Mercury to Do 'Yearling' Caster

CHICAGO—Mercury Records took a second big step into the Broadway theatrical field by acquiring the recording rights to "The Yearling," a musical drama based on the Pulitzer Prize winning novel of the same name.

Irving B. Green, Mercury president, said that the label is also a limited partner in the production and was putting up a "major portion" of the more than $300,000 capitalization.

The move follows Mercury's plunge into "I Had a Ball," starring Buddy Hackett, which opened at New York's Martin Beck Theater last Dec. 15.

Lloyd Richards of "A Raise in the Sun" fame has been named the director of "The Yearling." The play will have a cast of some 30 persons, at least three of whom are slated to play major roles.

Green said the play will be presented before the next October.

Music for "The Yearling" was written by Michael Leonard, who also provided background music for Pearl Buck's "Desert Incident." Dor- rammat's "The Visit" and the film "Moment of Love."

Lyricist and co-author is Herbert E. Martin, a five-year veteran of radio scripts and features who wrote the book and lyrics for the un-produced Duke Ellington musical "Saturday Laughter."

Producer and co-author is Loreto Noto, who is also producer and sole general partner of "The Fantasicks," in its fifth year in New York's Sullivan Playhouse.

Global Survey Forecasts Booming 1965

International Report Pages 16-20... Coin Report Page 32

N.Y. Record Men View '65 With Qualified Optimism

By MIKE GROSS

NEW YORK — The forecast for 1965 was highly optimistic among record industries canvassed here, although some admitted that there were still some basic problems to be handled during the coming year. George R. Marek, vice-president-general manager of RCA Victor Record Division, summed it up with "The outlook for 1965 was both rosy and gray."

Marek said, "After a year in which the RCA Victor Record Division enjoyed its biggest sales in its history, it is easy to view 'la vie' in the record business 'en rose.' The rosy view can be supported by several factors. It is probably that the prosperous economy of the U.S. prevailing in 1964 will continue in 1965. Many countries in the world are experiencing social and economic growth, though that growth is not troubled by strife. In many countries working hours are being shortened, leisure time is increasing, and consequently the demand for entertainment (both as well as low) is gaining. (3) Some expanding new artists come onto the scene in 1964. This is the fresh blood of our business, and this fresh blood will continue to circulate and keep us healthy. (4) Gradually, the young people (without whom there would be no record industry) are widening their curiosity about music. Gradually, the musically educated industry is being widened. (5) Some new ideas in record entertainment are finding favor: ideas such as plans, combinations of music and art, music and travel. While all of these are by no means 'commercial,' the bringing forth of these new ideas constitutes, in my view, a responsibility of the major record companies. Our catalogs are—or ought to be—(Continued on page 4)

Luppino Joins Seeburg Corp.

NEW YORK—The appointment of Frank Luppino, Jr., managing editor of Billboard, to the position of advertising and sales promotion specialist of the Seeburg Corporation was announced by Tom L. Herrick, vice-president for marketing of the Chicago firm.

Luppino, who had been with the publishing firm for almost 17 years, assumes the new position Jan. 4. (See separate story on coin machine section.)

HAVE A HAPPY, PROSPEROUS NEW YEAR

with the SMOTHERS BROTHERS

STEREO SR 60948 MONAURAL MG 20948

(Advertisement)

Coast Executives, Spurred By Boom, in Go Go Mood

By ELIOT TIEGEL

HOLLYWOOD — The record business will experience booming prosperity in 1965, according to Southern California disk industry executives. Major labels, independents and custom record pressers here are all enthusiastic about the new year.

This attitude is pronounced at Capitol Records, where President Alan Livingston said 1965 could equal or top 1964's record-breaking sales. "We have gone into the new year with the biggest November-December in our history," Livingston said. "We look for a record breaking January-February, and we expect this momentum to carry us through the year."

Livingston said the company's one price policy has been accepted, and that "retailers like it and are buying consistently and steadily."

Concerning repertoire, Livingston said the company would remain in every field in which it is currently represented. He pointed to the Broadway original cast LP and the teen market as two vital areas. Capitol's two current major investments, "Funny Girl" ($755,000) and "Golden Girls" ($1,000,000). (Continued on page 6)

(Advertisement)
FROM MANCINI WITH LOVE
A NEW ALBUM WITH MORE OF THAT MONEY-MAKING "MOON RIVER SOUND"
Mancini plays his new Academy Award candidate, the title song from the new movie "Dear Heart" plus eleven other sure hits. LPM/LSP-2990

RCA VICTOR
The most trusted name in sound
Milwaukee Prospects
By BENN OLMANN

Milwaukee — Phonograph record and juke box manufacturers expect to sell about $300 million in new products during 1965. Business closed on a healthy note, reports RCA Victor marketing vice president John W. Bright, at the ABC Paramount Records annual meeting here.

Mr. Bright noted that the new policies include replacement of free-goods bonuses and cash refunds with a consistently maintained retail price for albums as well as singles, increased return privilege on singles, and better and more complete elimination of all locations and guaranteed sales. Colpix practical to recognize distributors' special needs with regard to the number of sales to rack jobbers and one-stops, and provides a 10 per cent group discount on such sales.

The firm's plan, distribution cost on 45's will be 42 cents, a drop of 6 cents over 1964's 48 cents. The total cost is cut by varying amounts, ranging from 9 cents on 45's to 12 cents on 78's. Ten cents on 10-style stereo records (suggested list $3.98) will cost distributors 18 cents less per album, for a total reduction of $1.50 on each of Colpix's priced "500" series (including soundtracks) the reduction comes to $2.25.

York notes flaws in manufacturer's practice of selling the sales programs on free goods. He said: "For one thing, no one knows who they are, and they are peculiar to singles, where almost every label has a different program. It's unfair to change it from record to record. Distribution is passing on all, some, or none of a deal to their customers. Distributors must keep on at all the time when they want is too small to rate free goods. There are jobbers losing orders from getting a start and allowing or getting cut in the money for sales of singles. At the other extreme, they tend to overon the records they don't sell. Looks promising."

"The country approach is even more dangerous with albums," York notes. He added: "The man in charge of publishers has become so usual that distributors' shelves are bulging, ..."

GALICCO FORMS 2 NEW FIRMS

NEW YORK — Al Gallico, veteran music publisher and former president of Gallico Music, has formed two new firms jointly owned by him and Alcalab, Inc., his former partner in Gallico Music. These are Loree Green Music, Inc., and Mainstay Music, Inc., both of New York. Although Alcalab is still with the former firm is the tune, "The Tune," by M. Kligon, being used by NBC.

Mainstay Music has been organized to handle the music publishing of Alcalab, who is connected with the Zombies, one of the British groups recording onABC Records. Gallico will have access to the group's music, which is recorded on ABC Records.

Gallico, in business for himself about one year, was ranked in the territory of RCA Victor in 1964, a feature of Billboard's Who's Who in the World of Music.
continue in our search for, and the biggest selling names in the entertainment world on Decca Records."

On December 30, 1965, Decca Records reported that 1965 was the most successful in its history, with retail sales of approximately $200 million, over 90 percent of which were achieved in the United States. The company's sales in the world up 20 percent over 1963. According to the report, the albums of the year were "The Cradle Will Rock." It was produced by Hal David and Burt Bacharach. The album sold over one million copies in its first week of release.

Bobby Weis Named By Rogers & Cowan

NEW YORK—Bobby Weis will join Rogers & Cowan as vice president in charge of international operations. Weis, who assumed his new post Jan. 11, will be responsible for most of Rogers & Cowan's operations outside the United States. Weis, who has been with the company for two years, will be based in London, Paris, and Tokyo. He will be responsible for overseeing all international operations, including recording, live performances, and film. Weis will report to Roger C. Washington, president of Rogers & Cowan.

Registration Forms Sent By NARM

NEW YORK—Advanced registration forms are being sent by the National Association of Music Merchants (NARM) to all members of the association. The forms are also available on the NARM website and at the NARM offices in New York. The forms must be completed by April 1, 2022.

From Coral comes sets by Buddy Holly, Al Martyn, Charlie Parker, and others. In support of the midwinter program, full color litho books have been distributed to all the new products. The company has also been negotiating extensions to contracts with retailers.

Decou to Release LP's Under New Plan

NEW YORK—Decou Records, the new label formed by Louis C. Lowry and John A. Rehbein, has announced the release of a new LP under a new plan. The LP will feature the music of Louis Armstrong and Duke Ellington. The album will be released on November 1, 2022, and will be available at all major record stores.

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ARETHA'S AT IT AGAIN!

Aretha Franklin sings her latest hit
“Can’t You Just See Me”
c/w “Little Miss Raggedy Ann”
4-13203

...and her last smash single is now a sensational new album on Columbia Records!
**Coast Executives Spurred By Boom, Go On, Go Mood**

*Continued from page 1*

Boy! ($200,000) will pay off handsomely, the executive said. Capitol's third investment, "Ben Franklin in Paris" ($119,000) is a question mark at this point. However, Livingston was optimistic over Capitol's two play investments this year, "Skyscraper" and "Hopson's Choice." At the pistol hot Warner Bros. repire combine, President Mike Mainland looked to surpass in 1965 the company's excellent position attained during the past year. He felt the momentum generated during the company's greatest six months ($119,000 of the year) would extend well into the new year.

The executive explained that Reprise would soon swing into its characteristic single release and singles roster while WBL would aim at solidifying its role in the pop LP field. He said the company would like to get into the jazz area.

At Dot Records, President Randy Wood was confident that the acquisition of Eddie Fisher to bolster his pop line. "Fisher will be an important name for Dot's newly organized record club," Wood said. The president himself will produce Fisher's sessions.

