news at 6, 7, 8, 9 a.m., noon, 5, 6, 10, 11 p.m. Comedy LP's featured on "Bill Ardis Show." New records are selected for air-play by prog. dir. Approx. 10 new 45's and 25 new LP's programmed each week. Record promotion people are seen M-F. Pres. & gen'l mgr., William F. Rust Jr. Prog. dir., Bill Givens. Send 5 copies of 45's and 1 copy of LP's to Mr. Givens, 350 East Ave., Rochester, N. Y. 14604. Phone: (716) 454-4884.

WHFM-FM: ERP 8,700 watts. Music format: Standard (100%). Simulcast with WHAM 5 p.m.-Midnight. Same address and personnel as WHAM.

WHEC: 5,000 watts. A Garnett Owned Station. CBS affiliate. On the air 20 hrs. a day. Music format: Pop-Standard

(100%). Editorializes occasionally. Special programming: Rochester Red Wings baseball & Univ. of Rochester basketball in season. "Dial Dunn," audience call-in with Eddie Dunn, 8-9 p.m. M-F. "The Dorothy Cotton Show," women's news and commentary, 9:30-10 a.m. M-F. Television outlet is WHEC-TV, channel 10. Howard Hosmer is director of 5-man news dept. Special equipment: 2 news-wagons, 1 video mobile unit. 5-min. news at 55 and headlines at 9 after the hr. 15-min. newscasts at 8 a.m., noon & 11 p.m. 10-min. CBS news on the hr. Comedy LP's and Folk Music aired in regular programming. New records are selected for air-play by prog. dir., music dir. and research of local retailers. Station publishes play-list weekly. 25-30 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Fred D. Pestrus. Prog. dir., Robert S. Yeager. Send 3 copies of 45's and 2 copies of LP's to Mr. Yeager, 191 East Ave., Rochester, N. Y. 14604. Phone: (716) 546-5670.

WNJR: 250 watts. Malrite Broadcasting Inc. Daytimer. Music format: Country (100%). Special programming: Includes "Remarkable Rochester," "Salute to the City" and "Telephone Tradio." Jim McLaughlin is director of 2-man news dept. Special equipment: 1 mobile unit, remote tape recorders. 5-min. news at 15 & 45 past the hr. Comedy LP's aired in regular programming. Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel & research of local retailers. Station publishes play-list weekly. 7-8 new records programmed each week. Record promotion people are seen Mon. & Tues. Gen'l mgr., Hal Fisher. Prog. dir., John Mazer Jr. Send 4 copies of 45's and 2 copies of LP's to Mr. Mazer, 931 Main St. East, Rochester, N. Y. 14605. Phone: (716) 473-6800.

WROC: 5,000 watts. Rust Craft Broadcasting. NBC affiliate. On the air 24 hrs. a day. Music format: Pop-Standard (95%)-Standard (5%). Editorializes daily. Television outlet is WROC-TV, channel 8. Tom Decker is director of 6-man news dept. Special equipment: 2 mobile units with radiophones, walkie-talkies. 5-min. news on the hr. and at 6:30 7:30, 8:30 a.m. & 5:30 p.m. Local & regional news added to network news at 7, 8 a.m., 5 & 6 p.m. Folk Music programmed occasionally. New records are selected for air-play by gen'l mgr. & music dir. 5-10 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr. & prog. dir., Paul C. Louthier. Music dir., Gary Smith. Send 3 copies of 45's and 2 copies of LP's to Mr. Smith, 201 Humboldt St., Rochester, N. Y. 14610. Phone (716) BU 8-8400.

WROC-FM: ERP 17,600 watts. Simulcast with WROC.

WSAY: 5,000 watts. Independent. On the air 6 a.m.-12:35 a.m. Music format: Contemporary (80%)-Country (20%). Special programming: Notre Dame football in season. "Police News," remote, 5-min. at 8 a.m. 12:35 & 5:40 p.m. M-F. "Jewish Hour," 9:30-11:30 a.m. Sun. "Italian Hour," 11:35 a.m.-1:30 p.m. Sun. "Georgetown Forum," 10-10:30 p.m. Sun. 5-min. news on the half hr. Weather checks at 15 & 45 past the hr. "All the News," 12:30-12:45 p.m. M-F. New records are selected for

(Continued on page 56)

NOW AVAILABLE ON GOLD STANDARD SINGLES— GREAT ARTISTS IN GREAT PERFORMANCES STOCK UP NOW!

QUANTITY

- RAY PETERSON—447-0738—Tell Laura I Love Her/Fever**
- HENRY MANGINI ORCH. AND CHO.—447-0739—The Pink Panther Theme/Dear Heart**
- GLENN YARBROUGH—447-0740—Baby the Rain Must Fall/The Honey Wind Blows**
- EDDY ARNOLD—447-0741—What's He Doin' in My World/A Little Heartache**
- JIM REEVES—447-0742—I Won't Forget You/Mexican Joe**
- SAM COOKE—447-0743—Shake/Cousin of Mine**
- AL HIRT—447-0744—Fancy Pants/Alley Cat**
- LORNE GREENE—447-0745—Ringo/An Ol' Tin Cup (And a Battered Ol' Coffee Pot)**
- BOBBY BARE—447-0746—Four Strong Winds/Miller's Cave**
- CONNIE SMITH—447-0747—Once a Day/I Can't Remember**
- SKEETER DAVIS—447-0748—Gonna Get Along Without You Now/(I Can't Help You) I'm Falling Too**
- CHET ATKINS—447-0749—Theme from "A Summer Place"/Theme from "Picnic"**
- FIEDLER, BOSTON POPS—447-0756—Stars and Stripes Forever/Semper Fidelis**
- FIEDLER, BOSTON POPS—447-0758—The Star Spangled Banner/America**
- FIEDLER, BOSTON POPS—447-0760—Look Sharp-Be Sharp/I Want to Hold Your Hand**
- JEANETTE MACDONALD—447-0761—Ah! Sweet Mystery of Life/San Francisco**
- JOHN GARY—447-0762—More/Yellow Bird**

NEW ON RCA VICTOR

 The most trusted name in sound 

Use this page to check your stock and to order from your RCA Victor distributor.

TAPE CARTRIDGE TIPS

by Larry Finley

THIS has been an extremely important week for ITCC. Firstly, we received delivery of over \$100,000 of Ampex duplicating equipment from Lang Electronics in New York City, with special modifications to meet our strict quality control requirements. This shipment enables us to greatly increase our production capacity of the eight-track as well as the four-track cartridges.

To meet the additional increase in demand that will be coming in this new field, we have also placed additional orders with Lang so that we will be able to properly service and deliver to our customers regardless of how great the requirements may be.

We are now set up with a shipping schedule for 130,000 Lear Stereo 8 cartridges and between 175 to 185,000 four-track cartridges per month. This gives us the largest production capability of any firm in the world in the four and eight-track fields.

We also completed shipment this week of one of the largest orders ever to go out of our factory. A complete selection in quantity of both the four and eight-track cartridges was shipped to our distributors, Rissi and Radio Electronic Supply Company, whose 36 salesmen completely cover the State of Michigan.

Our new printed catalog has just been received and lists complete availabilities from each of the 41 "big name" labels. The catalog is 8½" x 11" and contains 32 pages of a complete cross section of everything that is necessary to make it the most comprehensive catalog ever issued in the tape cartridge industry.

If you are interested in big name artists and orchestras, jazz, rock and roll, classical, big band sounds, ballads, children's nursery rhymes, Mark Twain stories or Shakespeare's sonnets, why not let us hear from you, and we will be happy to send you a complimentary copy of our catalog.



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RADIO-TV PROGRAMMING

WYLO Country Caravan Mobile Promotion Vehicle

MILWAUKEE — When WYLO switched to country music about four months ago, general manager Charles M. Phillips set his sights on obtaining more than just the area's country music fans for his audience. To do this, he initiated a series of remote broadcasts featuring a live band. Billed as the WYLO Country Caravan, the group performs at shopping centers and car dealers. The Caravan did one to two shows a week during the summer and fall and only the weather has begun to put a crimp in the shows now. But they were very effective at giving people—often as high as

3,500—a taste of what country music was like and drawing them to listen to the station, Phillips said.

"We work harder at getting new fans than anything else."

To appeal to teen-agers, WYLO programs a high school football game broadcast each week, hoping the teen-agers will keep on the dial afterwards and become country music fans.

WYLO went on the air in May 1964, programming good music, Phillips said, "and frankly got no place with it. The month we switched to country music—and switching took a lot of guts—was the highest we'd had in

billing, but it wasn't repeat advertising sales. Advertising has picked up approximately 30 per cent—because firms are sticking with us now . . . they're getting results."

The reason for the results in advertising, Phillips felt, is that a survey showed most of the daytime listening audience in the area were about 80 per cent housewives. Country music reaches this type of audience, he said.

All of the music played by the daytimer station is screened by Phillips, who has a playlist of 54 records, being "54" on the dial. Records are broken down into groups of five, with the upper five getting more airplay than the second five, and the third group getting even less airplay.

WYRE Keeps In Touch by Telephone

ANNAPOLIS — Because the 250 watts of WYRE covers a lot of ground besides Annapolis and the bay area—all of Baltimore and a large percentage of Washington—the station has a problem keeping tabs on its listening audience. The rock 'n' roll outlet uses a half-hour telephone request program as a barometer, according to general manager Marvin Mirvis.

The program, designed to en-

(Continued on page 58)

STATIONS BY FORMAT

• *Continued from page 54*

air-play by librarian. Approx. 40 new records are programmed each week. Record people are seen M-F. Pres. & gen'l mgr. & prog. dir., Gordon P. Brown. Send 3 copies of 45's and 2 copies of LP's to librarian, Sybilla Reber, 250 East Ave., Rochester, N. Y. 14604. Phone: (716) 232-5580.

WVOR-FM: ERP 50,000 watts. Functional Broadcasting, Inc. On the air 6:45 a.m.-2 a.m. Music format: Pop-

Standard (50%)-Standard (50%). Chet Demske is director of news dept. 5-min. news at 55 past the hr. Folk Music included in regular programming. New records are selected for air-play by music dir. Approx. 20 new LP's are programmed each week. Record promotion people are seen by appointment. Gen'l mgr. & prog. dir., Carl J. Spavento, Music dir., Jacob Stern. Send 1 copy of 45's and 1 stereo copy of LP's to Mr. Stern, 333 Midtown Tower, Rochester, N. Y. 14604. Phone: (716) 454-3942.

Country TV'ers on C.-to-C. Hayride

• *Continued from page 53*

we'd have a pop show." Hewitt said the show is "the hottest thing I've had to do with. The response is fantastic in such markets as Syracuse, Buffalo, and Albany, N. Y." The show is also seen in areas like Charleston, W. Va., and is available in both black and white and color.

Wendell Goodman, the husband of Wanda Jackson, launched her show locally in Oklahoma City, Okla., about five or six months ago and is now in the process of expanding via syndication into other markets. The show has a cast of 22 musicians and singers, thus hasn't needed a guest star as yet, he said.

There are many locally produced country music TV shows about the nation—virtually too many to list. The hour-long "Midwestern Hayride," which originates at WLW-T-TV, Cincinnati, is fed to sister stations WLW-D-TV, Dayton, Ohio; WLW-C-TV, Columbus; and WLW-I-TV, Indianapolis.

Arthur (Guitar Boogie) Smith said his show is not 100 per cent country, "though we're country and gospel oriented. But we feel our show is the most successful syndicated show in the business. We charge 85 per cent of the highest one-minute rate on the station and we only sell the show in class A time. While the show is normally self-contained, some of the guests who've appeared on it include Richard M. Nixon, Billy Graham, James Arness (Matt Dillon), Eddy Arnold, and Johnny Cash. Nixon and I did a piano duet." Smith has been on radio and TV in the Char-

lotte, N. C., area for 23 years with live music.

Van Dyke Show Filmed

"The LeRoy Van Dyke" is filmed, rather than video taped. Although the show is presently being aired on only KTTV, Los Angeles, producer Gene Nash, who is also Dyke's personal manager, said that the show is slated in nine other markets. All in prime time. The show is also slated for viewing in Canada. A brand new show, the format is modern country, according to Nash. "We aim for both the pop and country audiences." The show is backed personally by Dyke and is filmed in Toronto.

"The Bill Anderson Show" is produced by Bob Poole. Four shows are taped at a time, each featuring about eight songs.

Several other country music artists have been discussing potential shows with producers. These include Kitty Wells and Johnny Wright. Dick Curless recently taped a pilot show in Cleveland.

Hap Peebles, a booking agent headquartered in Wichita, Kan., said that up until the last two or three years, it was difficult to expose an artist because country music radio stations weren't as powerful as they are now. As a result of the syndicated TV shows a lot of newcomers are getting breaks in exposure they never had before.

Not all of these syndicated TV shows have been successful. . . . many have started to only fall by the wayside, said A. O. Stinson, executive producer of "The Ernest Tubb Show." He felt the formula for success was "hard work and a small amount of brains. The reason a lot of the shows failed is that they overproduced and destroyed the main ingredient of the product—humility."