Contrary to other label's beliefs anent teen product, Wood said teen material will drop in sales this year, "because the good songs appear on the horizon again." He also felt that music stations may have more impact on the market as a result of this.

Dot's building plans call for an all-out emphasis on the record club, the Hamilton (low price) line, and expansion into the country field through the introduction of the Cowboy brand. Wood said December was one of the company's biggest months.

Al Bennett, Liberty Records president believes the industry will continue its slimming up and that within this decade, sales will hit the billion dollar mark. This, of course, is contingent on no major economic setbacks, he said.

Liberty's major aim in 1965 is for greater consolidation and development of speciality divisions. This expansion will be in the pop and jazz fields, he said. Liberty hopes to acquire an established jazz label including its trained personnel, rather than developing its own jazz roster. He said any acquisition would also involve the Imperial subsidiary.

Bennett also was optimistic about the development of specialty divisions. "The industry has become more stable," he said because collections and payments of accounts have improved. "This will help them in their methods of doing business and this is a very healthy sign in the growing up of our industry.

Nashville Leaders Rate Growth Outlook High

*Continued from page 1*

Freddy Foster, president of Monument Records, one of the most successful independent labels in the States, expects 1965 to be "an exciting and promising year." He said 1964 was the biggest year in Monument's history.

Foster says he plans to step up album production and that he will be more selective with single releases. Among Monument's many new artists are Orbon, Boots Randolph and Lloyd Price.

Bill Denny, who heads Cedarwood Publishing Company, one of Nashville's biggest and most successful music publishing houses, said he expects the new year to be the best ever.

Denny said he could see no significant changes ahead for the Nashville music scene. The "Joe and Ray" publishing company, head of the Cedarwood operation, however, said he was unsure of what 1965 would bring.

Another growth factor in the Nashville music scene is the number of new record companies now operating. Sound Of Nashville, Inc., an independent record pressing plant, looks for steady increase in business.

Bob Nelson, president of the firm, was obviously pleased with the new prospects for 1965 and said prospects for 1965 are excellent.

**JAY LASSER**

Jay Lasser, executive vice-president of Veey Records echoed Nelson's optimism in the months to come. "Veey will have its biggest year because of the broad approach to repertoire we're taking," he said. The label is in the pop, rock, & roll and classical field. He said the teen market was growing in "fantastic proportions."

Tollie, the Veey subsidiary, will enter the pop LP market this year, Lasser said and the new label will be in the pop, rock & roll, and classical fields. He said the teen market was growing in "fantastic proportions."

The executive represented the vast potential for the label in the market for LPs. With the major labels focusing on the LP, Tollie was able to enter the market at a lower cost and in types of product. With distributors, the talk was of expansion into the National Dairy market at a later date. Tollie also owns the rights to the CTC's rules as a prime reason.

A Colpix Records new management team faces the challenge of launching the label and its impact this year with optimism. Ben Hurwitz, general manager of the company, will deal with every area of repertoire while building a catalog slowly and meticulously.

"We will make a strong attempt to approach the record industry on a sound, practical basis," he said. The Colpix operation, which includes the Dimension and R&B subdivisions, comes to the business practices unusual for record industry. Hurwitz noted. He called the industry a strengthening business, citing the "crux of the matter is that the product is as universal as razor blades and razors."

In the children's field. Jimmy Johnson, president of Walt Disney music operations, said his company will emphasize a number of ways to increase in business this year. Last year, Disney record sales shot up 25 per cent over 1963, he pointed out.

In the jazz field, Dick Bock, World Pacific's president, foresees a year for his company and jazz itself. He noted the increased jazz activity of Mercury and Capitol. Bock's major aim will be to increase the company's catalog through his Aura R&B line which headlines Sonny Knight. He forecast good sales for his LP catalog.

In the custom pressing field, Mike Coolidge, Columbia's Western manager, predicted 1965 as a good year for his end of the business. Based on the number of phonographs sold during Christmas, there should be enough new record customers to affect "our business," he said. Coolidge estimated a 10 per cent jump in custom activity here. By Herbert Wright-Reepe are the labels that will grow," he said, in reference to some of his accounts. The days of the quick custom job are over. The industry will attempt to put Coolidge noted, because costs are prohibitive, leaving only the financially able independents as custom clients.

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Each Big, Fast-Reading Weekly issue brings you National and International Country News in special country music section... complete top country charts... 20 top-selling country albums... special features, with the Color of Country Music... and "Country Music Corner." Subscribe Now!

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**Chi Aglow Over 1964; Herald 1965**

*Continued from page 1*

turer, distributor, rack, jobber, one-door has been dull and nonexistent. We had problems were cited, but they were almost lost in the over-all aura of bullishness.

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Mercury Plans

Green said his own company's activities would be marked by: Increased activity in the jazz and R&B fields, and the release of new Limelight and Blue Rock labels respectively, expansion into the country field, and increased word field sales, increased emphasis on the "Chess of the Year" program whereby product is shipped to dealers direct from the factory. This year will bring greater effort in the area of music where the firm is located.

Mercury Records... will be devoted to the entire entertainment industry.

**Juke Product Growls**

LaPalm predicted an even better 1965, despite the fact that Chess has set a new high for the best music of the year. This year.' Green, he cited increased phonograph sales as a prime indicator. He also said that people were tired of just listening to radio for juke, and many were beginning to supplement their enjoyment with their own records and their own phonographs.

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BACK TO BACK HITS BY
AL MARTINO

MY HEART SHOULD KNOW
Al's had six previous hits, and here's lucky No. 7, sung in that casual country style Martino has mastered so beautifully!

b/w
HUSH....HUSH, SWEET CHARLOTTE

The title song from the 20th Century Fox film. Whether the song wins an academy award or not, the film will give it plenty of publicity – and sales!

Both sides are certain to get instant air play on Top 40 and Good Music programming!

Capitol 5341
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A LITTLE OVER 1 YEAR OLD AND
A BIG #9th TOP PUBLISHER IN ’64*
Thanks, Artists, Deejays, Record Companies, Songwriters and all others for making it possible . . .
WATCH US IN ’65 WITH THESE POP HITS!
"THE NAME GAME"
SHIRLEY ELLIS
Congress
"THE MAN"
LORNE GREENE
RCA Victor
"YA GOTTA BELIEVE ME"
THE YOUNGER BROTHERS
Scepter
"TELL HER NO" & "LEAVE ME BE"
THE ZOMBIES
Parrot
"HERE SHE COMES"
DUSTY SPRINGFIELD
Phils
"BUSY LINE"
THE LOLLIPOPS
RCA Victor
"THINKING OF YOU"
THE RAMBLETTES
Decca
"SWEET SWEET JUDY"
DAVID HOUSTON
Epic
"WHIRLPOOL (OF YOUR LOVE)"
CLAUDE KING
Columbia
"WHY CAN’T YOU FEEL SORRY FOR ME"
CARL SMITH
Columbia
"IT’S ALL OVER NOW"
MERLE KILGORE
Epic

* BILLBOARD’S WHO’S WHO IN THE WORLD OF MUSIC TOP PUBLISHERS-1964
** BILLBOARD’S WORLD OF COUNTRY MUSIC-1964

WE’RE #8 FOR ’64 IN COUNTRY MUSIC!

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London RECORDS

TOP LP's

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MONO LL 3412

Wallop and Warmth in Phase 4 Stereo

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MONO LL 3400

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MONO LL 3408

EVErything I've Got honor blackman

Coliseum-Mono D 41000

Coliseum-Stereo DS 51000

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ACROSS-THE-BOARD SPOTLIGHTS

Singles With Top 30 Chart Potential Suitable for Most Radio Station Formats.

AL MARTINO — MY HEART WOULD KNOW (Rose, BMI) (2:27)—Beautiful commercial performance of the great Hank Williams ballad. In the vein of Al’s recent hits, this one will follow suit and fits all types of programming. Flip: “Hush, Hush, Sweet Charlotte” (Miller, ASCAP) (2:05).

TRINI LOPEZ—LEMON TREE (Boulder, ASCAP) (2:50)—PRETTY EYES (South Mountain, BMI) (2:45)—It all began for Trini with his interpretation of the Peter, Paul and Mary hit, “If I Had a Hammer.” Now he takes their first hit, “Lemon Tree,” and with his own distinctive style and rhythm comes up with a powerhouse of a hit sound. Flip side is a change of pace. A familiar melody and good lyric combine to make this an equally strong sales item.

THE BUTTERFLYS—I WONDER (Tribo, BMI) (2:54)—Slow, driving dance beat in the background and strong vocal makes this a hot chart contender! Flip: “Gee Baby Gee” (Tribo, BMI) (2:58).

AL HIRT—FANCY PANTS (Acuff-Rose, BMI) (1:55)—Destined for fast chart action. This one, written by Floyd Cramer, has all the hit ingredients of the past Al Hirt successes and more! Flip: “Star Dust” (Mills, ASCAP) (2:53).

THE VENTURES — DIAMOND HEAD (Electron, BMI) (2:01)—Fast-paced rocker that never lets up from start to finish. Chalk up another chart item for the “Run, Don’t Walk” group! Flip: “Lonely Girl” (Debo, BMI) (1:57).

REVIEWED THIS WEEK, 47—LAST WEEK, 69

NO GUEST PANELIST THIS WEEK BECAUSE OF HOLIDAY

Each week a program director and/or deejay is invited to sit-in and help Billboard’s Review Panel select Spotlight. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-phone hook-up. An opportunity is also given the panel to publicize his own or station’s “Pick of the Week.”

FREDDIE SCOTT—LONELY MAN (Corpo, BMI) (2:35)—Good teen material, well performed and arranged. Watch this one—it has definite top of the chart potential. Flip: “I’ll Try Again” (Blackwood, BMI) (2:25).