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time:

POP SINGLES—5 Years Ago November 14, 1960

1. Georgia on My Mind, Ray Charles, ABC-Paramount
2. Poetry in Motion, Johnny Tillotson, Cadence
3. You Talk Too Much, Joe Jones, Roulette
4. I Want to Be Wanted, Brenda Lee, Decca
5. Save the Last Dance for Me, Drifters, Atlantic
6. Stay, Maurice Williams and the Zodiacs, Herald
7. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
8. Last Date, Floyd Cramer, RCA Victor
9. A Thousand Stars, Kathy Young and the Innocents, Indigo
10. Blue Angel, Roy Orbison, Monument

POP SINGLES—10 Years Ago November 12, 1955

1. Autumn Leaves, Roger Williams, Kapp
2. Love Is a Many-Splendored Thing, Four Aces, Decca
3. Moments to Remember, Four Lads, Columbia
4. Yellow Rose of Texas, Mitch Miller, Columbia
5. Sixteen Tons, Tennessee Ernie, Capitol
6. Only You, Platters, Mercury
7. Shifting, Whispering Sands, Rusty Draper, Mercury
8. I Hear You Knockin', Gale Storm, Dot
9. At My Front Door, Pat Boone, Dot
10. Shifting, Whispering Sands, Billy Vaughn, Dot

R&B SINGLES—5 Years Ago November 14, 1960

1. He Will Break Your Heart, Jerry Butler, Vee Jay
2. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
3. Georgia on My Mind, Ray Charles, ABC-Paramount
4. Save the Last Dance for Me, The Drifters, Atlantic
5. My Dearest Darling, Etta James, Argo
6. Stay, Maurice Williams, Herald
7. I Want to Be Wanted, Brenda Lee, Decca
8. Kiddio, Brook Benton, Mercury
9. New Orleans, U. S. Bands, Legrand
10. Fool in Love, Ike and Tina Turner, Sue

POP LP'S—5 Years Ago November 14, 1960

1. Button Down Mind of Bob Newhart, Warner Bros.
2. String Along, Kingston Trio, Capitol
3. Nice and Easy, Frank Sinatra, Capitol
4. G. I. Blues, Elvis Presley, RCA Victor
5. Johnny's Moods, Johnny Mathis, Columbia
6. Wild Is Love, Nat King Cole, Capitol
7. Rejoice Dear Hearts, Brother Dave Gardner, RCA Victor
8. Edge of Shelley Berman, Verve
9. Encores of Golden Hits, Platters, Mercury
10. Genius Hits the Road, Ray Charles, ABC-Paramount

Laurie Digs Deep To Get Airplay

• *Continued from page 53*

on the label that counts. Our testing system helps us prove we've got something that counts."

Major labels have been regaining chart status lately, Mathews said, and the feeling is that smaller companies are being hurt. "But they aren't being wiped out any more than distributors were wiped out by rack jobbers. The reason is that small labels have lower overhead—the percentage of success is that much better. Small labels have to specialize and stick to the hits.

"Artists with hit records tend to have follow-up records. Radio stations stick with these successful artists, so if you're off a hit record, the general thing is that the next record by the artist will automatically make radio station playlists."

He said he felt a small label could exist on two big hits a year, plus a couple of records that sold fairly well. By follow-

Parley Names WSB's Ellis

CHICAGO — Elmo Ellis, vice-president and general manager of WSB, Atlanta, has been elected chairman of the NBC radio network affiliates executive committee. Also elected at the convention here Oct. 22 were: vice-chairman Robert J. Rich, vice-president and general manager of WDSM, Duluth; secretary-treasurer Rex Preis, vice-president and gen-

(Continued on page 58)

ing this up with an album release per hit song, then collecting them at the end of the year with a "Greatest Hits" album, a small label can manage to make an excellent profit, he said. Some of the artists who have produced hits for Laurie include Dion, the Chiffons, Gerry & the Pacemakers, and Gary (U. S.) Bonds.

James Scouts Talent With Long Pull View

HOLLYWOOD — "I'm not after people with immediate commercial potential, but those who can pay off in time. I'm looking for artists who can create trends. That's why I haven't signed anybody yet." For Columbia Records' new talent scout Billy James, finding this kind of act is the label's challenge.

Since switching over from publicity into a&r work two months ago, James has been scouting the nightclub circuit in Los Angeles for new talent. James believes his sojourns have been beneficial in that they are making people aware of Columbia's concern for being on top of the contemporary scene.

Although Columbia signed a rock group, the Rising Sons, before James became the Coast talent co-ordinator, he points out this is the kind of group the label is looking for. And by having a scout peeking around, it should be easier to uncover them. Despite the company's size, it

has the flexibility to take a Bob Dylan and Jerry Vale and stick with them from a point in their careers when they were completely unknown and help get them where they want to be, James said. Columbia's concept is to "think in long-range terms about the record industry or the art of recording in 10 years."

When James hears about an act he reports this information back to the company's Hollywood a&r staff. After the label has signed an act, like the Byrds, he communicates internally to a&r and salespeople so they may be abreast of new talent on the roster.

James feels "too much proselytizing goes on in the record industry over what turns out to be ephemeral properties." Instead, he says feed people information about an artist—who they are, where they're playing, what the new record is about — rather than tell them how much you like the act. Forget the hype, the ex-press agent says. Talent will win out.

Richmond, Desmond Join On Production of Albums

NEW YORK—Johnny Desmond and music publisher Howie Richmond are collaborating on the production of LP's which will be made available for release to a major label in the near future.

Desmond, currently appearing in the Broadway musical "Funny Girl," has set up a "workshop" in Richmond's office where he's experimenting with various types of songs in order to fit them to his own musical styling. This method, in effect, is a throwback to the period when Desmond tailored various songs to his style which resulted in such songs as "Symphony" and "C'est Si Bon," "The High and the Mighty," "Yellow Rose of Texas" and "Play Me Hearts and Flowers" and "The Miss America Song." The last two songs were introduced on

separate segments of the Philco Playhouse.

During the 1950's he also was able to try out songs for recording when he was a six-year regular on "The Breakfast Club" radio show. The results were such clicks as "Woman" and "The Picnic Song."

Since that time, Desmond feels that he has not been devoting the proper attention to picking the right songs for recording due to his busy schedule in nightclubs. Now with his stint in "Funny Girl" keeping him in New York, he's able to devote more time to the preparation of his material for records.

The album will consist of both rhythm tunes and ballads of standard status as well as several foreign hits that have been overlooked in this country and from material of such composers as Antonio Carlos Jobim and Charles Aznavour.

Signings

Canadian - born comedienne Libby Morris has been signed by RCA Victor. Her first album, "Ad-Libby," is scheduled for February release. . . . Musicor has signed the Hunter Twins, 19-year-olds from Long Island.

Eddie Adams returns to the recording field with an album on Columbia Records titled "Showtime on Broadway." . . . Maurice Bowers, rhythm and blues singer, to Hi Records. . . . TMS Productions signed San Diegoans Judy Yates and the Magnificent 7's. . . . Bob Linkletter, 21-year-old son of TV star Art Linkletter, signed with Chattahoochee Records. His debut disk is "The Out Crowd." . . . Steff, Swiss vocalist - songwriter, has been signed by Epic Records. He has already recorded in France and Germany.

The Rising Sons, five-man blues-rock vocal group to Columbia's Hollywood roster. Terry Melcher will do their dates. . . . Louis Prima and his Prima-Groove label to Hanna-Barbera for distribution.

Sonny & Cher Set For 1-Nighters

NEW YORK—Sonny & Cher, Atco artists, will take off on a two-week, one-nighter tour of the U. S. on Nov. 12. Also on the bill will be Len Barry, who's clicking on Decca with "1-2-3."

The tour will cover 16 cities in the Midwest, East and South. William Morris Agency set the tour.

This is the first national tour to be played by Sonny & Cher since they broke through with "I Got You Babe," "Laugh at Me" and "Baby You're Mine," and the LP "Look at Us."

Goulet's Campus Date to Be Taped

NEW YORK—Robert Goulet's first tour of the college circuit is drawing such a favorable response that Columbia Records has scheduled an "in-person" album to be recorded at one of Goulet's engagements this week.

Goulet's tour is being sponsored by American Theatre Productions and includes appearances on 18 college campuses throughout the country. Goulet is being backed by Ralph Marterie's orchestra.

The tour will wind up on Nov. 20 at Kent State University, Kent, Ohio.

Certificate Awards To Ray Martin

NEW YORK—Ray Martin, composer - arranger - conductor who was formerly a&r director for Columbia Records in England, received certificate awards for his musical contribution to the two industrial films which won second and third place at the recent 5th International Film and TV Festival.

Martin composed, arranged and conducted the scores for "Focus on a Century of Communications" given the Silver Medal Award for second place, and "Time to Live," winner of the Bronze medal for third place. "Focus," was made for P. H. Glatfelter, manufacturers of paper products, and "Live" was made for the American Petroleum Institute.



CATERINA VALENTE is greeted at Kennedy Airport by Herb Goldfarb, London Records' national sales manager. The singer is appearing in New York at the Americana's Royal Box until Nov. 20.

PEOPLE AND PLACES

Lainie Kazan due back in New York after taping the "Danny Kaye Show," which will be aired Nov. 24. The new MGM Records artist will be previewing her debut LP on five appearances on Merv Griffin's TV show prior to its January release. . . . Barry Mann and Cynthia Weill, who wrote "Magic Town" for Jody Miller, now working on a song for the Righteous Brothers. . . . Garry Sherman's Epic disk, "Spacewalk," out in time for the arranger-conductor to celebrate from minor surgery. . . . Bobby Goldsboro will do a cross-country college tour in January. . . . Brook Benton, RCA Victor artist, left last week for Germany, Italy and France on a tour of U. S. Army bases which will wind up Nov. 21. . . . Ron Rewssler, general sales manager of Roulette Records, back in New York from Hollywood where he introduced Sandy Mann whose debut disk on the label is "Bright Lights and Big City." . . . Howard Cook, who has been with the publicity offices of Colpix Records and Don Costa Productions, has opened his own public relations firm.

The Dave Clark Five due in New York on Nov. 11 to begin another tour of the U. S. . . . Jonah Jones' Quartet into the Rainbow Grill on Nov. 15. . . . Singer Vic Roma is the Monday-through-Wednesday attraction at the VIP-Madison Room. . . . Songstress Nancy Gold set for a date at the Monte Carlo Hotel, Miami Beach, next month. . . . Chuck Berry will make his New York concert debut Nov. 24 at the Village Theater. . . . The Toys, clicking with the DynoVoice single, "A Lover's Concerto," will appear in Paramount's film "The Girl in Daddy's Bikini." . . . The Super Jets, five young musicians from Brooklyn, placed first in the instrumental group competition sponsored by the Bay Ridge Music Center. . . . Jack Fine, back in New York from a New England tour promoting the Coswill's "All I Really Wanna Be Is Me" on Joda. . . . Earl Hines Trio into the Village Vanguard for a week beginning Nov. 9. . . . Susan Kitteridge named administrative assistant for Tower Sound Studios.

The Kim Sisters begin a two-weeker at the Cork Club, Houston, on Nov. 18. . . . Marna Musicant has opened a publicity office. . . . The Beach Boys, Capitol Records artists, set for their first Oriental tour starting Jan. 5 for 17 days. . . . Matt Monro, English singer on the Liberty label, back in the U. S. for nightclub appearances. . . . Don Gibson scheduled for a repeat on Jimmy Dean's TV show on Nov. 26. . . . Carmen MacRae currently at the Village Gate. . . . The title song from the Robert Goulet album "This Christmas I Spend With You" on Columbia was selected by the National Tuberculosis Assn. as the Christmas theme song for its 1965 Christmas Seal campaign. MIKE GROSS

NOT JUST ARTIST

Organist Jimmy Smith: Communications Specialist

CHICAGO—"Today's musician cannot be an artist alone. He must have versatility and the desire to communicate if he wants to survive." That's the opinion of Jimmy Smith, who recently appeared at the Plugged Nickel here.

Smith, a jazz artist on the Verve label, does more than survive. Mike Pierpoli, co-owner of the Wells Street jazz house that has a steady booking of top talent, said that Smith consistently outdraws everyone except Miles Davis.

Versatility is the key to Smith's success. "My next release is going to be an album of nursery rhymes," he said. "I'm dedicating it to my three children."

No one would be very much surprised if Smith went from nursery rhymes to opera. He has played blues, pop, and movie themes, as well as mainstream jazz. He originally worked with a trio, then made his top hits with a big band, and is currently back with a trio. He said he enjoys working all kinds of arrangements. "They all have value, they are all interesting to me, and the variety keeps me from limiting my audience too much."

In the club, as on his records, Smith varies the tempo and style of his music, always keeping the listener expectant, attentive, and never distracted. He mixed his numbers well, combining new hits with old. Once, near the end of a performance, when Smith hit the first rousing chords of "A Walk on the Wild Side," the audience responded with happy smiles. He stepped up the tempo. There was no doubt that he was communicating.

He is planning to leave for an extended tour of Western Europe. PAUL ZAKARAS

Margie Singleton

NASHVILLE—Margie Singleton, United Artists recording star, has signed an exclusive writer's contract with Unart Music Co. of New York an affiliate of United Artists Records.

Miss Singleton also signed with Key Talent Agency of Nashville for exclusive bookings.

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TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/13/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	RESCUE ME Fontella Bass, Checker 1120 (Chevis, BMI)	8	21	21	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	13
2	2	AIN'T THAT PECULIAR Marvin Gaye, Tamla 54122 (Jobete, BMI)	6	22	19	YOU CAN'T TAKE IT AWAY Fred Hughes, Vee Jay 703 (Customa, BMI)	10
3	7	MY GIRL HAS GONE Miracles, Tamla 54123 (Jobete, BMI)	5	23	27	I MISS YOU SO Little Anthony & the Imperials, DCP 1149 (Leeds, ASCAP)	2
4	5	TAKE ME IN YOUR ARMS Kim Weston, Gordy 7046 (Jobete, BMI)	6	24	24	THESE HANDS (Small But Mighty) Bobby Bland, Duke 385 (Don, BMI)	9
5	17	MY BABY Temptations, Gordy 7047 (Jobete, BMI)	3	25	22	I DIG YOU BABY Lorraine Ellison, Mercury 72472 (Merpine, BMI)	5
6	20	A LOVER'S CONCERTO Toys, DynaVoice 209 (Saturday, BMI)	4	26	29	SHE'S WITH HER OTHER LOVE Leon Hayward, Imperial 66123 (Rose, BMI)	3
7	10	THINK Jimmy McCracklin, Imperial 66129 (Metric, BMI)	5	27	30	NEVER HAD IT SO GOOD Ronnie Milsap, Scepter 12109 (Flomar, BMI)	3
8	9	CLEO'S BACK Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	8	28	31	SEESAW Don Covay, Atlantic 2301 (East-Cotillion, BMI)	2
9	8	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	11	29	32	LOVE (Makes Me Do Foolish Things) Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	4
10	15	MAKE ME YOUR BABY Barbara Lewis, Atlantic 2300 (Screen Gems-Columbia, BMI)	4	30	35	MISTY Vibrations, Okeh 7230 (Vernon, ASCAP)	3
11	11	DON'T HAVE TO SHOP AROUND Mad Lads, Volt 127 (Makmillon, BMI)	5	31	37	DON'T LOOK BACK Temptations, Gordy 7047 (Jobete, BMI)	2
12	13	I'M SO THANKFUL Ikettes, Modern 1011 (Jobete, BMI)	7	32	16	THE "IN" CROWD Ramsey Lewis Trio, Cadet 5506 (American, BMI)	13
13	3	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tree, BMI)	12	33	—	I GOT YOU (I Feel Good) James Brown, King 6015 (Lois-Try Me, BMI)	1
14	14	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	13	34	39	I BELIEVE I'LL LOVE ON Jackie Wilson, Brunswick 55283 (BRC & Ramitary, BMI)	2
15	4	LET'S MOVE & GROOVE (Together) Johnny Nash, Joda 102 (And, BMI)	8	35	23	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	16
16	18	1-2-3 Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	8	36	—	C. C. RIDER Bobby Powell, Whit 714 (Su Ma, BMI)	1
17	6	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	8	37	—	HOLE IN THE WALL Packers, Pure Soul 1107 (Pure Soul, BMI)	1
18	25	SHOTGUN WEDDING Roy "C," Black Hawk 12101 (Flying Hawk, Cliff-Tone, BMI)	3	38	40	YOU'VE BEEN IN LOVE TOO LONG Martha & Vandellas, Gordy 7045 (Jobete, BMI)	9
19	38	I HEAR A SYMPHONY Supremes, Motown 1083 (Jobete, BMI)	2	39	53	LET IT ALL OUT O'Jays, Imperial 66131 (Blackwood, BMI)	7
20	12	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	21	40	—	LOOKING WITH MY EYES Dionne Warwick, Scepter 12111 (Blue Seas-Jac, BMI)	1

NEW ACTION R&B SINGLES

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

THE DUCK . . .
Jackie Lee, Mirwood 5502

FOLLOW YOUR HEART . . .
Manhattans, Carnival 512

GET OFF OF MY CLOUD . . .
Rolling Stones, London 9792

I DON'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME . . .
Little Richard, Vee Jay 698

I KNOW IT'S ALL RIGHT . . .
Sam Hawkins, Blue Cat 121

WYRE Keeps in Touch by Phone

Continued from page 56

able listeners to "physically touch" the station, receives from 150 to 250 phone calls a day via tie lines connecting the city with Washington and Baltimore. Listeners dial direct, avoiding long-distance expenses. The program is scheduled at 4 p.m., in order to reach teen-agers after school.

The daytimer station also appeals to the boating crowd, a big factor in the bay area, broadcasting marine weather reports and the tide timetable. But general news is kept to a minimum — only headlines — and the station boasts that listeners are never more than two minutes away from music, said production manager Gary L. Portmess.

WSB's Ellis

Continued from page 56

eral manager of WOAI, San Antonio.

Elected to the committee were Harold Grams of KSD, St. Louis; Reggie Martin of WSPD, Toledo; Herbert L. Kreuger of WTAG, Worcester, Mass.

During the convention, Robert E. Kintner, president of NBC, lauded several affiliate executives for their efforts, including Harold Hough of WBAP, Ft. Worth; Paul (Fritz) Morency of WTIC, Hartford; Stan S. Hubbard of KSTP, St. Paul; Lyell Bremser of KFAB, Omaha; Elmo Ellis of WSB, Atlanta; A. Louis Reed of WDSU, New Orleans.

Eagle Fest

Continued from page 20

Swiss, French, German and Belgium TV, although RAI-TV in Italy allowed it only to be transmitted by radio. Most of Northern Italy, however, was able to view the event via TV Ticino on the Italo-Swiss border.

Rita Pavone was heard in selections from her repertory out of competition while the jury was reaching its decision. The other 13 singers included Michele Accidenti, Ariston, who won in 1964. Other competitors were Mario Abbate and Nunzio Gallo, Vis-Radio; Roberta Maz-

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE IN CROWD, Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S) .14	14
2	2	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)13	13
3	3	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8628 (M); V6-8628 (S) 9	9
4	7	IN THE MIDNIGHT HOUR, Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)3	3
5	9	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)10	10
6	5	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)20	20
7	4	OTIS BLUE/OTIS REDDING SINGS SOUL, Volt LP 412 (M); SD 412 (S) . 7	7
8	6	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)10	10
9	10	BEST OF RAMSEY LEWIS TRIO, Cadet CLP 755 (M); CLPS 755 (S) . 2	2
10	8	PASTEL BLUES, Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (S)5	5

NEW ACTION R&B LP'S

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

MAJOR'S GREATEST HITS . . .
Major Lance, Okeh OKM 12110 (M); OKS 14110 (S)

SHOUT! . . .
Vibrations, Okeh OKM 12111 (M); OKS 14111 (S)

Maxin on Today's Record Scene

Continued from page 3

Maxin is also keen on the country scene, and recently his representative in Nashville signed Ed Bruce for writing chores.

Full Circle

"The publishing business," Maxin continued, "has come full circle. It is again, as it was years ago, the creative segment of the music business. A publisher is no longer just a guy who hands a vocalist a piece of material and cops a plea. We make the demo and plan and customize an item for a specific artist. We also work directly with the writer.

"Thus it is that the copy-

right—and how it should be done—is the thing of most importance today."

Maxin called for an end to imitation and an emphasis on creativity. He describes imitation as one of the weaknesses and evils of the industry.

"It is necessary," he added, "to aim for the truth in today's music scene. Every writer, for instance, should write in the idiom which is most natural to him, be it rhythm or blues, or country or any other type of repertoire. This is better than imitating someone else, and in the long run will result in a better, more honest product."

Maxin added, "The nation is big enough to provide an adequate market place for all types of writers and songs. Today there are plenty of publishers, writers and record manufacturers who are promoting honest, truthful product, and they have found that the public accepts such a product."

Less Inhibited

Maxin stated that freedom and creativity reflected the fact that the new generation is less inhibited than were older generations. He posed the question: "Could Bob Dylan have happened 10 years ago?"

"Music," Maxin summed up, "today has vast sociological impact, and publishers, record men and writers must keep this fact in mind in order to keep pace with this industry."

Maxin was named executive vice-president and general manager of the Big 3 April 15 after seven years as president of MGM Records. Prior to this he was director of a&r for Epic, and in earlier years was associated with RCA Victor as disk salesman. He started in the music business as a musician. At 45, he is one of the youngest top executives of a major publishing firm. His accession to the Big 3 post has resulted in much chart activity for the various catalogs in the firm and the negotiation of a number of major writer pacts. The step-up has occurred in all fields, including film music, Broadway material and, of course, the aforementioned c&w, r&b and folk activity.



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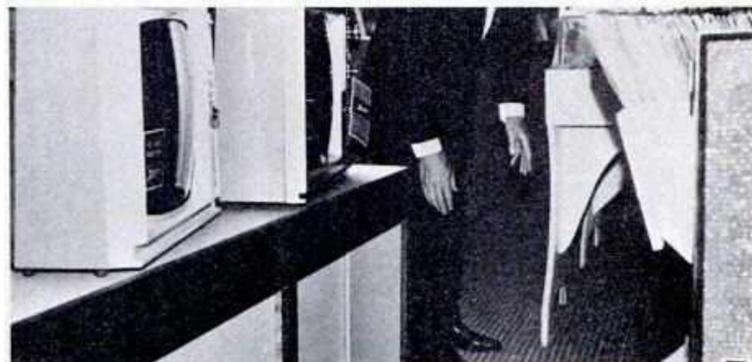
COMMON SHOPLIFTING TECHNIQUE is demonstrated by San Francisco detective Jim Coventry at the Gramophone Shop. While pretending to make a decision between two albums, he has slipped one disc from its cover.



COVERTLY GLANCING about the store to see if he is being watched, Coventry slips coverless disc inside the other album cover. Result: two records in one package.



OOPS! The over-stuffed album now slips from Coventry's grasp and falls to the floor.



RETURNING THE EMPTY ALBUM JACKET to the browser box, Coventry then stoops to retrieve the dropped merchandise.



AT CASHIER'S CAGE, Coventry pays for one album while carefully holding on to his two-for-the-price-of-one prize. To prevent clerk from detecting theft by noticing extra weight of the package, Coventry uses a dodge like "Keep the bag" or "Just give me the bag. You don't have to bother." The shoplifting system illustrated, Coventry says, is just one of many used by the slicksters to drain away dealer profits. (At right in above photo is Dean Stamatopoulos, owner of the three-store Gramophone Shop chain in San Francisco.)

November 13, 1965, **BILLBOARD**

Grundig to Manufacture Tape Recorders in Poland

By **OMER ANDERSON**

NUREMBERG, W. Germany—Grundig, which claims to be the world's largest producer of tape recorders, will soon open production facilities for its full line of recorders in Communist Poland.

The recently signed agreement with the Eastern European country is expected to open up Iron Curtain markets for recorders and "cassetts" (pronounced kuh-SETTS—the standard European term for tape recorder cartridges).

Grundig is especially interested in producing its new C-100 cassette recorder which could have mass-market possibilities. The C-100 is small, runs on either batteries or wire current and sells for about \$70 in West Germany.

Mass Sales

The cassetts to be used for Grundig recorders have recently been standardized, and the company hopes the C-100 will be the machine that facilitates mass sales. Grundig believes that its cassette size will soon become a standard throughout Europe, a

standardization that would simplify marketing problems on the Continent.

Grundig executives are confident that their new cassette recorder will create vast markets for Western music in the Communist countries. Theoretically, the Communist countries can produce their own cassetts for the recorders, and they will do so to some extent. But Grundig believes that Western music will capture the greater part of the Communist market because of sheer demand by the consumers.

"As our deal with the Poles establishes," said one Grundig executive, "the customer now carries more weight in Communist society than ever before. The new trend is to give people what they want in goods and services. This applies to electronic products and also to music."

Grundig is entering Poland in partnership with Krupp, which will construct the production facilities. Poland will provide the land, most of the construction materials, the labor and will also handle product distribution in East European markets.



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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, 165 West Randolph, Chicago 1, Ill.

Craig



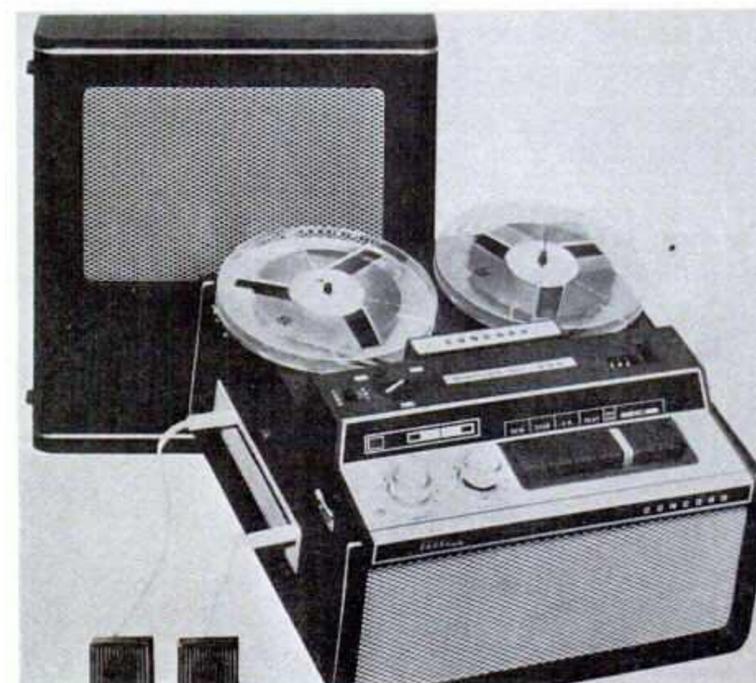
SOLID-STATE VISTA tape recorder by Craig Panorama. Two-speed, "T" function controls for play, record and fast forward, automatic level control. Frequency response 150 to 7,000 CPS at 3 3/4 speed, 200 ohm remote-control microphone, operates on six "C" batteries. Price \$39.95, includes earphone and accessory pouch.

Concord Electronics



MODEL 320 SOLID-STATE dual power tape recorder. Operates on alternating current or six "D" batteries. Remote-control microphone permits start/stop operation from distance. Two speeds, VU meter, battery condition indicator, automatic threading. Six hours recording time with five-inch reel. Under \$130. Optional voice-operated microphone \$29.95.

Concord Electronics



TRANSISTORIZED push-button stereo tape recorder by Concord Electronics. Three speeds, stereo separation with extension speaker in lid. Digital tape counter, two microphones, automatic pressure roller disengagement, 10-watt stereo amplifier. Under \$200.

November 13, 1965, BILLBOARD

Copyrighted material

BULK VENDING news

15-30% Commn. Rates Acceptable in Milw'kee

By BENN OLLMAN

MILWAUKEE — Bulk vending prospects have been showing some signs of brightening here in the past year, according to Beer City operators. More people are involved in the business than a year ago. A big percentage of those in the field, however, are newcomers, testing it out on a sideline level. Ball gum, capsules and cashew nuts are the basic items vended.

Commissions present no great problem, reports indicate. Operators queried insist that the going rates here run between 15 to 30 per cent. An occasional arrangement in a volume spot will find the operator paying a flat per-machine rate instead of a percentage. While 50-50 splits are not unheard of here, they are considered far above average.

Bob Peschek, Northern Vending, one of the area's more aggressive operators, claims "moderate" expansion in the year he has been a spare-time bulk vender. Most of his equipment vends cashew nuts in filling stations. He services several food stores, but finds them "more demanding" than most of his other locations.

Up From Chicago

Chain store locations, Peschek says, are difficult to obtain. "They either own their own machines, or are serviced by some big bulk vending firms that come up here from Chicago."