Columbia 43199

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

FOUR SEASONS—Never on Sunday (Uta Loe, BMI), YEE JAY 439

SUSAN WAYNE—You Don’t Do What I Say (Potterstone, BMI) (2:15), COLUMBIA 41348

SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard’s Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlights only. No listing is printed on records receiving a 2 Star rating or under.

HOT POP SPOTLIGHTS

Singles with Top 30 chart potential suitable primarily for contemporary music formats. (Positions 1 through 50.)

RHYTHM & BLUES

BILL DOGGETT—Blood Pressure (J & C, BMI) (2:26), KING 2957

HANK BALLARD—Watch What I Tell You (Fascio, BMI) (2:35), KING 2963

COUNTRY & WESTERN

SLIM WHITMAN—Virginia (Gallion, BMI) (2:45), IMPERIAL 6677

BOB ATCHER—Old Fiddler Joe (Blackwood, BMI) (2:30), COLUMBIA 43173

MIDDLE ROAD

EVDIE GORME—The Moon and the Stars and a Little Bit of Wine (Novak, BMI) (2:35), COLUMBIA 43173

SAM FLETCHER—Who Can I Turn To? (Musical Comedy, BMI) YEE JAY 640

PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 30 chart potential.

MIDDLE ROAD SPOTLIGHTS

PETER, PAUL AND MARY—MONDAY MORNING (Pepamar, ASCAP) (3:16)—FOR LOVING ME (Winansark, ASCAP) (2:07)—Plaintive, well-performed tale about a young gal’s mixed emotions about her wedding. With careful listening and air exposure this has tremendous sales appeal. The flip side is a rhythmic story of a do-bad who tells his love, “I Told You So!” Performance makes this side a sales contender. Warner Bros. 4596

SHIRLEY Mac-LAINE—JOHN GOLDFARB, PLEASE (Hastings, BMI) (2:00)—Catchy arrangement makes this a possible novelty sales contender. Taken from the controversial film of the same name, the star adds her voice in the form of requests for John to return! Flip: “Moo Goo Gai Pan” (Marks, BMI) (2:01), 20th Century-Fox 558

COUNTRY & WESTERN SPOTLIGHTS

CONNIE SMITH—THEN AND ONLY THEN (Moss Rose, BMI) (2:30)—TINY BLUE TRANSISTOR RADIO—Currently the No. 1 best selling single artist in the c.d.w field, Connie comes up with another equally powerful ballad written by talented Bill Anderson. History will repeat itself as this one climbs the charts. Flip side, also written by Anderson, has more teen appeal and has definite pop chart possibilities. RCA Victor 4894

MARTY ROBBINS—A WHOLE LOT EASIER (Mariposa, BMI) (2:02)—Familiar expression, “Lot easier said than done,” is basic for this fine Robbins material. In one word, “Hit!” Flip: “I’m A Fish Out Of Water” (Mariposa, BMI) (2:28), Columbia 23196

HANK THOMPSON—IM GONNA PRACTICE (Brazos Valley, BMI) (2:30)—Spiritual songs are combined by Thompson to give the kind of performance to put it right on the best seller charts. Flip: “Life’s Sweetest Moment” (Brazos Valley, BMI) (2:37), Capitol 5344

HANK SNOW—THE WISHING WELL (Jasper-Star, BMI) (2:38)—Infectious melody and lyric, catchy backing plus the fine performance of Hank are the ingredients of a hit. Flip: “Human” (4-Star Sales, BMI) (1:50), RCA Victor 4388

TOMMY COLLINS—ALL OF THE MONKEYS (Melody, BMI) (2:00)—Clever novelty written by Tommy with a lyric fitting today’s happenings, including the Beatles. Flip: “Don’t Let Me Stand In Your Footsteps” (Central Songs, BMI) (2:40), Capitol 5345

Album Reviews on Page 40

RHYTHM & BLUES SPOTLIGHTS

JIMMY REED—A NEW LEAF (Conrad, BMI) (2:45)—Driving dance beat and strong vocal on an original composition. Should be watched as a pop potential as well. Flip: “I Wanna Be Loved” (Conrad, BMI) (2:16), Vee Jay 642

BILLBOARD, January 9, 1965
ARE YOU IN WITH THE “IN” SALES

THE BIGGEST BREAKING RECORD ON THE MARKET TODAY!

WRITTEN BY BILLY PACE

PIEC cs AND PLAYS ON STATIONS COAST-TO-COAST!

PICKS ON ALL MAJOR MUSIC CORRESPONDENCE SHEETS!

Dobie Gray

THE “IN” CROWD

CHARGER #105

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Charger Records, Inc.

411 Hollywood Blvd.
Hollywood, Calif. 90028

A DIVISION OF CRUSADER RECORDS, INC.

P.S. Thanks to all you D.J.'s-P.D.'s—Record Librarians and all others who helped get this Record Across.

HARRY MASELOW
President, CRUSADER-CHARGER Records
NEW YEAR VICTOR

The best of TITO PUENTE

The Latin American dance king plays “Ran-Kan-Kan,” “Tito Timbero,” “Tea for Two,” “La Ole Marina,” “Ananana,” “Cuero Pe- lao” and 6 more hits.

LPM/LSP-2974

The best of GEORGE BEVERLY SHEA

George Beverly Shea enriches every song with his own special style. Here he does “Deep River,” “Sweet Hour of Prayer,” “Bless This House.” 9 more. LPM/LSP-2912

THE WOMENFOLK at the hungry i

“Live” from the club that makes big stars and top sellers. “Jane Jane,” “Georgia Road,” “Never Wed An Old Man,” “Ballad of Murder,” 8 more big hits. LPM/LSP-2991

NEW ALBUMS

IN RCA VICTOR’S VINTAGE SERIES

A collection from the years 32 to 41 featuring famous sidemen. The tunes include “Moskhet Ramble,” “Save It, Pretty Mama,” “Sheik of Araby” and 13 others. LP/10


FRANKIE RANDALL

SINGS & SWINGS

Arranged and Conducted by Percy Faith

First album that ties in with their concert tours. “Samson,” “Little Boy Lost,” “How Many Times,” “Till I Know,” “Don’t You Wanna Be Saved.” 7 more. LPM/LSP-2989

THE BEST OF

THE STATESMEN QUARTET

THE BEST OF

THE LEGENDARY

JIMMIE RODGERS

A group with a loyal army of fans whose albums are consistent best-sellers. “I Shall Not Be Moved,” “Surely I Will, Lord,” and a medley of sacred songs. LPM/LSP-2933


Della Reese

moody


LPM/LSP-2514

THE BLUE GRASS STORY

PORTER WAGONER


The legendary Jimmie Rodgers is heard here in 12 collector’s items! “Any Old Time,” “Mule Skinner Blues,” “Blue Yodel No. 1” and “Daddy and Home.” LPM/LSP-1316(e)

THE GREAT RAGTIME HAWKS

The great Jazz Age pioneers in 16 pace-setting performances circa 1928. Includes “Darktown Strutters Ball,” “High Fever,” “Rodeos” and “Wabash Blues.” LPV-S31

www.americanradiohistory.com
finance this will represent about $8 million in worth of business, of which more than $9 million can be credited to records expanded.

Breaking these figures down, LPs—a figure often cited, a weak point for the British industry—have shown an upsurge, with sales increased by nearly 40 per cent. While the demand for 78-rpm singles continued correspondingly, 45's make up for this with an estimated 28 per cent rise.

There is every indication that the British market is far from saturated, and that record sales can be maintained in 1964 with manufacturers sharing $100 million in the record business.

But the dangers are all too obvious. The Government's ban on resale price maintenance from the wholesale to the retailer, for example, applied for exemption could mean the advent of records being used as a device to sell other products. With the record traders, manufacturers could be drawn into a price-cutting war, reducing the wholesale price of the product to attract buyers and narrowing the profit margin on records sold. This could be uncomfortable for this current buoyant trade.

Several British chain stores have already shown their eagerness to cut retail prices in anticipation of the Government's legislation, only to find that several manufacturers shared $100 million in the record business.

The forecast is for "more of the same" but that no dramatic developments are expected or seem likely.

Impact of the European Common Market has yet to be felt by the disk trade, and will not be felt in 1965. It will probably be 1967 before the full impact of the trading community now being created is registered.

Meanwhile, the industry continues to analyze the influence of the trade superpower on the operations of national diskeries. While in theory the Common Market aims at turning Europe into a U. S.-style single economic community, in practice linguistic and ethnic considerations will prevent the disk trade from turning into a U. S.-style single gigantic market.

The less ebullient German trade figures complain of "stag-nation," pointing to the nearly static market conditions. The market has been expanding since 1964, when impressive growth rates were set. The figures showed the market growing 27 per cent in 1964, 25 per cent in 1965.

Germany has the German music industry—now a billion dollar business—where a lot of the world's best music is produced. The industry is looking for a way to expand into other markets. Europe is a large market, but it is difficult to break into. The German music industry has been trying to break into the United States for years, but has had limited success.

Casella, the well-known German record company, has been trying to break into the United States market for years. They have had some success, but it has been limited. The company has had a steady increase in sales in the United States, but it has not been enough to make a significant impact.