Independent operators, he adds, find it virtually impossible to crack the big chains.

"Our best bet is the independently owned and operated small business. Even the big shopping centers and locally owned chain food stores are out of bounds for us."

Motorcycle shops present good potential for the bulk vender, according to another newcomer, Robert Berghoefer. The rapidly spreading popularity of motorized bikes has created a new type of teen and young adult gathering place. The traffic moves fast in these spots.

Realistic?

Most of Berghoefer's fledgling route consists of cashew venders, on a 15 per cent commission set-up.

Is 15 per cent a realistic rate?

"It is for the operator," Berghoefer contends. "Commissions can't go much higher than 15 per cent and still make it worth-

while for the operator. Not with the cost of cashews, equipment and gasoline to drive around to service stops."

Al Schmeling, who also operates a small string of bulk venders on a part-time basis, reports he is "quite pleased" with current conditions. He hopes some day to be able to expand into a full-time operation.

The going commission rate for Schmeling's locations is "between 15 to 30 per cent," depending upon competition.

The best way, Schmeling has learned, to overcome high commission payout is through grouping equipment to take advantage of traffic flow. Almost all of his spots use either two or three machines in tandem.

"It doesn't pay to take on a location that uses only a single machine," he claims.



CAL FRADKIN (right), owner of Calvin Sales, Baltimore bulk vending distributorship, shows the latest in Oak venders to Gilbert Bailey, immediate past president of the Music Operators of Virginia at exhibit booth during the association's recent convention in Roanoke, Va. Bailey, of Gloucester, Va., operates an extensive bulk vending route in addition to music and games.

Veteran Distributor Declares: 'Commissions Not All-Important'

By EARL PAIGE

KANSAS CITY, Mo.—Speaking not only from the standpoint of long experience in bulk vending but on the basis of what the many bulk operators he supplies relate to him, Bernard Bitterman of Bitterman & Sons Distributors here feels that commissions are really secondary in importance.

"Dollar volume is what the location should be interested in," said Bitterman, "and it's the only thing that matters to the operator. A higher gross income and the value of the merchandise," Bitterman pointed out, "this is what counts."

"What point is there to sky-high commissions if the machines don't gross the operator the maximum amount of money for the time and merchandise he's putting out?" Bitterman asked. The veteran distributor said that while it was difficult to point out specific commission figures he felt that a structure somewhere between 25 and 30 per cent was realistic.

Kids Are Smart

"If you pay higher commissions then you're going to have to go for lower-priced merchan-

dise," Bitterman said, "and where quality is concerned, kids are smarter than adults. In addition to this," Bitterman went on, "my operators in this part of the country have considerably more operating expenses. A lot of the routes in the States where we service operators are strung out through very sparsely settled regions," Bitterman said. "Sometimes an operator will drive 500 miles to his farthest spot. It just isn't in the books to put out this kind of money to operate and use quality merchandise and still pay ridiculous commissions."

Bitterman, in suggesting an approach to the question of commissions, feels that the operator must impress upon the

location the importance of gaining a higher gross from the machines. "In the long run, this is far more important to both the location and the operator than commissions," Bitterman explained.

New Knight Plant Nears Completion

FREEPORT, N. Y.—A new 4,000-square-foot plant under construction by Knight Toy & Novelty, Inc., is scheduled for completion about Thanksgiving, according to company president Bill Falk.

The new facility, adjacent to present company headquarters at 57 Hanse Avenue, here, will be equipped with the latest in fully automatic skin-pak and blister-pak packaging machinery, Falk said.

The third factory the firm has constructed, the latest will feature an attractive showroom area.

When work is completed on the building, Falk said, Knight will throw a grand opening party.



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N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum.	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

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Pistachio Nuts, Jumbo Queen, White	.82
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jolly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bio Gum, 72 ct.	.32
Mall-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
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Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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LOOKING FOR LOCATIONS?

Don't Ignore That Corner Store

By ROY WIRTZFELD

MINNEAPOLIS—Don't overlook the small, sometimes dingy corner grocery in your list of ideal locations, a successful operator here declares.

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(212) PResident 2-2909

"Some of these can be little gems for candy and novelties," according to Ignatius (Bob) Murphy, of suburban Wayzata, who numbers many such stores among locations of his approximately 1,000 machines scattered throughout the Twin Cities and suburbs, under the name Acorn Vending Co.

"Some of those shabby places can be terrific, if the machines are spotted close to the front door and if there are plenty of kids running in and out," he says.

"There are some half-million-dollar supermarkets I wouldn't give a dime for as a location. Kids don't browse in those giant, gleaming emporiums, but they sure make tracks in and out of some choice little corner groceries I know."

Murphy handles novelties, candy and nuts in penny, nickel and dime machines. He is switching as fast as possible to four-machine stands. During the past three months he's put out close to a hundred of the multiple units and has plans for many more.

Asked to state his conception of the ideal location, Murphy said, "Unfortunately, it would be in a rich neighborhood and out on the sidewalk, where the machine would be stolen. Store supervisors forget them outside and they get rained on and ruined or are left overnight to be stolen.

"So, that's hardly an ideal spot, after all. Ideally, the machines should be aimed at kid traffic and a number of locations offer this.

"Displays, of course, are all important. My wife and I make our own and they're tops. If you don't display well and wisely, the best location isn't going to do you much good. And you've got to back up your good displays with good merchandise. You can only gyp a kid once and he'll never be back and neither will any of his friends.

"That's about it on good locations, but I can sure tell you where not to put machines. The worst possible places in my experience are banks, clothing stores, appliance and furniture stores, barbershops and bowling alleys. Another bad spot is school teachers' lounges, where I've had some units.

"Laundromats could be good spots, but unfortunately the vandals and thieves will hit you pretty hard in these 24-hours-a-day spots that are unattended.

"Another thing to remember about locations is that you can't let the proprietor run away with everything, either. If he gets too demanding or doesn't treat me right, I yank out all my machines and tell some friendly competitor to go in if he wants to. One drugstore where I had four machines decided one day to move them from the front area to a back wall where they were practically hidden from the kids. When I saw this and saw he wasn't about to move them back, I ordered them out. They've got to be readily visible if you want business."

Murphy began his vending career just three years ago, when he was 54. He had done well in a building contracting business after the war, had retired from it and some other activities, and sought a new interest. He began with 167 machines for which he paid cash. Ever since he has plowed all vending income, plus additional funds, back into the business and believes he can handle up to 1,500 machines himself without extra help. At that point

he would stop expanding.

Right now he's working under a "crash program" and pays one man to set up locations. "He's getting five and more top spots in a week," he says. Meanwhile, Murphy does all servicing himself.

"We've discovered one working rule and that is that you should never be afraid of putting a four-machine unit into a location that might already have just a single machine of some other operator. The place, if it's anything at all, has a potential of at least that many units and the guy with the single machine is missing the boat."

Murphy did very well for a couple of years with hobby card vending, and sold over half a million Beatle cards during the first season that the ensemble's popularity started to boom.

"I took a risk that nobody else would in this area. I began with 100,000 Beatle cards and reordered over and over. I could have sold a million, but the card companies would not supply the cards fast enough. I did as high as \$50 a week on one card machine.

"In July of this year I placed a large order for cards of the Minnesota Twins when it looked like they were headed for the American League championship. Two months later I was advised these could not be supplied. By now, I've had it with these cards and am getting rid of the card machines I have."

Thefts from vending machines are becoming an increasing problem, Murphy says, since the key to one machine fits them all. "I think the manufacturers ought to start giving individual keys to some of the bigger operators, at least, to help prevent this sort of thing."

The use of slugs and other devices is also rising, he feels. "Now we're running into 'play' plastic coins that children can buy in department stores and these are replicas of pennies, dimes and nickels. Such 'play' money ought to be outlawed."

Mrs. Fred Loewus Rites in New York

NEW YORK—Funeral services were held here recently for Mrs. Jean Loewus, wife of Fred Loewus, Karl Guggenheim, Inc., vice-president.

Mrs. Loewus died Oct. 13 following two months in the hospital.

She is also survived by a son, 16, and a daughter, 13. The family home is in East Meadow, Long Island.

Law Student Sees Future in Vending



LAW STUDENT ALLEN AUTRY and wife of Winston-Salem, N.C.

MAGGIE VALLEY, N. C.—Allen Autry is a senior in the Wake Forest Law School, but he is also one of the three newest members of the Southeastern Bulk Vendors Association.

Why is he in bulk vending?

"It's an investment," said Autry, who attended the fall meeting of the association with his wife, who keeps books for his operation.

"I wanted something as an investment that had a good future," he said. "I think you can progress as rapidly in this field as your knowledge and ambition will let you."

Autry has "under 500 machines" at present, but "definite plans for expansion as we can handle it." The machines are being worked by a man who handles them on a percentage.

He has been in bulk vending for about 18 months. He started with 10 machines.

Selling

"It wasn't easy to get them in good locations," said Autry, who has demonstrated his sales ability with \$1 million in life insurance sales while going to law school.

"Oh, you can put them out most anywhere, but to get good locations requires selling," he said.

He finds that selling a young businessman a life insurance policy often leads to placement of a machine at the same location.

Keeping books is not the sole job of Dee Autry. Her full-time occupation is that of teaching history, and she has never had a bookkeeping course.

"But she's behind the operation," said Autry.

Another of the newest members of SEBVA came into the business a little more predictably. Wilton Jamieson's late father,

DeWitt Jamieson, was a music machine operator for many years.

Got Tired

Wilton himself was in the business for about six years, but he quit completely and got into bulk vending.

"Music machines are seven days a week, 24 hours a day, I just got tired of it," he said, and his attractive wife Joyce nodded agreement.

He has been in bulk vending about five years and now has about 300 machines.

"I think it has a bright future," he said. "There are plenty of locations out there to be sold."

These two operators are typical of the dozen forward-looking vendors who have joined SEBVA this year, bringing membership near the 100 mark.

New Products

This form is designed for the convenience of bulk operators

PAUL A. PRICE

CLASS RING. Inspired by the traditional ring ritual that prevails in primary and secondary schools around the country. Calculated to make the kids feel "in." For dime capsule vending. BIG SHOT RING. Also a dime capsule item, with a variety of colored stones. Looks prestigious. (Both these items were shown by Paul A. Price Co. in conjunction with the Miami meeting of the National Vendors Association board of directors.)

Insalata Offers State Group Aid

MIAMI—S. John Insalata, director of affiliated State associations, told the NAMA convention that the newly created department of State Councils, which he heads, is prepared to "help your State groups better serve the vending industry."

"The immediate functions of this department," Insalata said, "are old functions because we have been working with State groups from the date of creation of NAMA. However, the new State Councils Department will serve as your contact for any new areas of State action as they are reflected by your needs and the problems of the industry. The department exists to work for continued co-operation and communications between our national and State groups."

COMMISSIONS (CONTINUED)

CHICAGO—After a two-week interruption for reports on the Miami meeting of the National Vendors Association board of directors and the annual convention of the Southeastern Bulk Vendors Association at Maggie Valley, N. C., we continue our national survey of current commission patterns in major bulk vending markets. From Milwaukee, veteran Billboard correspondent Benn Ollman reports a 15 to 30 per cent commission spread and explains why. Missouri correspondent Earl Paige interviewed veteran Kansas City, Mo., distributor Bernard Bitterman and was told "25 to 30 per cent is realistic."



INTENT MEMBERS of the National Vendors Association board of directors at recent meeting at the Carillon Hotel in Miami Beach, Fla. In foreground of photo are (receding) Moe Mandell, Northwestern Sales and Service, New York City; George Eppy, Eppy Charms, Inc.; Lynbrook, N. Y.; Roger Folz, Folz Vending, Oceanside, N. Y. and Carmen DiAngelo, Cramer Gum Company, Inc., East Boston, Mass.

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Christmas Programming: Does It Pay?

Traditional Fare in Frisco; But Leyser Has Top Idea

By GODFREY LEHMAN

SAN FRANCISCO — Bing Crosby and Guy Lombardo rate tops in holiday music popularity on Northern California juke boxes. From Thanksgiving on to after New Years, holiday music out 20 to 30 years ago is played more frequently than almost any other music, holiday or otherwise.

For Bing the selection is his perennial favorite, "White Christmas" which goes back to pre-World War II days. For Guy it is the New Year's selection, "Auld Lang Syne," of comparative vintage. Hardly a juke box is without these tunes, although the Lombardo record sometimes is not placed until Dec. 15 or 20.

A few exceptions are some rhythm and blues locations where according to Ben Murillo of the Murillo Music Co., Oakland, Crosby gives way to Lowell Fulson or other r&b artists singing "Lonesome Christmas."

Henry Leyser's Associated Music Co. of Oakland starts to distribute its holiday music on Dec. 1, and completes it by the 10th. ACA has found Crosby songs popular, but during the past couple of years this singer has been running into a little competition from such artists as Andy Williams, Nancy Wilson, Ramsey Lewis, Johnny Mathis, and the Harry Simeone Chorale, as well as Frank Sinatra, reports music librarian Lyn Dahl. Each location gets two or three records, with the title strip distinguished by a representation of old Santa.

Lombardo gets placed about the 20th, with a cocktail glass on his title strip.

Universal Music of Oakland programs Christmas music at Thanksgiving time, and finds nothing to rival "White Christmas." George O'Toole reports that each location receives an average of three disks.

As many as five records are placed by Murillo's crew, and

Mid-South Has Old-Fashioned Yuletide Likes

By ROY HAMILTON

MEMPHIS—The old songs are the best songs at Christmas time, so far as Memphis and Mid-South operators are concerned.

A poll of several operators in the area show that all are looking for another big season with the old favorites their customers have enjoyed for years.

Holding down the top spot, with no close seconds, is Bing Crosby's "White Christmas" on Decca.

Other standards they will be
(Continued on page 64)

sometimes a second "White Christmas" recording by another artist may vie with Bing's for popularity at the same location. Other perennials, Murillo reports, are Bing's "Silent Night," Bobby Helms' "Jingle Bell Rock," and the Harry Simeone Chorale's "Little Drummer Boy."