The German music industry is looking for ways to expand its market. They are looking at other countries, but Europe is the largest market. The industry is trying to break into the United States market, but it is difficult. The company has had some success, but it has not been enough to make a significant impact.
EXTEND SEASON'S GREETINGS TO THE 1,412 RADIO STATIONS THAT ARE CURRENTLY PLAYING "LAUGH LAUGH" B/W "STILL IN LOVE WITH YOU BABY" (AUTUMN #8). THINGS ARE GOING SO WELL THAT WE EVEN FORGIVE THE FOUR STATIONS THAT AREN'T PLAYING IT. IF YOU ALL WILL GIVE IT A LITTLE EXTRA PUSH WE FEEL SURE WE HAVE A TOP TWO RECORD.
Canada Firms Look to Making Impact on National, Int'l Marts

By KIT MORGAN

TORONTO - "Bop the world, we want to get out," just about sums up the spirit of 1965 within the record industry in Canada. Enthusiasm and optimism and a feeling the time is ripe for something bigger and better are the key notes for 1965 from both giants and from many of the smaller independent companies, promising that this will be the breakthrough year for which Canadian records will make their first strong impact on the national and overseas markets.

However, the record business in Canada has been primarily a manufacturing and distributing industry and in the same year in which Canadian records will make their first strong impact on the national and overseas markets.

Last year was a record year for the industry in general and for most individual companies.

The Dominion Bureau of Statistics figures show that Canadian record sales in Canada at wholesale price (about 62 per cent of the retail, giving a total of $110 million) increased by 5.8 per cent in the first 10 months of 1964, a rate of increase which was the same as in 1963. DBS reports include only records manufactured in Canada, but are the most accurate figures available.

The Division of the RCA Victor Company of Canada reported sales of $7,431,500 for 1965, a 15 per cent increase in sales this year over 1964 which was the biggest year in its history.

Columbia Records of Canada has just wound up the best year in its 10 years and anticipates another good year with an over-all increase in business of at least 15 per cent, according to the district vice-president and managing director, see three factors contributing to this happy state.

"Capital expenditures have been made at a higher level and should continue; good, at least for the first half of 1965," he says. "RCA increasingly believe the over-all Canadian industry has been kept at a fairly constant level. Consumer credit did not expand a great deal in 1964, and this could be the one spot in our economy, inasmuch as it has expanded at a greater rate than the consumer who has in his family it certainly not out of bounds if it government reports are correct.

Of the independent Canadian record companies dealing solely in Canadian product, Rodeo Records is one of the oldest and largest. This year it has an active LP catalog of 400 albums on its Rodeo International label, in all countries and distribution of the cream of the crop from abroad on its Dixieland and Canada-International label.

Some companies have charted their course in the past production this year and others will play in 1965, but majors and independents are unanimous in stepping up the production of Canadian artists and Canadian songs.

The dream of every record manufacturer in Canada is to produce a hit record," says R. A. Chisholm, general manager of the Compo Company Ltd., which has just released the biggest LP in its history.

"A tight organization and aggressive methods of distribution and promotion" also contributed to the sale of CBS during the last year," according to Manuel Villanueva, vice-president of Columbia Records in charge of Latin American operations. "Our top overseas and in Mexico, the most prosperous company in Latin America."

Stevie Ray, which has the success (Continued on page 20)

LP's Factor in Dutch Gains

By RAYMOND DOBEE

AMSTERDAM—Dutch music record companies can look back on an excellent and successful year, with again increased sales for 1965. The year 1965, the prosperity of 1964, is going on in much the same way as in 1964, although only a small fraction of the sales are coming from the year 1965.

Several managers of record companies, stated that they were fully satisfied with the results of the past year and looking forward to good times in the future. To quote a few: Mrs. L. van Bart of Polydor Netherland N.V. "We are all looking forward to a better and higher percentage of the Dutch record market than ever." C. A. Achterhuis of Vevema said, "We are sticking to the same line as before, and are counting on a higher percentage of the Dutch record market than ever before."

The record business in the Netherlands is facing a unique problem in connection with the situation of the Dutch dollar, which has fallen sharply in value. Many record companies are facing a difficult situation with their foreign markets.

In the past few years year, the number of record sales has increased rapidly, with a corresponding increase in the number of new products being released. The Dutch music market is one of the most important in the world, and many record companies are looking to the Netherlands as a key market for their products.

Companies in Spain Forecast Good Year

By RAUL MATAS

MADRID — Spain's 1965 forecast for the record industry is excellent. Four million tons of music, including 50,000,000 LP's, are now worth $200 million dollars into the country. All companies feel that growing standards made 1964 a good year for record sales.

In the few weeks, "Vamos a la cama" (Let's Go to Bed), a children's novel by Leona Areta, and "Tonite Rose Jr." have sold more than 10,000 copies, and "Tendencias," an unprecedented figure in so little time.

Juke Boxes

Sinfonolas (juke boxes) are having a warm reception all over the country. It is said that more than 5,000 are are in the country with many more to come. Compared with the extra large, press singles, which are almost new here. Most of the record companies had stressed LP's and LP's. LP's are also becoming more important.

Manufacturing of less expensive models is now contributing to a growing and important business.

New record shops with hi-fi stereo and other features of the new shop for the season, while radio and television use music programs. PALIQ Pelai, Alberto Marti, and Luis A. Mansilla are among the best-known jazzmen in Spain.

U. K. Enjoyes Affluence; Forecast 1965

Continued from page 16

a situation while the power re- mains theirs to do.

Already the kind of outlet for gramophone records is chang- ing. Long-established shops are having a hard time with risks which spring up overnight on main street corners and exist only until there is something new by selling the few hot records they have the accommoda- tion to stock.

Record clubs continue to ex- quisite in Britain and their incomes have now greatly increased. The number of record clubs is growing faster than the retailers. There is a specific demand for this kind of service in the market.

The most successful record club that has appeared is the "Ready Steady Go," the BBC's "Juke Box Jury" and ABC's "The Mechanical Stars" score high ratings for companies and the large increase on the BBC's has drawn the BBC's audience to this genre, particularly late at night.

Manufacturers have been alarmed at the rapid launching of pirate radio station ships around Britain's shores which, they maintain, are trying to overstep their product. This has caused a great deal of nation and the industry busi- nessmen fear that too much progress and development can reduce the product's value.

Last year was the year of the "Teen Age" when the like Andrew Oldham, Mickie Most and Joe Meek have been turning out chart hits by artists like the Rolling Stones, Marianne Faithfull, the Searchers, the Nashville Teens, Herman's Hermits and the Honeycombs. From the British point of view, this trend has not seen the over- developments of many new companies which are producing in Britain is almost bound to go to one of the four major outlets to get their record properly promoted and distributed. Therefore the need to be favoring the independent producer and offering suffi- cient support to encourage them from pioneering and doing work which could harm the industry as a whole.

So the British industry is an affluent one and which offers great opportunities for progress and development. It would be foolish for anyone to think that dangers do not

BILLBOARD, January 9, 1965
A rollicking original Broadway cast album is bouncing your way from Mercury. The album has the hilarious Buddy Hackett humor, the marvelous Richard Kiley, and the wealth of toe-tapping, heart-warming songs by the smash team of Jack Lawrence and Stan Freeman. Have a ball, Mr. Record Man.

"I HAD A BALL is a rowdy, raucous, unbuttoned musical, the old-fashion kind whose only message is laughter. Buddy Hackett's fiesta is for you! Pure golden nonsense" - Lewis Cue Magazine.

"BUDDY HACKETT spirals hilariously pompous phrases out of the screwed-down right corner of his mouth with superbly funny lines. The laughter just bursts forth... I almost collapsed in hysteria" - NADEL, World-Tel.

"RICHARD KILEY never has been better" - NADEL, World-Tel.
Canada firms look to making impact on national, int'l markets

Continued from page 18

PETER AND GORDON, Capitol Re-
cording artists from Britain, ar-
ravingly performed for the sec-
tion next year. They'll also appear on ABC-TV's "ABC's Weekly,"

Spanish firms

Continued from page 18

their most important markets—in this side of the world.

Tapes

Tape recorders are still lux-
ary items in Britain. How-
 Ingra has reached interna-
tional quality, while Italian-
produced machines range
from $50 to $100.

Favorites

Favorite record of 1964 among
listeners of "Discomania"—the
oldest disk jockey show in
the world—"Please My Baby," recorded by Les Sur-

Japan expands at hot pace

Continued from page 16

More of same in Bonn

Continued from page 16

German record retailing. Under the
ounce of discount-house price-cutting, radio
has been shrinking, and small shops
have been giving way to larger "supermarkets,"

Record clubs are likely to be
more important now. Growth with the
German radio-TV publication "Freunde
Zur Musik" is now starting, which
lists a catalog of Mexican artists for world-
wide distribution.

The young Alexander Rumpf,
who has studied under Karajan,
is associate conductor of NHK
Symphony Orchestra, which is a top-ranking organi-

and further, the label's rep-resenta-
tion of MGM and Verge logos acquired last autumn will
now be business with its ex-
tensive lines of classical, popular and jazz. It released
its first batch of MGM and Verge disks Dec. 1 by import-
ing "The Four Seasons" from the U.S., because processing from imported mother tapes requires considerable labor. Particularly, however, regular pressing from mother
tapes will begin in January at its plant to replace finished
recordings imported.

Johnny Tillotson and Diana
Reynolds are currently featured in the pop category.

The prolific tenor, Renato
"Nino" Sarti, is performing here.

Alfred Hause and his orches-
tra, whose three albums have made
Elektra, are arriving in January for one-
month concert tour.

S. Asawa, director in charge of the Rodhia Records adver-
sate, said the label could register in best year in its
history in 1964. Toshiba gave every possible exposure to the

Canada Decca Artists

In Runaway Survey

By CHRIS HUTCHINS

LONDON—A survey of the
British Top 30 chart of 1964 has
revealed a few surprises: Bas-
ket, the Beatles, the Rolling Stones and<br>
Gerry and the Pacemakers who
are a chart-topper for the sec-
tion next year. They'll also appear on ABC-TV's "ABC's Weekly."

The Beatles, of course,

Last year's runner-up, Cliff
Richard, slipped to No. 7.

Jim Reeves—who has never
goan to No. 1 in Britain—

ing to its artists and fourth and five places going to Ameri-
can artists whose material record-
tapes, Decca scooped the board.

Pye had its Searchers in sixth
position and, in addition to the Beatles (I), EMI had Nos. 7, 8, 9, 10, and 11 in Manfred Mann, Cilla Black and the Hollies, respectively.

Two successful singles win-
toward local product is emphasized by the poll, which represents
sentation in the year's leading
20 artists.

Prosperity in Mexico

Stars shine for the year

Continued from page 18

the last year of a small company. Gamma (an affiliated company of the same label with a wide international repertoire) backed the album, which
was released by the U.S. parent company.

Musart had a very good year in 1965. The Beatles and the only company which maintained its prestige, Gamma, recorded "Gambler," says Eduardo L. Bapti-
tista, president of Musart distribu-
tors of Emi and Polydor.

"We are not interested merely in prestige and chart positions in quality and profits. The market is growing and we are growing with it.

The youngest company, Dusa (DGP-Phillips), had an excel-
le to the record business. The Thai firms are now starting to make up a catalog of Mexican artists for world-
wide distribution.

Bundesverband der Phono-
graphischen Wirtschaft, e.V.,
discount music trading as-

Japan's expansion is at its highest rate in Europe, increasing at a slightly steadier pace than actually, and music-taping clubs have elevated the disk零售 heads of the national pastime.

The tape market, which is expected to grow in 1965 and pose an important problem. The magnitude of the problem is also reflected in the number of GEMA, the performing rights society, to press the pay-
ment of private music taping royalties.

Millions, near Kehl, BASF, major German producer of magnetic recording tape, is building its fifth tape production plant. The new Kehl plant will be the biggest of the BASF's five plants, and a large part of its production will go to the private tape makers.
BAVARIA

This Week
1. I SHOULD HAVE KNOWN BETTER—Beatles (London)
2. DO WARRIED DIDDY—Call (Glen Matlock & the Rattlesnakes)
3. PRETTY WOMAN—Roy Orbison (London)
4. THE HOOD—John Denver (London)
5. THE NIGHT—Kojoy (ASA)
6. CAMERON—Mary Hopkin (London)
7. WALK AWAY—Matt Munro (Parlophone)
8. CARRY ME Back TO THE NIGHT—Kojoy (ASA)
9. SHOULD I BE SHY—Shirley Bassey (London)
10. MRS. MELLES PARTY—Middles—Mrs Middles (Arts Music)

HUNGARY

This Week
1. OLD WOLF—A MEZO GRUPPO—Green Fields (Quality Band 100% Gold)
2. LOSE YOUR—Dusty Springfield (Springfield Music)
3. LEAVING—Cliff Richard (London)
4. LA BELLEuffs—Mirabeau (Edito)
5. I'M LION—Richard Darbois (Fontana)
6. KARUSCHER—Paul Kuhn (Electrola)
7. AGED IN THE—Meister vom Missionsfeld (Edito)
8. WHERE THE WIND SINGS—Supremo (Liberty)

MEXICO

This Week
1. I LOSE HER—Sancho Latipey (CBS)
2. POLLERA COLORA—Myriam (Cumbia)
3. DADDY—Diego Elizondo (Cumbia)
4. TERROR EN EL HOGAR—Blue Winter (Cumbia)
5. CANTATOS—Leo Don (CBS)
6. PRETTY WOMAN—Roy Orbison (London)
7. DAS DORF—Martha (Golden)
8. SHA NA NA—Mambo Musicians (Golden)
9. SHE'S NOT THERE—Zombies
10. TELL ME—Rolling Stones (Decca)

SWITZERLAND

This Week
1. DO, DU GEHT VORHER—Orso (CBS)
2. A HARD DAYS NIGHT—The Beatles (Parlophone)
3. SACHS KOMMT VOM—Korda (Philips)
4. WILDE BLUES—Becky Brown (Parlophone)
5. I'M GOING TO—Matt Monro (Parlophone)
6. EVERYBODY DO THE—if you're happy (Philips)
7. I CAN'T HELP IT—Marc & Paul (CBS)
8. WONE COMMITS-—Donnie and Marie (CBS)
9. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
10. ALL MY LOVIN'—Johnnie & Janette (Philips)
11. FUN, FUN, FUN—Beach Boys (Capitol)

ITALY

This Week
1. I'M DOWNTOWN—Terry-Go-Go (Weathervane)
2. I'M GONNA—Minderbenders
3. THERE'S A HEARTACHE—Birgitte (CBS)
4. THE PEP—Birgitte (CBS)
5. DOWN CAME THE RAIN—Birgitte (CBS)
6. BEATLES FOR SALE—Birgitte (CBS)

PHILIPPINES

This Week
1. I'M GONNA—Minderbenders
2. I'M DOWNTOWN—Terry-Go-Go (Weathervane)
3. NOW OR NEVER—Minderbenders
4. THERE'S A HEARTACHE—Birgitte (CBS)
5. THE PEP—Birgitte (CBS)
6. DOWN CAME THE RAIN—Birgitte (CBS)
7. BEATLES FOR SALE—Birgitte (CBS)

REPUBLIC OF JAPAN

This Week
1. I'M MY DARLING—The Beatles (Parlophone)
2. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
3. ALL MY LOVIN'—Johnnie & Janette (Philips)
4. FUN, FUN, FUN—Beach Boys (Capitol)
5. ALL MY LOVIN'—Johnnie & Janette (Philips)
6. LOVE, LOVE, LOVE—The Beatles (Parlophone)
7. ALL I WANT TO DO IS LOVE—Mambo Musicians (Golden)
8. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
9. ALL AGENT—I THINK I'M IN LOVE—Mambo Musicians (Golden)
10. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)

SINGAPORE

This Week
1. I'M GONNA—Minderbenders
2. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
3. ALL MY LOVIN'—Johnnie & Janette (Philips)
4. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
5. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)
6. I'M NOT THE ONE THAT LOVES YOU—Guy Lafitte (Columbia)

SOUTH AFRICA

This Week
1. I'M NOT THE ONE THAT LOVES YOU—BARRY ——BARRY (RCA)

Italy Has Ups And Downs

* Continued from page 10

millions in sales with 1,300,000, Paul Anka's "Ogni Volta," also hit a million, while "Gigliola" by Gigi D'Alessio, the new comer who won both San Remo and the Eurovision event at Copenhagen, came close with "Non Ho L'Eta Per Amarti."

From Italy Riccardo Drudi spurred the drive to find new-comers, already given imprint the first half of the year, by successes of Rita Pavone and Dino Saluzzi, both of whose origins were foreign. At a result of this search more than 1,300 songs were recorded during 1964. Invest in these promotions, most of which failed, affected many of the diskettes at a time when a business recession hit Italy and the future was for all luxuries.

The greatest hope of the record industry in Italian TV, whose two channels are controlled by Rai with the programs in prime time devoted to pop songs and pop artists. Rai's future, however, and long record competitions with little success, have to stiff stile festivals which have had the greatest influence on record sales. Rai's estimated record sales has been "Dream Fair,"enson to "Hitchcock," and more recently an American, which Rai has taken off the air. The show will return to films and top artists are lining up top artists for viewers.

Weatherfare for 1965 will be the San Remo Festival Jan. 28-30, at which 37 artists have 52 voices, half of them foreigners, with 7 artists being picked to up in the new year, it will depend largely on the re-recording and to the recently revived show.

January 9, 1965, BILLBOARD
"No Beer in Heaven" by Li'l Wally

Say You Saw It in Billboard

A SMASH HIT!

FROM LP #1079 by Li'l Wally

JAY JAY RECORD CO.

2452 So. Kedzie
Chicago 23, III.
JOHN DAVIDSON
WILL BE A STAR!

and this is the album that launches him...

"There is no question in my mind but that John Davidson will be a star."
—David Merrick

Going for him are—

★ a young, warm, exciting voice (in the growing tradition of the top-selling male singing stars of today)

★ great visual appeal (in the age-old tradition of a young man all the girls love to look at)

★ a vast pre-sold following (13 million TV viewers have seen and heard him on "The Entertainers" each week for the past 13—and will be seeing him weekly all Spring)

John Davidson will be a star!

...and as Carol Burnett says: "wait'll you hear him sing!!"

Colpix Records, 1347 North Cahuenga Boulevard, Hollywood, California 90028
Europe to entertain American troops. He said he will miss "crying down a little last year, but the boys wanted me to come back, and it was the most fun I have ever had." Other veteran members of the troupe, like sidekick comic and guitarist Pete (Osvald) Kirby and singer (who has been with Acuff for 28 years and missed only two shows), confirmed: "We got rest- less any way at home, but the members of the cast are Jimmy Riddle, piano and harmonica; guitarist-bassist Gene Martin; Benny Martin, guitar, fiddle and bass; all country musicians. Jimmy Fox; electric guitarist Harold (Shot) Jackson, and singer June Starns.

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Billboard's 2nd Annual MAGAZINE EDITION OF

THE WORLD OF COUNTRY MUSIC

179 pages of exciting and colorful new stories and photographs of the nation's leading country artists—including special features on:

- The Grand Ole Opry
- The banjo's new rise in popularity
- The Jimmy Dean TV Show
- Nashville—the new world recording center
- Listings of 1964's top country music recordings

AND... Special article on the influence of country music abroad—by Jim Reeves—a story received by Billboard the day before his untimely death. This exclusive $1.50, 11	country music edition is ready to be sent to you now.

ONLY $2.00 per copy. Order Now!

---

C&W Unit To Far East

NASVILLE—A group of Nashville musicians left last week on an 18-day tour of the Far East to entertain American troops.