The Universal Music Co., San Francisco, according to Frank Fay, places many of the standards, but keeps an eye out for new issues. Frank likes an occasional four-song album of Christmas music, and when these are released he is likely to place them starting on Thanksgiving Day.

EDITORIAL

Yule Collections

Christmas music promotion is rare in the business. Reports from 11 key markets this week show that the typical operator dusts off his old copies of "White Christmas" and other evergreens shortly after Thanksgiving and puts them out for the benefit of those sentimental tavern patrons who'll play them and weep. The operator may also jump on a hot seasonal novelty number—if radio play stimulates requests early enough to permit programming before the season ends. Special promotion—of the type reported from San Francisco, Chicago, Memphis and New York—is said to be impractical for a host of reasons—all of them spelled out in this issue. It is obvious that with their objections, however, few operators were able to report having tried a Yuletide promotion in the past. The nagging fact is that music merchandising at the location level has had invariably favorable results in the coin box. We submit that careful programming and promotion of Christmas music this year will enlarge your slice of the holiday pie. You can bet your entertainment competitors will be shouldering in for their share.



CHRISTMAS PROGRAMMING, to many operators, is the simple matter of digging out Bing Crosby's "White Christmas." That Crosby classic, along with Bing's renditions of yule favorites "Adeste Fidelis," "Silent Night" and "Silver Bells," are sworn-by money-makers for operators during the holiday season.

N. Y. State Operators Disagree On Yule Juke Box Programming

By PAUL ZAKARAS

NEW YORK—While many operators throughout the State claim there is no profit in special Christmas programming, Frank Smythe, manager of the music and game department of Buffalo's Superior Vending Co., strikes a dissenting chord.

"I'm surprised to hear others don't find it profitable," said Smythe. "Our operation, which serves all types of areas, has always had good luck with holiday music. I program 10 to 20 Christmas records on all of our locations and get good play every year."

"The secret," Smythe told Billboard, "is to think about the location just like you do any other time of the year. Some of the old holiday classics are liked by everybody, but many others appeal only to a certain kind of clientele."

(Continued on page 67)

Study Shows Program'ing Perfunctory

CHICAGO—Billboard's analysis this week of holiday juke box programming indicates almost total trade agreement on important aspects of the subject.

Regarding product, most operators program two or three old standards such as "White Christmas," most frequently the Bing Crosby version. Also, most operators are alert for a couple new releases—novelty and reworked standards—that capture the public fancy through air play. Sometimes the tune will get air play soon enough in the season to permit the operator to make money with it. "The Chipmunk Song" on Liberty is a novelty tune operators alluded to frequently as a seasonal money-maker.

Regarding profits, operators reported making a little more money during the holiday season, but hesitated in giving Christmas music the credit. After all, the operator suggested most people throw more money around at Christmas.

Regarding promotion, it was pooh-poohed by many operators as a futile effort. "Let's face it," went the typical response, "the country is bathed in music around the holidays. Who wants to go into a location and buy more of it?"

Juke box players will buy Christmas music, urged a few operators, if what is offered is to their taste with the titles they want.

NEW QUARTERS IN CIRCULAT'N

WASHINGTON — The new non-silver quarters were put into circulation last week, about 230 million of them. The new cupronickel dimes, and 50-cent pieces which retain 40 per cent of their traditional 90 per cent silver, are expected to be in circulation early in 1966.

The White House announced that production of the new quarters will go into 60 million pieces weekly. Inventories of the new coins now outnumber traditional 90 per cent silver quarters 10 to 1, but silver quarters will continue in production, the White House says.

The new quarters, which are compatible with today's coin-operational devices, will be distributed through the Federal Reserve banks to commercial banks, and then to businesses and individuals. Silver and non-silver coins will continue in circulation together.

All U. S. silver coins now being produced are dated 1964. The new coins will be dated 1965 until all shortages disappear, the White House said.

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Granger Guest At Annual St. Joe Banquet

SOUTH BEND, Ind.—Guest of honor at the annual banquet of the Music Operators Society of St. Joseph Valley on Nov. 10 will be Fred Granger, executive vice-president of the Music Operators of America.

In announcing the invitation of Granger to the annual affair, entertainment committee chairman Al Evans said "We are sure our members will be interested once again in meeting and talking with Mr. Granger, a gentleman who has done a tremendous job with our national organization."

Granger attended the St. Joe Valley annual banquet last year and announced for the first time his "umbrella" concept for MOA.

The banquet will be held at the Sherry Ann, 1040 Western Avenue here. Cocktails will be served at 6:30 p.m. and dinner at 7:30.

St. Louis Likes 'Oldies'

By EARL PAIGE

ST. LOUIS—Although area operators mention a variety of classic Yuletide numbers in talking about their Christmas programming plans, one record in particular is almost always mentioned—Crosby's perennial holiday hit, "White Christmas."

"Bing Crosby's 'White Christmas' is one record we'll have on all our boxes," reported Jim Spears, who for the past 15 years has been handling the music at Vinson Amusement Co. in Chillicothe, Mo. "This, and 'Blue Christmas' by Ernest Tubb," Spears continued, "are popular on our routes. We use Tubb's record because country and western is so important in this area. We'll have the Tubb record on 50 per cent of our boxes," said Spears, who makes use of special Christmas-decorated title strips.

That it takes years for the development of a really classic Christmas recording is demonstrated by the popularity of the Crosby disk. This fact is apparent in the r&b field as well, where Alvin Nissenbaum, record programmer for Wonder Vending Corp. here, mentions two

oldies that are yearly musts for his many r&b locations.

"We have a couple of records that absolutely have to go on every box on our r&b routes," Nissenbaum reported, "Lowell Fulson's 'Lonesome Christmas,' and 'Merry Christmas Baby' by Charles Brown. Beyond these we leave it up to requests from our locations. But we have to have those two," he said.

Operators in this area generally put from two to four Christmas records on their boxes during the Yule season although individual locations may receive more if they request them. This is the pattern in southern Illinois where Eddie Crain of Ace Music in Belleville reports excellent results in recent years with Russ Morgan's version of "Blue Christmas."

"Bing's record is a big one with us, too," Crain said, "but we've had good luck with the Russ Morgan record and with 'Christmas Island' by the Andrews Sisters."

"On our kid spots," Crain said, "we use Brenda Lee and Bobby Helms, and maybe a novelty number or so. 'Jingle Bell Rock' has been a good number in our teen-age locations," the

veteran Illinois operator related. "But what I really wish we could have are some good, smooth Christmas records. Like this Russ Morgan number. We really could use them for our adult stops," he said.

Mid-South Has Old-Fashioned Yuletide Likes

Continued from page 63

bringing out of their libraries this Christmas include "Silent Night" by Crosby on Decca and "Jingle Bells" by Crosby with the Andrews Sisters, also on Decca.

The operators also mentioned several other records whose popularity has been increasing over the years—"Blue Christmas," Russ Morgan on Decca; "Winter Wonderland," Andrews Sisters, Decca; "Silver Bells," Bing Crosby-Carole Richards, Decca; "Blue Christmas," Elvis Presley, RCA Victor; "Lonesome Christmas," Lowell Fulson, Hollywood; "The Chipmunk Song," the Chipmunks, Liberty.

"Auld Lang Syne" on several different labels is another standby with operators in this area.

The operators usually put their Christmas records out about Dec. 1 and take them up in the middle of January. Most keep a library of Christmas disks and draw them out for use each Christmas.

"I guess I've had some of my Christmas records for 10 years," says Ray Underwood of Wallace Amusement Co. in Columbus, Miss.

Underwood operates machines in four counties—Lowndes, Monroe, Clay and Oktibbeha.

Drew Canale of Canale's National Tobacco Co. in Memphis, said the biggest disk by far is "White Christmas." Canale's company operates 150 machines in Memphis and Shelby County.

Like other operators, he's always looking for a new Christmas tune to add to his stock. "We sure need a new one this year," added Canale.

Many Memphis and Mid-South operators give special attention to the outside of their machines at Christmas as well as the inside, sprucing up the boxes with gay Christmas decorations.

Detroit Decked With Old Favorites

By HAL REVES

DETROIT — Detroiters are going to listen to the same Yuletide tunes this year—and even to the same juke box disks. There is a small fringe area for newcomers and new ideas, but the prevalent pattern will favor the long-familiar.

This is the picture that emerges from a survey of operators. Reactions to the prospects for stimulating business by special programming are rather hesitant here, though most operators admit the need to have a few seasons on. Sometimes it is just a matter of having something to keep the location owner happy, with no hope of real profits.

"Just the same old standards" is what operators want, says Ronnie Rogers, of Angott Distributing Co., a major operator, who also handles the record one-stop operated by this firm.

"Bing Crosby's 'White Christmas' and Bobbie Helms' 'Jingle Bell Rock' (Decca) have been good for years. Nat King Cole's 'The Christmas Song' (Capitol) is also good.

"Operators usually buy the same records every year. If an artist just happens to be hot at the time with a pop record, like Dean Martin, and he makes a Christmas number, it will prob-

ably sell—especially if he is a new artist.

"The western artist, Buck Owens, is to have a new one on Capitol that should be good. It's hard to tell what will be best—just about anything that goes at the time."

"We usually use the same pieces from one year to the next, like 'White Christmas,'" said Gordon Fruitman, of the sizable Trio Vending Co. "That's still tops as far as I'm concerned—with Bing Crosby (Decca) or Guy Lombardo (Decca)."

Mrs. Belle Fruitman, who handles the firm's record buying and programming, noted that they have about 20 versions of this favorite with Elvis Presley, Johnny Mathis and Bobbie Helms also among the leaders, as well as r&b and hillbilly versions. "We put them out on the respective type of stops. We give all of them the standards—depending on what they ask for.

"We fill whatever requests they ask for. I save the Christmas numbers because they always ask for these nostalgic pieces.

"But we haven't given it any thought yet for 1965. We start putting Christmas music out at Thanksgiving time. I don't have to worry ahead, as I already have standards stocked.

"We will go to the one-stop, find what novelty tunes they say are going to move, and go on from there."

Miss Pearl Reed, of Ray Music and Vending Co., concurs that "White Christmas" by Crosby (Decca) is always a standard, and we use it on all our spots. Others that find favor here are about all of the King Cole seasons, particularly 'The Little Boy That Santa Forgot' and 'The Christmas Song' (Capitol)."

A rather iconoclastic view was voiced by Joseph Ruggirello, of

Val's Music in Dearborn: "Christmas ballads and carols—that's what you have to put on.

"In the years I've been in business, I've learned that people usually hang around the same bar. Maybe they argue sometimes, but once a year they will throw in the towel and want a good time. Christmas is the one time they do it.

"But everybody is sick of hearing Bing Crosby. Very few people are interested in it, because it's seasonal music. All they get is Crosby and Perry Como. The younger generation doesn't go for these guys—they don't like their music.

"The don't go for church music and Christmas carols. They want the younger artists like Brenda Lee or organ music in jazz tempo for carols.

"Now there's a lot of money floating around at Christmas. But when they throw money in the box and I look at the meter—they're playing the pop tunes and not the traditional numbers. The 35-50-year-old group wants music like Ray Anthony, Count Basie and Glenn Miller—both instrumental and with a singer.

"If you stock up with \$50-\$60 worth of Christmas music on a

(Continued on page 67)

United Takes Show on Road



CHUCK MEYERS, United, Inc., sales manager check-lists Wurlitzer 3000 features for Robert Olsen (right) of Marinette, Wis.

MILWAUKEE—United, Inc., distributor of the Wurlitzer phonograph, took a truckload of the new 3000 models on tour to Green Bay, Wausau and Madison, Wis., following the product's introduction, and returned here with an empty van.

The machine was displayed to 50 operators in Green Bay, 35 operators in Wausau and 40 operators in Madison.

Heading the United caravan were President Harry Jacobs Jr., sales chief Charles (Chuck) Meyers and service manager Reid Whipple.

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NEW YORK—Tower Sound Recording Studios enables clients to "listen" to a crystal ball, giving them a sneak earful of the future. The device, a simple juke box, will be installed in the studio to give listeners an accurate idea of how their new disks will sound on location.

CMMA Tribute to Miller



GEORGE A. MILLER (standing, left), president emeritus of the California Music Merchants Association, receives plaque from Henry Leyser (right) at Los Angeles banquet. Leyser is current president of the organization and is also vice-president of the Music Operators Association of America. Seated at left is California State Assemblyman Alfred Song.



CONGRESSMAN GEORGE P. MILLER addresses CMMA gathering. Harry Snodgrass (with cigaret), former president of MOA, listens to praise of George A. Miller, who was honored at the meeting.



EDWARD SCHNEIDER, managing director of CMMA's southern division; Mrs. Eleanor Kirby (center), administrative assistant to Los Angeles Mayor Samuel Yorty, and guest Gretchen Schneider enjoy banquet proceedings.



LOS ANGELES DISTRICT ATTORNEY'S CHIEF DEPUTY George Stoner and wife Barbara (left), and operator Paul Vogel and wife Shirley attend annual CMMA dinner-dance.

Kansans Seek Christmas Hit

By BEVERLY BAUMER

HUTCHINSON, Kan. — All Kansas operators want for Christmas is some brand new holiday music that goes over red hot.

"In the past few years there have been no new holiday hits," said Harlan Wingrave, president of Emporia Music Service, Emporia, Kan. "All we can do is to program the old standard Christmas tunes, and there's not much money to that. It's largely just a service to the location. The public isn't concerned which ones we play unless there's a hit tune out. We put from three to five Christmas records on each machine and ask location owners if they have any special requests."

The most effective Christmas music has been the kind strong with holiday atmosphere, Wingrave said.

White Christmas

This year, as in the past, he'll schedule Bing Crosby's "White Christmas" on the Decca label; "Winter Wonderland" by the Andrews Sisters on Decca; "Silver Bells" by Margaret Whiting and Jimmy Wakely on Capitol; "Christmas Songs" by Frank Sinatra on Columbia, and Robert Rheims Carols by Mitchell Boychoir on the Merry Christmas label.