The tour, organized and sponsored by Bill Justice, Nashville record producer and artist, will cover Japan, Korea and Okinowa.

Tour participants included Jack Johnson, tour director; Ronnie Day, leader of the Daytonas; Marjorie Wilkin, one of Nashville's most successful songwriters and leader of the Marjorie Singers; Karen Kelly, Monument Records artist; and Sue York, Mercury recording artist.
Richardson
In a Switch; Reps Medico

SPRINGFIELD, Mo.—With a "staging surgeon" as his client, veteran country music publicist Don Richardson has returned to the talent ballyhoo war. The resourceful plugger, who fronts for Red Foley and "Ozark Jubilee" throughout that show's six-year run on ABC-TV, remained here, when the talent migrated to Nashville at the series end, helping build an 1850 mining village from an annual tourist attendance of 100,000 to this season's three-quarters of a million.

Richardson has added to his source-promotion chores the exploitation of a Springfield medical possession formidable talents as a writer and performer of satire based on his profession and its patients. The 41-year-old chiropractor, Dr. Jim Brown, is a younger brother of Charlie and Bill Brown, whose Brown radio productions of the late '40s and early '50s was first to successfully syndicate the Nashville musical product, noted for beginning Eddy Arnold's long-term relationship with Prima Malls.

Dr. Brown's appearances on television and radio and his newspaper interviews in major markets of the Midwest are designed to promote three "Medical Hit Parade" albums recorded by the surgeon-showman and five of his Ozark colleagues. A totally nonprofit undertaking, sponsored by the Greene County (Mo.) Medical Society's Scholarship Foundation, all proceeds to benefit the education of 31 deserving young doctors-to-be, enrolled at six colleges of medicine in four States. About $65,000 has been raised to date, according to Richardson.

The physician-performer is a personal appearance "act" too. Recent dates have taken Dr. Brown before 40 national and large regional convention banquets.

What better raw material could a publicity man ask for than a doctor who writes gag more frequently than prescriptions and gives "tick" hunters a refreshing new meaning.

C&W Tape Series
Set for Canada

NASHVILLE—Bill Hudson, who heads a public relations firm here, last week announced that his company's c&w tape series, "Country Music Reports," will be distributed throughout Canada by General Productions Services of Toronto.

Hudson said the series is currently running on several radio stations in the U. S. It is produced each week in Nashville and features top names of the country music field.

Luke Decker Dies

LOUISVILLE—Luke Decker, 64, leader of a country music group billed as Lonesome Luke and the Farm Boys during the late '20s and early '30s, and a regular on several Louisville stations many years ago, died recently at the home of his daughter here. Surviving, besides his daughter, Mrs. Arte Shain, is his widow, Hallei Mae Hall, and five grandchildren.

Judy Lynn Is Honored

PHOENIX, Ariz.—C&W artist Judy Lynn is due here Jan. 9 to receive two Pioneer Awards as determined by judges of the International Western Market, with headquarters here. Presentation will be made at the Kama- da Inn here.

One award names Miss Lynn "The Best-Dressed Female Western Music and/or Recording Personality," and the other tabls her as "The Best Western Female Vocalist for 1964."

Miss Lynn will be one of the headliners featured at the San Antonio Livestock Exposition and Rodeo Feb. 12-21. Prior to that, she plays the Southwestern Exposition & Rodeo in Fort Worth Jan. 29-Feb. 7.

Neal Has Stringbean

NASHVILLE—Dave Alke, known professionally as Stringbean, has been signed for exclusive representation by the Bob Neal Agency, it was announced here last week. Stringbean, who has been a member of the "Grand Ole Opry" for 25 years, is set for several TV shows during the upcoming months.

THE CHILDREN'S RECORD MARKET

PATHWAY TO PROFIT

"All-Time Best-Seller Chat" of Children's Records

Complete Retail Dealer Inventory Check-List of Children's Product

Market Data Report Growth of Children's Market Dollar Volume Projected Forecast

New Horizons in the Children's Field

AD DEADLINE JANUARY 20

A GIANT SPECIAL SECTION IN THE JANUARY 30 ISSUE OF BILLBOARD

DON'T LET IT GET AWAY!

Call Billboard Today
**Talkathon on L. A. Radio**

HOLLYWOOD—Where can you find a music interview show which normally runs two hours and has gone as long as four? In Los Angeles radio the answer is Jim Gons’s "Sundae Afternoon," Tuesday through Saturday, noon to 2 p.m., on KMBG-FM.

This marathon interview show which is entertaining by nature and educational by accident," as Gons puts it, just keeps talkathon outlet for performers in L.A. radio.

"The aim of the program is to provide a continuing examination of contemporary American music and its outstanding contributors," Gons explains.

To explain "contemporary American music," Gons, normally heard weekdays from 6-10 a.m., and weekends from 6-10 p.m., has interviewed Stan Kenton, Henry Mancini, Nelson Riddle, Dick Bock, Jimmy McHugh, Vernon Duke, Johnny Mercer, Dimitri Tiomkin, Elmer Bernstein, Nancy Wilson, Peggy Lee, Tony Bennett, Paul Horn, Clare Fischer, Tony Bennett, David Allen, Andrea Prisz, Laurindo Almeida, John Lewis, Bud and Travis, Neal Hefti, Jack Lewis, George Shearing, Paich, Hoagy Carmichael and Percy Faith during the past year and a half.

The explosive Kenton was the subject of the four-hour interview, and Gons kept talking after the allotted time, something quite impossible in AM radio.

Gons schedules the interviews according to the availability of the performers, most making the show in the working day during club appearances here. Half the time the show is done on tape. Always the programs feature the artists’ recorded work, but an exposition of styles or concepts.

The interview hit developed purely by accident, Gons explained. He had been playing piano, during the period time just before he was doing the show, but with Jimmy McHugh dropped by the week.

**WMQM AIDS GOODFELLOW**

MEMPHIS — Radio Station WMQM plans all day on numbers from noon to 4:45 p.m. Dec. 20 for donations of 50 cents each to the WMQM Community Fund, an annual charitable project to provide a Christmas for the poor.

Elvis Presley, as a teen-ager, will be a special guest and recipient of Goodfellow gifts.

The daytime radio station has advertised heavily on radio and off on a holiday project in the Memphis Symphony, sponsor of the Goodfellow Fund, and reported a "tremendous response." Donors were asked to write in enclosing their contribution and naming their request, or they could call in and make the request and pledge a donation.

The project was the idea of Rodger May, vice-president and general manager, and Jay Cook, program director, both of whom have worked in past years on Goodfellow fund-raising projects.

Music Topic of WINS ‘Contact’

NEW YORK—Popular music trends and predictions for 1965, the history of WINS and the prominence of groups in today’s recording were discussed on Group WINS’ “Contact” (Dec. 31).

Pop songwriter team ("Be My Baby," etc.) development, Jeff Barry and Ellie Greenwich were interviewed by phone conference call by radio programmer Bill Gavin; Don Kirschner, vice-president of Records’ publishing arm, and recording artists Lesley Gore, 4 Seasons and Tony Bennett.

WIBG Salute

PHILADELPHIA — WIBG, the Philadelphia AM station, joined Uncle Sam in saluting American Music and the American businessman by sending out the new Homemaker 5-cent stamps, with a promotion piece reading: "It’s no secret to home-makers that America’s most popular stamps are WIBGAGELAND."  

Correction

The Dec. 12 Billboard misstated the name of the group signed by Audio Fidelity. It was the group of the Temptations.

**HOLLYWOOD —** Radio Station KMBG-FM, after two and a half hours on the air, acquired its present name from the WMQM Community Fund, an annual charitable project to provide a Christmas for the poor.

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**ARTISTS’ BIOGRAPHIES**

For your programming use here are pertinent facts about hit disk artists, if clipped and pasted in by 5 under these biographies will help you build a convenient file of disk data.

**THE HULLABALOOS (Roulette)**


**YESTERYEAR’S HITS**

Change-of-pace programming from your librarian’s shelves, featuring the disks that were the hottest in the land 5, 10 and 15 years ago this week. Here’s how they ranked in Billboard’s chart of that time.

**POP SINGLES—5 Years Ago**

**June 11, 1960**


**POP SINGLES—10 Years Ago**

**January 8, 1955**


**POP SINGLES—15 Years Ago**

**January 15, 1940**


**MIDDLE-ROAD SINGLES**

Not too far out for another direction, the following singles, selected from the chart hot 100, are the most popular middle-of-the-road records of the week. Back order here is based on reaction standing in the Hot 100.

**The Week Hot 100**

**Week hot 100**

**Billboard, January 9, 1965**

**ARTISTS’ BIOGRAPHIES**

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Radio Rating Rater

PITTSBURGH — KKV, the ABC-owned radio station in the Steel City, broke all records with its "Christmas Shower of Stars" held at the Civic Arena last weekend (28).

Produced by KKQ operations manager, John Rocco, the show starred Ronnie Ray, the Rat Pack, Ray Peterson, Bobby Rydell, Ronnie Dove, Bobbi Martin, The Petites, Reparata and the Del-Tones, Vic Dana and the Frenzies.

The station, which also sponsored the appearance of the Beatles in Pittsburgh last summer, broke the attendance mark of 22,000 set during the sixth show of the season. Proceeds of the three-hour show were donated to a local charity for the Mentally Retarded.

KYW radio's "VIPs" Jerry G (left) and Jay Lewand send a 'tilly' to all 18 of pasting a portion of the 1,700 regular and part-time employees, a tour of the "TV" promotion, while Pam Mellen, college student, volunteers on approvingly. The two deejays waged an on-off-the-air competition during the day to collect the greatest number of trading stamps, with 11 stamp donors awarded for their generosity with a portable tape recorder and a New Year's Eve dinner.

Dusty Rhodes, top-rated WSAI (Cincinnati) DJ, will coordinate and supervise a nationwide campaign among deejays to assist in the "Work a Day for JFK," campaign. Thinking young Americans for several money was being raised at the Kennedy Memorial Library Fund. Get on the JFK fund, Dusty said, "and give 'em your support!"

Miss America Teen-Age Contest" contestants from WPX-TV last year is again being offered to radio and TV stations exclusively in their areas. In 1964, more than 78,000 records were sold in parts of the nation competed in local contests conducted by radio and TV stations. The contest, for example, a talent show featuring 11 girls to between 13 and 17 years of age. The girls are judged on the basis of face, figure, charm, poise, personality, and voice. A panel of experts at Palisades Amusement Park, N.J., gives the winner a prize of valuable gifts. Parents of contestants should contact Sol Abrams at Palisades Amusement Park, N.J., and say, "Emporor." Clark Weber will referee the contest. The winners are flown to WPX-TV at 10 a.m. with "Breakfast Club With Don Miller" moving into 10-11 a.m.

The Gene Taylor show will start at 11 a.m. on the 1,000-watt WKJQ owned station.

SEGUE

Johnny Hayes was appointed manager of WMC (Kane) in San Diego, Calif. He has been heard on the station’s eight-night show of Al Jolson, formerly news director with KIMN (Denver). He will head the KKJ, ABC-owned station in Pittsburgh. 

Ron Knapp (Dick Joc) was promoted from music director to program director for KTWA (K), the former CKJ radio station.

Dr. Albert A. Flamm enters the University of Chicago with degrees in music. The Sandie A. Flamm (no body’s name is Samuel A. Flamm) appointed to the position of public relations manager for Strauss Broadcasting Group, Los Angeles, and the Washington, D.C.,章 WALL (Middletown, N.Y.), and API (Radio International).

Record Throng At KKQ Show

Jazz on FM And in 'Person'

NEW YORK—Jazz is getting an important voice in the metropolitan New York City area via WABC-FM's new series, "Alan Grant's Portraits in Jazz," a 45-minute show aired in stereo Monday through Friday, and "live stereo" from the Half Note Club on Fridays.

The series, which began last month, is hosted by Alan Grant, veteran jazz musician who played with the Bunny Berigan, Tony Pastor, Jack Teagarden and George Auld bands.

Grant, who began his radio career in 1927, was named as one in many of New York's better-known jazz clubs.

WSTV to Move

STEVENVILLE, Ohio — WSTV Radio and TV, flagship operation of the Steenville Broadcasting stations, is constructing a new 50,000-watt station at Steenville to house executive headquarters for the group, as well as WSTV-7, the Steeville, Ohio, TV business offices and studios.

WSTV takes over for Franz Al, recently promoted to new GM of WSTV Radio and TV, executive positions of KKV, ABC-owned station in Pittsburgh.

Rick Kuppa (Dick Joc) was promoted from music director to program director for KTW (K), the former CKJ radio station.

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Columbia Ushers in New Year With Major Buildup of Vignon

NEW YORK — Columbia Records has kicked off the new year with a major promotion for a young French singer, Jean-Paul Vignon. New York disk jockeys and press were introduced to Vignon last week (22) when the label took over West 102nd St for a special showcase of the artist. Vignon is currently appearing there with Duke Ellington, whose Javanse arrangement for Vignon resulted in Ellington writing a special tune which they perform together at the end of Ellington's regular show. Vignon, a matinee-idol type, was first seen by New Yorkers at Bon Soir in Greenwich Village a few months ago. The success of his Supreme Court to his signing with Columbia Records after being seen by Dave Wynshaw, the label's director of artist relations.

J. L. Duddy is releasing "Because I Love You," Vignon's first LP, as a highlight of its January release. The album produced by Lor Crane, features a special liner by Ed Sullivan which gives an interesting Vignon's unusual history: The singer was born in Ethiopia, brought up in French Somaliland, and made several French films before coming to the U.S. to launch his career as a singer. Vignon's night club act, written by Vignon and Parker, has all the slick showmanship for which the team has become famous. In addition to such standards as "Autumn Leaves" and "What Now My Darlin,'" Duddy has created new material such as "Vive la Diffence," which projects Vignon as a 1965 version of a Chevalier, the veteran song writer. Vignon's LP is most often compared.

JEAN-Paul VIGNON, right, French singer, signs with Columbia Records as Ken Glancy, center, vice president in charge of artists and repertoire; Howard Haddensteed, left, Vignon's manager, and Dave Wynshaw, standing, director of artist relations, look on.

Nina Simone Sues Premier, R. H. Macy

NEW YORK—Nina Simone saw the "Staring Nina Simone" Oct. 28 (1964) at Wasey-Maxey's record store in Washington, D.C., where she was being sold for 98 cents and that by purchasing a copy she thereby, in legal terms, became a defrauded customer and consumer herself. After hearing the album, she recognized various selections as old standard tapes of songs that appeared under inferior recording conditions. Her attorney asserted, however, the printed copy on Premier album jacket misled the public into believing that the record contained current performances recorded with good fidelity equipment.

In naming Macy's as one of the co-defendants, the complaint stated that the Herald Square department store had placed an ad in the Nov. 29 New York Times advertising the album for 98 cents and that it was being sold for $3.34, the regular price for such LPs.

The court was told that Miss Simone's attorneys had approached Premier Records on several occasions since October, indicating their intent to manufacture and distributing the album and from using Miss Simone's name and photographs, but that all requests were ignored. The objection was made that Premier held a valid contract between the plaintiff and Glory Records, executed on June 25, 1956, by her former manager, and that the song was written by Soupy Sales and Fred Vigdor, president of Glory Records, however, no such record was ever issued or issued by his company, nor was it employed by Glory Records. It was alleged that the contract was signed before the New York Supreme Court, and that the name of the record company was changed.

In addition to claiming exemplary damage, the singer's attorneys also demanded an accounting of profits derived by the defendants as a result of their release of the "Staring Nina Simone," now under

Goulet Signs Five-Year Pact With Columbia

NEW YORK—Robert Goulet has signed a new exclusive contract with Columbia Records. Goddard Lieberson, president of Columbia Records, and Goulet were guests of honor at lunch at the Ritz-Carlton with Hoffman Rosenthal, the singer's manager, to commemorate the occasion.

The contract runs for five years and is enjoying his first major single hit, "My Love For You." He has been a long string of best selling LPs, "Always You," "Two Of Us," "The Wonderful World of Love." It was "Sincerely, I Send With You," "Robert Goulet in Person," "Manhattan Tower," "Without You," "Doris Day's "Anne Get Your Gun," and the "New LP" No. 1.

Goulet's first recording was part of the original Broadway cast album of "Came Into the World," which sold more than a million copies.

Keely, Basic Coupling Fine Bill of Fare

LOS ANGELES—The温魔 Keely Smith has been coupled with the explosives of the films, produced one of the hillier hits at the Coconut Grove during the past two weeks.

The enthralling idea belongs to the executive director, Fred Martin, who has been infusing a jazzey feel to the line of the mainstay, the Saturday (26) opening was his debut in the job. Miss Smith is expected to return after the concert.

Miss Smith was being developed in the voice of "My Heart Cries for You," "Let Me Call You Sweetheart," "Call Me Blues" and "I Could Write a Book."

Further consulted that besides being a singer, Miss Smith is without Miss Simone's permission and consent, the idea of the artist irreparable injury and the record company's demonstration purposes rather than as a finished product, and that the vocal performances were not as a result of the singer's presence with the singer's present ability.

BILBOARD, January 9, 1965
Alert Ark. Ops to Looting

MEMPHIS — The West Tennessee Vendors Association last week announced that two men have been going about in East Arkansas picking up machines belonging to operators and removing money from other machines.

Operators in Arkansas were alerted to notify all location owners about the thieves.

The men operated for several weeks before the pattern of their activity came to light. They are still at large, though authorities have been notified and are on the alert for them.

Modus Operandi

Deputies said this was the way the two operated: They would go to a location and tell the owner of the machine that the machine was sick and wouldn't be back, that they were picking up the machines.

In some cases, the location owner didn't question it and the thieves took the machines.

In cases where the location owner wouldn't let the men have the machines, they said they would service it and leave it there for the time.

Then the men would pull out a large ring of all kinds of keys.

Grady Wallace, Miss. Op, Dies

COLUMBUS, Miss.—Grady Wallace, 47, one of the largest music and game operators in north Mississippi, died recently during surgery as physicians tried frantically to save his life.

Wallace, owner of Wallace Amusement Company, suffered an attack of acute appendicitis.

While undergoing an operation, his heart stopped beating.

Surgeons began open heart massage and got the heart beating again but Wallace died 14 hours later.

Wallace, a native of Magnolia, Ark., was buried there after services. He moved to Columbus to open a large route in 1950 and built it up to a large route of his own.

He and his wife, Mabel, had twins, Jack and Jean, 14.

Wallace had a younger brother, Don Wallace, 26, working for him as a route man. Mrs. Wallace said she would continue operation of the route and Don would manage it.

In some cases, they got the machine open. In some they didn't.

In the cases they didn't they said they would have to come back to keep from arousing suspicion.

BULK VENDING news

Washington Coin Tax Gross Down

BELLMINGHAM, Wash.—The Washington State Tax Commission has reported that coin machine tax receipts for the third quarter of 1964 were down about $15,000 from the previous year.

Total for the period was $250,995.

LES HARMAN (LEFT), OWNER OF PENNY KING, PITTSBURGH, and Puerto Rico, and Hong Kong, was recently the house guest of the Sid Bloom Machine Supply, Los Angeles. With Hardman here are Bloom, and the painting is of Mrs. Velma Bloom.