Music head Alfred Bishop of Hutchinson Vending Co., Hutchinson, Kan., hopes manufacturers come out with some new Christmas disks that have snap to them.

"We get most of our profit from young people and we need music with life to it," Bishop said. "There are only two Christmas tunes that have made money for us. These are Brenda Lee's

'Rock Around the Christmas Tree' on the Decca label, and another Decca, 'Jingle Bell Rock' by Bobby Helms."

Tears

Bishop will program both this year, in addition to "Merry Christmas Baby" by Charles Brown on the Hollywood label, and "Silver Bells" by the Fontane Sisters on RCA Victor, two tunes that he rates as "consistently good."

"Christmas records aren't very big with us," he said. "We don't make much money with them. We always take Bing Crosby's 'White Christmas' on Decca out every year, but we don't get much play any more. Every year we use 'The Chipmunk Song' by The Chipmunks on Liberty label at locations where parents bring their kids."

Bishop feels Christmas music depends largely on what is released. He adds one or two new tunes a year. Last year the only new release that proved profitable for him was "Christmas Tears" by the Four Seasons on Vee Jay label. He'll program that one again this year.

Sales, Earnings Up at Wurlitzer

CHICAGO — Wurlitzer Co. President R. C. Roling announced last week sales and earnings increases for the second quarter (July-Sept.) and the first six months of the current fiscal year.

Sales during the quarter were \$11,808,690 compared to \$9,215,626 a year ago, an increase of 28 per cent. Net for the period was \$487,830, or 54 cents per share on 906,119 shares of common stock. Earnings last year in the period were \$195,954, or 22 cents per share on 903,681 shares.

A strike at the company's DeKalb, Ill., plant in the second quarter last year adversely affected sales and earnings, Roling said.

For the first six months (April-Sept.) of this year, Wurlitzer sales amounted to \$20,783,289, compared to \$16,391,652 a year ago, an increase of 27 per cent. Earnings for the period were \$481,186 (53 cents per share) compared to \$163,236 (18 cents per share) last year.

Zakaras Joins Editorial Staff

CHICAGO—Paul Zakaras has joined the Billboard Chicago editorial staff. He will be involved in coverage of music, audio retailing and coin machine industry news.

A graduate of the University of Illinois School of Journalism, Zakaras worked for a Rockford, Ill., daily newspaper and a Chicago publishing house before coming to Billboard.



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Form Sales Agency for V-Back Shuffleboard

By HAL REVES

DETROIT—Formation of V-BACK Professional Shuffleboard Sales, Inc., as a separate sales agency was announced Tuesday (2) by Jerry Stein, president of Protocision Engineering, Inc. The new organization will handle the national sales of the V-BACK Shuffleboard line, manufactured by Photocision, with the sales department to be headed by William Marcus. It will be based at the headquarters of the parent company in Detroit.

Regional representatives for the sales organization are now

being appointed, Stein said, and will soon be calling upon distributors, in addition to handling local promotion for the new V-BACK leagues. Several leagues are already functioning in a number of major cities.

An aggressive advertising-promotional campaign for the new game will shortly be launched.

Protocision will exhibit Nov. 7-10 at the 11th annual National Licensed Beverage Association Trade Show, to be held at the Traymore Hotel, Atlantic City. Both Stein and Marcus will be present to meet with Eastern distributors and operators and other persons interested in V-BACK shuffleboard.

Carolina Trade Show Shots



WICO CORP. Sales Manager Ed Ruber (left) of Chicago was on hand with Southeast representatives in recent S. C. trade association exhibit. (Full story appeared in Billboard last week.)



Photo 4653—LAWRENCE LESTOURGEON, Charlotte, N. C. distributor, gives operators' wives the inside dope on the Rock-Ola Grand Prix II phonograph.



FISCHER MANUFACTURING CO. sales manager Frank Schroeder gives elementary instruction to operator's wife on new Fischer coin-operated billiard table.



WHILE MEN TALKED BUSINESS, their wives toured the Governor's Mansion in Columbia.



IRVING KAYE was in from Brooklyn for the S. C. trade show with national sales director Mort Seore (right) of Chicago.



SOL LIPKIN, field sales manager for the American Shuffleboard Co., has a laugh with convention guest speaker Woodward Brooks (right), mayor of Andrews, S. C.



SOUTHEASTERN DISTRIBUTORS staff gathers about the new Seeburg Electra phonograph and go-go dancer. South Carolina Coin Operators Association secretary Erby Campbell is at extreme left. Southeastern vice-president E. W. (Shug) Inge is fourth from left.



WURLITZER regional representative Harry Gregg (second from left) has a word with Peach State Distributing Co. officials regarding the new Wurlitzer 3000 phonograph.



SPARKS SPECIALTY CO. manager Johnny Rowell of Atlanta explains to South Carolina operator how little LP's and the Rowe AMI phonograph team up for profit.

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Chicago Operation Promoting Yule Music; Could Use More Little LP's

By RAY BRACK

CHICAGO—A major South Side operating firm here decided last week that scattering the customary disks around the route will not be the extent of its holiday programming this year.

Eastern Music Co. will launch shortly after Thanksgiving a special promotion of Christmas music in "top locations," according to the firm's Warren Brown.

"We met just today and planned our promotion," Brown said on Thursday.

"In our finer restaurants and

Detroit Favorites

• Continued from page 64

route you often don't get back the cost of the records.

"I try to find something new in Christmas numbers, but there isn't. So I don't buy, even though there's more money floating around than at any other time of the year, and I'd like to get some of it."

Marty Moss, of the Moss Music Co., said, "We will probably use the same records we used last year and the years before."

"We take the records off each year and save them," reported Dale Sauve, of the Sauve Co.

"Each year we might buy two or three new records and add them to our library of old favorites."

"I haven't seen a report on the new 1965 releases yet. We tend to wait until we start hearing Christmas numbers on radio and then buy the ones we think will become popular."

lounges we will devote an entire title strip column to Christmas standards by Nat King Cole, Dinah Washington, Sam Cooke and other major artists—a kind of memorial series. An entire column on the machine devoted to this special offering will make it stand out."

Little LP Shortage

Brown confided that the firm would prefer to program little LP's exclusively in this Christmas promotion, but cannot because the product is not available.

"The little LP shortage is with us all year long, however," he said.

Eastern's operation is extensive in Chicago's large racially integrated neighborhoods.

The special emphasis by Eastern on Christmas programming is exceptional in the local industry. Veteran operating firm executive Earl Kies, president of the Chicago Recorded Music Service Association, Inc. (the metropolitan operators association), reported that the firm he heads, Apex Music, "sticks by the standards." This amounts to insertion of a handful of seasonal selections per machine.

A Must

"'White Christmas' is a must on every machine," he said. "'Silent Night' and 'Adeste Fideles' are passe. They seem to be too religious for today's tastes."

Kies made the significant point that the brief Thanksgiving-to-Christmas period precludes much influence of air play on the programming of newly released holiday singles. "We stick with the old standards because the air-play influence

comes too late to create demand by juke box patrons for seasonal hits."

"We never do much more than program the old standards either," declared a spokesman for Mary Gillette's Phonograph Service Corp. "Locations com-

plain that we always have the same old stuff on, but if it's not on they also complain."

Phonograph Service programs five or six Yule-type records per machine.

Five or Six

"The average operator buys five or six new tunes per machine every season," a Music Box One-Stop spokesman told Billboard. "The operator replenishes his old standard supply and, under the influence of air

play, picks up a Christmas hit or two every year."

Reflecting the downstate view was Les Montooth, owner of Montooth Music Service, Peoria. An operator of juke boxes exclusively, Montooth's firm programs standards during the holidays, "with perhaps an occasional novelty number in teenage spots. Kids are full of life during the holidays, while in the bar a patron will get sentimental and get a yearning to play 'White Christmas.'"

N. Y. Yule Juke Box Programming

• Continued from page 63

"For example, if I have a location that likes the sweet sound, singers like Perry Como, Al Martino and Jerry Vale, I can always expect good play out of any of their holiday records. In Negro locations I program things like 'Christmas Song' by Nat King Cole and other holiday records made by Negro artists. In certain places I might use holiday music with a more modern sound, more of a beat, on the order of 'Jingle Bell Rock.'"

Must Appeal to Clientele

"You always have to appeal to the clients of your locations, and their tastes differ even in Christmas music. The great standards like 'White Christmas' are popular everywhere, but beyond that it is important to pick out the disks with the special appeal for a particular set of people."

Buffalo one-stopper Florence Bloom agrees with Smythe. "We always do a good business during the holiday season. Last year I sold thousands of Christmas records to operators. The rest of the country must be losing its Christmas spirit."

On the other hand, New York

City one-stopper Edward Portnoy flatly stated that he does not stock any Christmas records. "If something new becomes popular," said Portnoy, "and the operators ask for it, I'll order it. But, as a rule, I find that operators in the city aren't interested. They use a few of the old standards year in and year out and don't care to buy anything new. It doesn't pay."

Anna Brock of Paul Novelty, a Whitehall operator, agreed with Portnoy. "We just can't afford to take too many hit records off in order to program Christmas music that will not get much play. We use them where the locations ask for them and that's about all. What we need is a lively new Christmas hit by a modern artist. People are tired of the oldies."

Ben Feinberg of Monarch Music Co. in New York City, said he programs a few Christmas records for each location. "There are generally some people who want to play them, and it wouldn't be right not to have them on," said Feinberg. "We don't program very many, usually just the old standards, plus a few requests by location owners. It doesn't hurt us finan-

cially. How much can you lose by putting on a few Christmas records among 200 selections?"

Few Locations Request It

Millie McCarthy, president of New York State's Coin Machine Operators Association and head of the Hurleyville-based Catskill Music Service, said she doesn't do much Christmas programming. "Except where the location owners like the holiday touch, and ask for a dozen holiday songs, we use a few of the old classics. Bing Crosby's 'White Christmas,' Guy Lombardo's 'Auld Lang Syne' and a few others have to be on. Besides that it isn't worth it. If a hot, new number came along I'd certainly use it. But there hasn't been a real good one for a few years."

The reason for the decline of Christmas music on juke boxes?

"People are saturated with it," said Millie. "Every department store plays it continually for about a month before Christmas. People go into a gin mill to take a break from the routine. If they hear Christmas music all day they're not going to pay to listen to more; they'll play something different."

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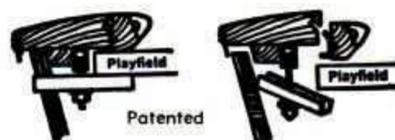
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Say You Saw It in Billboard

'Adults Play Juke Boxes More During Holidays'—L. A. Operator

By BRUCE WEBER

LOS ANGELES—Juke box operators, preparing for Christmas season record programming, flatly state that the "oldies are not only the goodies," but the only tunes that really pay off in the cashbox.

Bing Crosby singing "White Christmas," and other standards of similar vintage receive unanimous approval from juke box operators eager to share in the wealth of the holiday season.

And record manufacturers, aware of the complexities of the holiday season, annually re-release not only the "oldies," but also attempt to unearth "gimmick" tunes that juke box operators, on occasion, have used to bolster their profits.

Operators here still recall novelty tunes—"I Saw Mommy Kissing Santa Claus," "Rudolph the Red-Nosed Reindeer," "Santa, Baby" and "Green Christmas"—that have provided juke box listeners with holiday cheer and operators with holiday currency.

At least four of five standards and several novelty tunes find their way on juke box programming schedules each season, es-

pecially in bars and taverns where the atmosphere is conducive to holiday spirit.

Offbeat

While operators favor the standards, they also realize the importance of teen-age and young adult programming and visually provide that listening audience with offbeat versions of Christmas standards recorded by rock 'n' roll musicians.

One operator in Hawthorne, Calif.—where the Beach Boys had lived, gone to school and got their start—always programs seasonal music from that youth-orientated group.

But isolated holiday programming is rare. Operators realize that standards are ideal for juke boxes, especially for an adult-orientated market that usually spends more money on juke boxes, especially for an adult-other period.

H. O. Chapman, a former operator and now a representative for Kings Distribution Co., Los Angeles, said Christmas programming should be for adults, with a smattering of music for the teen-ager.

"Adults seem to play juke boxes more during the holiday

season than they do at any other time of the year," Chapman said. "Smart operators know this and save the standards for adult tastes."

Hold Standards

"The manufacturers do a capable job of supplying the operator with fresh tunes. They also realize operators must program specially for Christmas," said Jack Leonard, a representative for Advance Automatic Sales Co., Los Angeles. "Although adults prefer standards," he said, "an operator also must keep the young adult in mind."

"Smart operators," said Chuck Klein, of the R. F. Jones Co., "will hold standards from year to year to save the expense of purchasing new holiday music."

"Programming, whether it be holiday music or not, must depend on the location of the juke box," said Leo Simone, of Badger Sales & Vending Co., Los Angeles. "Operators realize if a juke box is in an establishment populated by teens he must provide holiday music that swings. If it is a class establishment the music can vary, but with an adult flavor."

Yule Songs Unprofitable, Claim Tarheel Operators

By LAMAR GUNTER

CHARLOTTE, N.C.—Christmas music is viewed as an unprofitable, if somewhat necessary

thing, by many operators in the Charlotte area.

"Holidays are nothing but trouble," said Theodore Thevaos,

owner of Owl Music Co. "I don't make any money on Christmas records and as soon as Christmas is over they holler for you to get them off the machines.

"The places that ask for a holiday record, I'll put it on," he said. He added that his best Christmas record is Hugo Winterhalter's "White Christmas" backed by "Blue Christmas."

Raymond Haire, owner of Harmony Music Co., agrees with Thevaos. "I do as little as possible. Christmas records are a losing proposition. They don't make you any money unless you have a real hot number."

Haire named one that he could remember making good money for him—"I Saw Mama Kissing Santa Claus."

"Play of Christmas records has declined, even for the standards like 'Silent Night,' and 'Adeste Fidelis.' 'White Christmas' was a big hit when it first

Casola Extols ICMOA Values

CHICAGO—Lou Casola, recently elected president of the Illinois Coin Machine Operators Association, declared recently that the young organization has already proved its worth and invited all members of the industry to join and help promote the interests of the trade.

One of the most important accomplishments of the association, said Casola, is the part it played this year in passing "a law through both Houses of the Legislature repealing the coin machine license. Unfortunately, the Governor vetoed it, but our effort shows what can be done through organized activity."

Casola said repeal of the licensing "would save the industry many thousands of dollars, and at the new session of the Legislature we will be back trying again.

"To make ours a bigger and better organization," said Casola, "I will need the help of everyone connected with the coin machine business in any way, and this includes operators, distributors, factories and supply companies."

Casola announced the group's next meeting dates as Jan. 29 and 30 in Springfield.

came out, but it has declined in recent years. It is just the change in America. A Christmas record by the Beatles would sell," Haire said.

Johnny Ipock, a Charlotte operator who covers about 10 counties, agreed that "White Christmas" and other standbys are declining in popularity.

"If a Christmas record is going to sell, it'll have to be something new," Ipock said. "Elvis did all right with Christmas records."

Ipock said he has about 100 to 150 Christmas records that he keeps from year to year and that he sprinkles them through his locations.

Robert Austin, another Charlotte operator, said the only Christmas record he makes money on is "White Christmas" by the Drifters. "That's because it's jazzed up," he said.

His other standby is "Silent Night" by the Four Aces.

Austin said his practice is to put on his Christmas records during Thanksgiving week and leave them until the first time he works the machines after Christmas but, he said "they're dead Dec. 26."

Wallace and Granger to Address North Carolinians

CHARLOTTE, N. C.—Music Operators of America President John A. Wallace and MOA Executive Vice-President Fred M. Granger will address the regular meeting of the North Carolina Operators Association here Nov. 14.

According to NCCOA president Fred Ayres, who was elected to the MOA board of directors this year, the MOA officials "will inform us of Federal legislation matters and what action we should take with regard to it. This Federal legislative action is near and dear to our hearts and pocketbooks."

Wallace, of Oak Hill, W. Va., is also president of the coin machine operators association in that State.

Memberships

Granger will arrive in advance of the Nov. 14 business meeting for discussions of re-

gional and national association membership with NCCOA officials. Granger was invited to an association meeting in Greensboro in December of 1964 for the purpose of establishing a dual membership drive for both the national and State trade associations.

Present officers of the NCCOA with Ayres (operator of Fred Ayres Music Co., Greensboro) are Julius Nelson, Vemco Music Co., Fayetteville, secretary-treasurer; David Smith, S&F Amusement Co., Fayetteville, first vice-president; Jack Wallas, J. F. Wallas Music Co., Asheville, second vice-president, and Keith Pevette, Carolina Music Co., Salisbury, third vice-president.

The NCCOA represents music operators only. State law prohibits operation of amusement games.



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Philly Goes With Ethnic And 'Evergreen' Records

By MAURIE H. ORODENKER

PHILADELPHIA — While the Christmas season figures big for the music business here, it provides little plus for the music machine operators. For the most part, the machine locations as they shape up today do not lend themselves to special attention for the holiday season, key operators explain.

Save for a "Jingle Bells" or "White Christmas" side, Christmas music gets little or no play at the large number of teen-age-play spots where the programming is oriented to rock 'n' roll or discotheque music.

Operators generally put no more than six to eight records into the machine to take care of the Christmas play. This adds up to 12 to 18 sides.

Where there is diverse patronage at the various locations, some operators will place Christmas records in the machine only upon request of the location owner. Moreover, it's a short season, with the holiday music generally added after Thanksgiving Day and put back into the storage bins right after New Year's Day.

According to Harold Birenbaum, whose music machine operation carries his own name, it's only the Christmas music standards that get any appreciable play during the holiday season. This takes in the evergreens by Bing Crosby and Perry Como with the emphasis on "White Christmas" and a few carols plus "Jingle Bells."

Blaring Away

"With radio and television giving listeners a steady diet of Christmas music, and with the loudspeakers in every bank, department store and the shopping centers blaring away with Christmas music," says Birenbaum, "it seems as if the patrons have had their fill of Christmas music each day and are not inclined to spend any money to hear something they've been hearing all day for free. Even the background music in restaurants and factories is heavy with Christmas music. As a matter of fact, I believe the people look to the music machines for a welcome relief to give them something else than Christmas music."

The only deviation from the standard fare is in the event that a new record has come up and made the holiday grade. "Rudolph, the Red-Nosed Reindeer," for example, made fine Christmas profits the year it was released. But its profitability has now tailed off.

However, special attention is given to special interest situations, Birenbaum hastens to point out. The Christmas music recorded by the late Mario Lanza gets tremendous play at Birenbaum's locations in South Philadelphia's Italian colony since it was that area which spawned Lanza, and interest in his singing is still very much alive.

Special Interest

Attention to special interest situations is also the practice of Elliot Rosen, who manages David Rosen Music. Christmas music generally, says Rosen, is placed in the machine only upon the request of the location owner. The half dozen or so Christmas records are primarily standards unless a new hit pops up. They include Bing Crosby's "White Christmas" and the Harry Simeon Chorale's "Little Drummer Boy" as the play leaders.

Special attention is given by Rosen to locations in ethnic areas, particularly Polish and

Slavok-oriented locations where the polka rhythm must accompany the holiday song to attract attention. Attention to the musical beat is also given to the holiday records placed at teen-age stops. Here Rosen finds success with the "Surf and Santa" recordings, particularly "Mr. Santa" ("Mr. Sandman").

While not Christmas music as such, the string music on records is in the holiday spirit and Rosen finds tremendous response to the string band music, particularly the period between Christmas and New Year's Day. Since the string bands are traditional to Philadelphia, highlighting the traditional New Year's Day Mummer's Parade, Rosen takes advantage of the fact that virtually every local string band has recorded on the Sure Records label here.

As a result, Rosen places string band music in each area which spawns a string band. Since virtually each string band is a neighborhood or suburban community enterprise, they can never get enough of the string band music played by their own

Crosby's 'White Christmas' Has Interracial Appeal in Dallas

By O. R. ALLEN

DALLAS — Juke box operators in this area are almost unanimous in their belief in the popularity of the old favorites when it comes to Christmas season programming.

Jean Woods at American Music Co. was emphatic in stating that the old standards have been going best on location for the past several years. Naming some of these, she listed first, of course, Bing Crosby's recording of "White Christmas." Some managers of locations, especially tavern managers, estimated that this recording is played by a margin of three to one over any other Christmas music.

Other recordings rated high in popularity for the holiday trade at American Music were Charles Brown's "Merry Baby" and Nat Cole's "Christmas Song."

"backyard" band. The music of the string bands are the pop standards to the march tempo rather than the conventional Christmas music.

"White Christmas" is still the most popular at locations patronized mostly by whites and also at spots where the customers are predominately Negro. At Negro locations Charles Brown is a very popular artist as well.

Mavis Hickman at B & B Vending was also strong in praise of the old standards, with, as usual, Bing Crosby ranking first with "White Christmas."

A vocal group much in demand season after season is the Andrews Sisters.

Another Christmas favorite which has been around for a long time but which has seen an upsurge in popularity during the past few years is "Silver Bells."

Requests

Questioned about success with new recordings of Christmas music, B & B Vending said that these had not done very well. Last season, for instance, they only bought between 15 and 20 new disks and these were for locations which had requested the special numbers.

Some firms said that no profits at all were to be made from Christmas music. This was a statement by Stanley Schultz at

Texas Music. He said, "We don't make any money out of Christmas music." He did admit, however, that "Silent Night" and "White Christmas" were available for locations at that season.

Operators, managers and owners of taverns were questioned on the subject of Christmas music. Most agreed that the Yuletide songs begin to get their first play soon after Thanksgiving and run on through New Year's, with, of course, "Auld Lang Syne" taking over at the end of the month.

Elmer R. Solomon, owner of Sol's Turf Bar & Grill in downtown Dallas, said that his spot starts playing the Christmas songs sometime early in November. Like the operators, Solomon ranks Bing Crosby's "White Christmas" at the top of the list in popularity, pointing out also that "Silver Bells" is a consistent favorite.

One favorite noted by the tavern and grill owner which has a steady level of popularity year after year but which doesn't perhaps get as much publicity as the top-ranking favorites is "Blue Christmas" by Ernest Tubb.

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Government Subsidizes Denver Coinmen School

DENVER—The federal government's Manpower Development Training Agency is watching with interest the progress of the coin-mechanics school it is subsidizing here.

Jack Moran, veteran coin mechanic, has received approval to

start a class of 10 to 12 students at his Institute of Coin Operations. This will be the first government-financed formal education for juke box and game mechanics to be offered outside New York.

The government will furnish tools, tuition costs, and a subsistence allowance of \$50.00 a week per student. Area distributors and operators are co-operating by providing essential equipment for practical repair training.

Moran visited Washington, D. C., in October to finalize the details of the program and to ask for a much larger enrollment allowance for future classes.

The mechanics course is popular with students as well as government because the school can practically guarantee immediate employment upon graduation. The students currently signed for the program have widely diversified backgrounds, ranging from a retired master sergeant to a pair of teen-agers fresh out of high school.

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COINMEN IN THE NEWS

SAN FRANCISCO

The Patton Music Co., Inc., Modesto, Calif., has begun one of the largest expansion programs ever experienced by a distributing organization. The firm has opened a branch operation in the San Francisco Bay Area for its juke box lines, and has formed a subsidiary to distribute and service vending machines in the entire Western State area. **W. R. (Bud) Patton**, president of the company, announces the opening of a branch at 517 Marine View Street in Belmont, suburb of San Francisco, to extend distribution of the entire Rock-Ola line in the Bay Area. The company handles all equipment made by this supplier. **Gordon Zook** has come from the Pepsi-Cola Bottling Co. of Los Angeles to manage the new branch, where he was involved in vending machine sales. Bud has also formed a new company known as the Pacific Vending Service, headquartered in Modesto, and has won the contract to service every one of the company-operated Standard Oil Co. service stations in all of the Western States—some 800 of them. Bud is also president of this firm.

As Pacific Vending, the company has placed cigaret and soft drink venders in all of the stations, as these are considered "basic," and is following this with selected placements of other types of vending machines. All of the soft drink machines are for 12-ounce cans, and consist of Rock-Olas, Vendos and Vendolators. Their capacities range from 185 to 400 cans, with five selections each. The firm has also placed 235 candy venders, in this instance all Vendos, in 200 to 450-bar capacities, with 10 selections each. There are also some 25 coffee venders, 20 ice cream machines and several ice-makers. To serve all of these States, Pacific Vending has opened additional branches besides Modesto and Belmont. General manager of the firm is **Herb Lindsley**, who heads the new Los Angeles office at 2704 West Pico, and other regional offices have been opened in Portland, Ore.; Seattle, Wash., and Phoenix, Ariz. A total of 20 Ford Econoline trucks has been purchased to service Pacific Vending's 2,000 or so machines on a weekly basis. Headquarters for both Patton Music and Pacific Vending are at 611 Eye Street, Modesto. Associated with Bud in the company is his father, **D. D. Patton**, who founded the firm in 1930, and his stepbrother, **Les Atherton**. The elder Patton continues active with the company after some 35 years although not on a full-time basis.

GODFREY LEHMAN

LOS ANGELES

Al Bettelman, C. A. Robinson Co., reports the boss, **Charles Robinson**, is feeling much improved after his recent operation and has returned to Pico Boulevard for part-time duty. Bettelman says C. A. will be in his office fulltime "sometime in November." . . . **Leo Simone**, sales manager of Badger Sales & Vending Co., back from a business trip to San Diego. . . . **W. C. Kelly**, an operator from Phoenix, shopping at Badger. . . . **George Muraoka**, Simon Distributing Co., passing time working on export orders to a European country.

H. O. Champan, Kings Distributing Co., tired but happy after his business trip to the San Diego-Brawley-Indio area. He'll make a "follow-up" trip to the same area shortly. . . . **William Yedlin**,

operator from Sherman Oaks, spending his leisure moments hunting and fishing in Montana. . . . **Jim Wilkins**, of Paul A. Laymon, Inc., reports **Walter Hamilton** of Arizona, **Les DeChene** of Nevada and **Ed Young** and **Larry Spraw**, both of Fontana, visiting.

Phil Giannone, games mechanic for Paul Laymon, left the Los Angeles scene for a quiet fishing hole. . . . **Russell Early**, also of Paul Laymon, will undergo an operation later this month. . . . Sad to report the passing of **Sheridan Thompson**, an operator from Long Beach (Sept. 16); **Mrs. Tom Wall** (Sept. 14), and **Waldo Bright**, an operator and mechanic from El Monte (Sept. 27). . . . **Stan Larsen**, Struve Distributing Co., had service schools in Oxnard (7) and in San Diego (5) which explained the new Seeburg Electra for all operators. Conducting the seminar was **C. S. (Britt) Britton**. **Ray Clark** and **Nat Hockman** represented Struve Distributing at the schools. . . . **John Fulton** conducted a service school (11) in San Diego on the Seeburg vending equipment with emphasis on the new Dry-Ground coffee vender. . . . Larsen also reports the planning of upcoming service schools for both phonographs and vending in Phoenix.

Henry Tonick, of the C. A. Robinson Co., all smiles after his son, **Mike**, was picked as one of 150 high school leaders throughout Los Angeles to take part in a "Law and Order" seminar sponsored by the Los Angeles Junior Chamber of Commerce and the Los Angeles city schools. . . . **Elsie Nakasone** returned to the R. F. Jones Co. after an 11-month absence. She was busy having a baby. . . . **Bob Portale**, of Advance Automatic Sales, reports that the Gottlieb Bank-a-Ball and the Chicago Coin Par-Golf are doing well. . . . **Fred Anderson**, operator from Solvang, shopping at Paul A. Laymon Co.

Frank Negri, phonograph sales at Struve Distributing, back from a Denver visit. **Mort Drootin**, background music department, also from Struve, enters the hospital for surgery. . . . Mr. and Mrs. **William J. Suter**, of Manila, Philippines, spent several days on their around-the-world business-vacation trip with **Joseph S. Duarte**, of Badger Sales & Vending Co. Also visiting Badger was **Armando Vizcarra**, of the Philippines.

BRUCE WEBER

ARKANSAS

The Camden Novelty Co. of Camden, Ark., changed hands this month for a reported \$38,000. Formerly owned by the late **Bill Smeade**, it was sold by his widow to **J. R. Robinson**, who of late has been in the cattie auctioneering business in Hope, Ark., and at one time was a juke box operator in Houston, Tex. "I'm happy to get back in the amusement business," said Robinson, who plans to add new equipment and make other improvements to the route. . . . Deaths this month included **Max Box** of Fort Smith, Ark., owner of Arkansas Music Co. and a veteran of 15 years in the music and game business, who died of a heart attack at age 55; **Mrs. Anna Jeanne Newman**, 39, former employe of Sammons-Pennington Co. in Memphis, also a heart attack victim; and **Howard Miller**, 46, route manager of Hope Novelty Co., Hope, Ark., who was killed in an auto crash.

ROY HAMILTON

Downstate Ohio Scopitone Rights To Pioneer Co.

CHICAGO—The Pioneer Vending Co. of Cincinnati and Dayton, Ohio, has been named distributor-operator for Scopitone in Southern and Central Ohio, announced **A. A. Steiger**, president of Tel-A-Sign, Inc.

Joseph Westerhaus, Pioneer president, in conjunction with Tel-A-Sign, demonstrated Scopitone to the trade and press at a special showing at the Carrousel Inn, Cincinnati, Thursday (28).

Tel-A-Sign, owner of Western Hemisphere rights and 95 per cent of the stock interest of Scopitone, has already set up 34 distributorships in Chicago, New York, Miami, Los Angeles, San Francisco, Las Vegas, and other key areas.

Scopitone, the coin-operated video phonograph which shows color sound films of stars performing hit numbers, has received widespread popularity in Europe and is now reaching for the American market. More than 1,200 Scopitone machines are already on location in the U. S.



JOE WESTERHAUS (left), president of Pioneer Vending Co. of Cincinnati and Dayton, Ohio, who has just been named distributor-operator for Scopitone in Southern and Central Ohio, is snapped with **Joi Lansing**, recently signed to the Scopitone roster of artists, at a special showing at the Carrousel Inn, Cincinnati, Oct. 28. At the right is **Jim Farson**, of Billboard's Cincinnati staff.



MODEL OF VERSATILITY

- If there ever was an all-location phonograph, the Wurlitzer Model 3000 is it. Carefully proportioned to find space in a fast food lunchroom. Smartly styled to match the decor of the most luxurious cocktail lounge, the "3000" is versatile enough to please all types of patrons. The leisurely eater can enjoy the ten top tunes for a half dollar, thanks to the Golden Bar feature. The "grab-one-on-the-run" patron can slip in a dime for a single. All will thrill to the output of this great Stereo Music Center. So will the operator to the input of coins it collects. See your Wurlitzer Distributor.

Wurlitzer
 MODEL 3000
 STEREO MUSIC CENTER

THE WURLITZER COMPANY
 NORTH TONAWANDA, NEW YORK

AM REVIEWS



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

AL CAST SPOTLIGHT



ON A CLEAR DAY YOU CAN SEE FOREVER
Original Cast. RCA Victor LOCD 2006 (M); LSOD 2006 (S)

The Alan Jay Lerner-Burton Lane score makes this original Broadway cast album a noteworthy addition to the musical theater shelf. Lane's charming melodies and Lerner's sharp and witty lyrics get standout showcasing by the principals, Barbara Harris and John Cullum. Other cast members also shine in this topnotch disk.



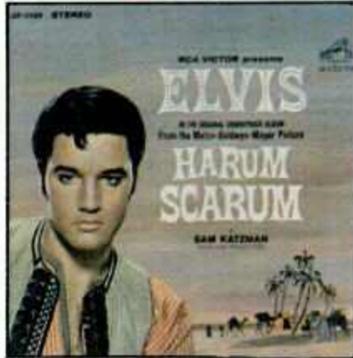
SOUNDTRACK SPOTLIGHT



HARUM SCARUM

Elvis Presley. RCA Victor LPM 3468 (M); LSP 3468 (S)

Another sales giant from the latest of the long string of Presley's soundtrack hits. A pulsating swinger, "Shake That Tambourine," and the rocking "Hey Little Girl" are singles possibilities, while "So Close, Yet So Far" is a well-done and tender ballad.



POP SPOTLIGHT



HOUSTON

Dean Martin. Reprise R 6181 (M); RS 6181 (S)

Based upon his current hit "I Will" and the recent "Houston," here's another powerhouse sales package for Martin. Solid arrangements by Bill Justis and featuring the Jack Halloran Singers, the material is country oriented and right up the alley of the stylist. "Snap Your Fingers" and "Detour" are extremely well done in this program with fine production work by Jimmy Bowen.



POP SPOTLIGHT



BEACH BOYS' PARTY!

Capitol DMA 2398 (M); DMAS 2398 (S)

A "live" recording at a beach party and featuring 15 fan photos of the Beach Boys all adds up to a sales blockbuster! The boys have a ball performing in this intimate, ad-lib program of hot material such as "Hully Gully," "Alley Oop" and "Papa-oom-Mow-Mow." Exciting, discotheque package will hit hard and fast!



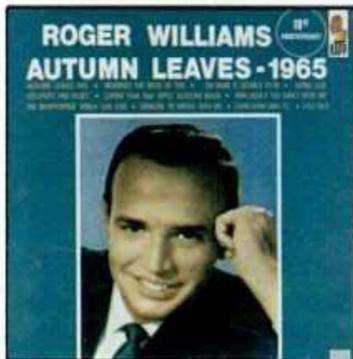
POP SPOTLIGHT
THE STEVE LAWRENCE SHOW
Columbia CL 2419 (M); CS 9219 (S)

Pegging this new package upon songs he sings on his new TV musical series and featuring many of his recent singles, Lawrence has a winner in this well programmed LP. Among the standouts are "The Sweetheart Tree," "What Now My Love" and an unusual approach to "What's New, Pussycat." Well produced for programming and sales.



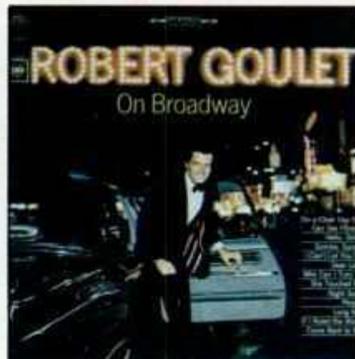
POP SPOTLIGHT
THE MANY NEW SIDES OF CHARLIE RICH
Smash MGS 27070 (M); SRS 67070 (S)

Rich has a commercial item in this, his album debut for Smash. With either a slow easy dance beat or a hard driving beat back him up, he wails through an outstanding pop program. "Moonshine Minnie" sounds like an answer to "Mohair Sam," while "Just a Little Bit of You" is another standout by Dallas Frazier.



POP SPOTLIGHT
AUTUMN LEAVES—1965
Roger Williams. Kapp KL 1452 (M)

Saluting the 10th anniversary of the brilliant pianist's hit "Autumn Leaves," this album gets off to a wonderful start with this year's version of the standard. Also included are superb, lush renditions of "Mona Lisa," "Our Love" and "Lollipop and Roses." A programming and sales must.



POP SPOTLIGHT
ROBERT GOULET ON BROADWAY
Columbia CL 2418 (M); CS 9218 (S)

Goulet returns to Broadway via this well planned program of current musical fare on the legitimate stage. His rich voice enhances "Sunrise, Sunset" and "If I Ruled the World," two great performances. With full support of Don Costa arrangements and the popular Goulet voice this one will spiral up the chart.



POP SPOTLIGHT
TREAT ME RIGHT
Roy Head. Scepter SM 532 (M)

Spotlighting his current hit single "Just a Little Bit," the young Texas blues wailer offers a hot sales winner in this fine rocking package. "Money," "Get Back" and "Night Train" are three other swingers with great singles possibilities. Album moves at a swift pace throughout.

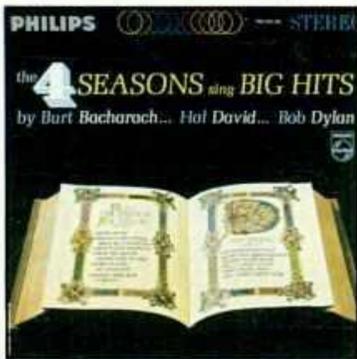
POP SPOTLIGHT
THREE AT THE TOP
Tom Jones / Johnny Rivers / Freddie & the Dreamers. Tower T 5007 (M)

Combining three hot talents into one LP is indeed a stroke of sales genius. The featured Tom Jones' hit "Little Lonely One" and the hits of Freddie and the Dreamers, "I'm Telling You Now" and "You Were Made for Me," are enough to sell the package. However, there are three strong blues rockers by Johnny Rivers as an added plus.



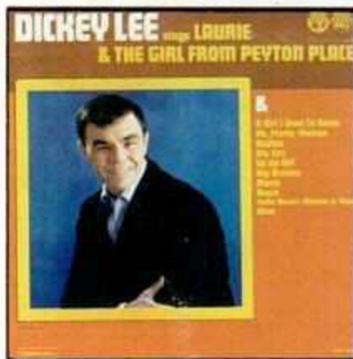
POP SPOTLIGHT
THE 4 SEASONS SING BIG HITS BY BURT BACHARACH / HAL DAVID / BOB DYLAN
Philips. PHM 200-193 (M); PHS 600-193 (S)

Hot sales item here, with the hit single "Don't Think Twice" by the Wonder Who featured. Frankie Valli is the voice behind the new mystery group. Bob Crewe has originated a clever idea of combining the unique sound of Valli with established hits from the pens of Bacharach, David and Dylan.



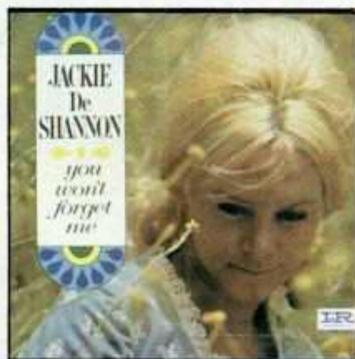
POP SPOTLIGHT
DICKEY LEE SINGS
TCF Hall TCF 8001 (M)

Featuring his hits "Laurie" and "The Girl From Peyton Place," this strong sales item serves to display Lee's varied talents. His Memphis background is brought out in his feel for "Nadine" and "Oh Pretty Woman." A tender original ballad, "Julie Never Meant a Thing," has singles potential. Standout LP debut for Lee.



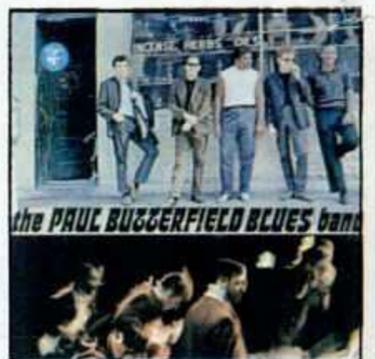
POP SPOTLIGHT
YOU WON'T FORGET ME
Jackie DeShannon. Imperial LP 9294 (M); LP 12294 (S)

The popular stylist offers a highly commercial package of a wide variety of compositions all in today's pop market with much dance appeal. The title tune and the production ballad "She Don't Understand Him Like I Do" are two of the standouts.



POP SPOTLIGHT
THE PAUL BUTTERFIELD BLUES BAND
Elektra EKL-294 (M); EKS-7294 (S)

Hot discotheque item is this rockin' and wailing package of well done performances of pulsating blues tunes. The debut of the 23-year-old Chicago-born Butterfield and his blues band is highly impressive. "I've Got My Mojo Working" and "Born in Chicago" are standouts.



COUNTRY SPOTLIGHT
BEHIND THE TEAR
Sonny James. Capitol T 2415 (M); ST 2415 (S)

Pegged upon his No. 1 singles hit "Behind the Tear," Sonny James will meet with the same impact on the album chart, in this new collection of top country material. Performing in his unbeatable "heart singing" style, "I'll Never Be Anything But in Love With You" and "It's the Little Things" are two more examples of his extraordinary lyric feel and understanding.



CHRISTMAS SPOTLIGHT
MERRY CHRISTMAS
Supremes. Motown 638 (M)

The unique, winning Supremes' style adds much to traditional holiday musical fare. Their Detroit beat rendition of "Santa Claus Is Comin' to Town" is a prime example and brings a tremendous dance dimension to the standard. Their "Children's Christmas Song" and "Born to Mary" display the trio's warmth and tenderness with a ballad.



CHRISTMAS SPOTLIGHT
MERRY CHRISTMAS
Andy Williams. Columbia CL 2420 (M); CS 9220 (S)

The individual Williams' warmth and style bring freshness to a group of holiday chestnuts that makes for a programming and sales giant. "Let It Snow, Let It Snow, Let It Snow" is given a fine, easy go ballad reading, while the new "Christmas Holiday" is a bright jazz waltz winner.



CHRISTMAS SPOTLIGHT
THE VENTURES CHRISTMAS ALBUM
Dalton BLP 2038 (M); BST 8038 (S)

For a dancing holiday, this rock version of Christmas music can't miss. Played in the special Ventures style, "Sleigh Ride" and "Rudolph the Red Nosed Reindeer" take on a fresh, new dimension. A blockbuster sales item for the discotheque fan.



CHRISTMAS SPOTLIGHT
O BAMBINO—THE LITTLE DRUMMER BOY
Harry Simeone Chorale. Kapp KL 1450 (M)

A new recording of the Simeone Chorale classic "The Little Drummer Boy" is the highlight and sales attraction for this outstanding album of brilliant performances. "O Bambino" and a calypso "Mary's Little Boy Child" are among the wide variety of holiday music, all performed to perfection.