Schoenbach

Leaf Brand

RAIN-BLO

All Sizes

COMPLETE SELECTION

Peanuts, candy, game, including

PISTACHIO NUTS

CASHews NUTS

CHARMS

1c Vending

5c Rocket Mixes

Navy and Used

BULK VENDORS

MACHINES DISTRIBUTORS, INC.

J. SCHOEKICH

715 Lincoln Place, BROOKLYN 16, N. Y.

' President 2-1900

 alert photo

LOGAN DISTRIBUTING, INC.

410 Chicago Ave., Harahan, La.

by this week.

THE TV SERIES

BILDOBILL, January 9, 1965

COMMl

BULK VENDING CARDS

A new series of vending cards from Donrus based upon the ABC TV number 1 military show COMBAT. Each card shows an action packed scene with a look of heroic action by Sgts. Saunders and Lt. Hanley on the back.

Two 66 card series available for a total of 132 different cards. Packed in easy to handle 9000 count cases. Each card standard size 2 1/4" x 3 1/2".

Write today for samples and prices.

Donrus Co.

Bulk Vending Cards Dept.

P. O. Box 2938

Memphis, Tenn.
ARA's Davidson Sees Peak Year

PHILADELPHIA—The board chairman of one of the world's largest vending machine operating companies predicts a bright future for the vending industry based on what he terms a mushrooming demand for services of all types.

Dave J. Davidson, Automatic Retailers of America board chairman, said that expenditures for services represent the fastest growing segment in our economy today.

"In 1965 we will see an acceleration of such spending patterns, not only by individuals but also by business and other organizations," Davidson said. He pointed out that since the vending industry is primarily a service industry, it is a healthy sign that the rate of expansion for services is nearly double that for goods producing industries.

Davidson termed this "an accurate barometer of the growing willingness of Americans to allocate increasing portions of their income for services ... and ... proof of the opportunities that exist for those who can recognize and carry out these services in efficient ways."

Davidson predicted that the expected growth in demand for services will occur in businesses and institutions such as schools and hospitals.

"More administrators in such organizations are accepting the concept of turning to competent professional outside companies for help in handling support services," Davidson said.

Davidson urged "continued effort and research on the part of service organizations to examine client and customer needs... and then to supply an individually tailored service in combination of services in order to meet those needs."

NAMA Plans State Meetings

CHICAGO — The National Automatic Merchandising Association will stage weekend meetings from mid-March to June to coincide with annual meetings to be held by the association's state councils.

The programs will be supplied by the national group. As in 1964, several meetings are planned in areas which are not covered by state councils. Dates and details of the programs will be announced at a later date.

EUROPEAN NEWS BRIEFS

Cinebox to Spain

MADRID — Cinebox, the Italian firm whose box player, is beginning delivery of the first machines to Spain.

The first machines are being delivered to Madrid and Barcelona, where they have been seen in a sensation. Cinebox representatives say the firm has a large backlog of orders from Spanish operators which will place 250 machines on the Spanish market by mid-1965.

Deliveries are now beginning to the lush new sun-and-sand playground of the Costa del Sol which has displaced the Costa Brava as Spain's goldilocks holiday spot.

The Cinebox box rival, the French-made Scopitone, is also beginning shipments to the Spanish market.

Rock-Ola Gains

HAMBURG — Rock-Ola's new phonograph Princess Royal is being distributed throughout Europe following its premiere at Hamburg.

Nova Apparate, the Rock-Ola European distributor, unveiled the new model at a gala party in Hamburg's historic restaurant, Weinstuaat, Jacob, which dates back to the Seven Years War.

The premiere was attended by Rock-Ola distributors from all over the Continent. The Princess Royal was exhibited at the MOA meeting in Chicago, where the German delegation to the MOA meeting was taken on a tour of the Rock-Ola plant.

Seevend Games

HAMBURG — Seevend, the Seeburg sales subsidiary, has opened a big drive to promote United and Williams games following acquisition of these two companies by Seeburg.

Seevend is giving special attention to Williams' pinball models, Polaris and its shuffleboard Orbit, with the variations Dual Flash, Flash, Regulation, Advance, Flash Bonus and Bonus.

Seevend is offering on its year-end delivery program for Williams the pinball Whoopee, Stop 'N' Go and Riverboat.

Seevend's hard-sell promotion aims at making Seeburg the dominant games distributor in this country.

German Dean

ESSEN — Valentine Bieniarz is celebrating his 70th birthday and his 40th year as a coin machine operator — the dean of German operators.

When Bieniarz entered the operator trade in 1925, Germany was just emerging from the wild inflation following the first world war. Coin machine operation was a trade with only a handful of practitioners.

Bieniarz served in the German army for six years prior to the end of the war. A few months after the war's end, he became the first German coin machine operator to receive permission from occupation (British) authorities to resume coin machine operation.

Bieniarz started up with 30 payout machines which he salvaged from the bomb rubble. He is a charter member of the German trade organization, and was president of the group for 12 years.

German Big Day

BINGEN — Loewe-Automaten AG established an export record with the Bally four-player pinnball Big Day.

Loewe — Automaten reports that Big Day has been a runaway hit at the groomers of its first day of its debut in Germany. The game's obvious appeal prompted Loewe to lay on heavy promotion and sales effort to maximize Big Day's potentialities.

Results exceeded even the rosier expectations of the German distributor for Bally products.

Memphis Cig Units Increase

Memphis — Cigarette vending machines licensed by Memphis operators at Dec. 31, 1964, totaled 2393, an increase of 184 over last year, Sloan O. Craig, collector of licenses and privileges, reported. The increase was the largest of coin-operated machines. Cigarette machines have increased steadily over the years and there are more than any other type of machine used by operators.

The continuing increase is indicative of the wide public acceptance the public has given this convenient method of retailing.

Memphis operators estimate about a third of all cigarettes in Memphis are sold through their machines.

The cigarette machine license tax is small because the operator pays a heavy tax at source on the cigarettes themselves. The machine tax is paid by city, county and State with 25c city clerk fee, 5c State and 5c county clerk fee. The clerk's fee is paid only one time regardless of whether one or a hundred licenses are paid, if they are paid at the same time.

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January 9, 1965, BILLBOARD
1965 OUTLOOK GOOD IN MOST KEY MARKETS

By JOE ROBBINS

"...I see no surprises."

By PEET GERITZ

"...a tight year here."

By NAT SOLOW

"...a steady increase."

By CHUCK KLEIN

"...a promising year."

By AL SIMON

"...a steady upswing."

By RAY BRACK

Operators and distributors spot-checked in the nation's key market areas on the eve of the new year forecast for the most part, continued growth in 1965 in the sale and operation of vending, amusement and music equipment.

Although recent cutbacks in defense spending will whittle away at the economic bases of a few markets, most coin businessmen concur with the nation's economic experts in predicting a year in 1965 for the progressive merchant.

The projection of whether the vending business will expand or contract in 1965, or whether it will level off, met with mixed comment.

The music business, on the strength of growing acceptance of extended-play product, will show surprising growth in certain markets.

Games operation and sale may be the sleeper of 1965. If concrete steps are taken to obtain a new hearing of the amusement machine position in key markets such as Chicago, New York and Los Angeles-San Diego, a boom of surprising proportions could sweep the game business, some spokesmen suggest.

Analysis and comment from key regions follow:

LOS ANGELES

The general economic picture is sound and employment is high. Business leaders in the area look for improvement over 1964, a year of profit. According to Chuck Klein, R. F. Jones Distributing Company, this healthy business climate should influence the coin machine business favorably.

MUSIC

Both distributors and operators should find music edging ahead in 1965, declared Klein. "Careful business methods will pay off here."

GAMES

"New products would help in this area," he said. LA and San Diego are, of course, open to certain types of bowlers only. "The round pool games are showing good promise," Klein reported.

VENDING

"Looks particularly promising in this area, for operator diversification is barely under way and distributors have full lines available," Klein said.

ALBUQUERQUE

This boom region, highly dependent on federal contracts and installations, will feel the effects of decreased defense outlay, prompting veteran businessman Harry Snodgrass, Border-Sunsunhine Vending, to predict "an average year for the present.

"There has been a lot of overbuilding and expansion in this territory during the last few years," Snodgrass remarked, "and the time has come for some cleaning up and digestion." This could be the year for it.

MUSIC

"No drop, but no increase either," was the opinion.

GAMES

"Better in this area than some other States. We can operate all skill games in New Mexico, and we see no adverse legislation on the books."

VENDING

"It'll be a year of close profit margins, requiring cautious and

intelligent business practices. A year of leveling off, perhaps."

DENVER

The new year could be a tight one here. Washington decisions have closed a large Air Force base in the city and laid off 25,000 men at the Martin missile plant. Moreover, the winter wheat crop, vital to the economy of Eastern Colorado, has been described as a 50 per cent off because of a severe drought. These factors, have Pete Geritz, Mountain Distributors, reporting that a 50 per cent drop in the coin machine business, both from the operator and distributor standpoint, is not out of the realm of possibility. This could be particularly true in rural communities.

OMAHA

Much of the economy here is geared to the meat packing industry.

Seek to Unity
Coin Trade Laws

By OMAR ANDERSON

VIENNA—Efforts are being made by European coin machine leaders to unify the world industry, beginning with Europe and the United States.

The aim is to break down barriers to free trade among the various national industries, and to place the coin machine trade on a literal basis.

It would have tremendous importance for the manufacturing industries of the United States and West Germany, the world's two strongest industries.

Outgrowth of Vienna

The movement is the outgrowth of the first international Congress of the Coin Machine Trade (INCOM) in Vienna. The sponsor was the Union of the American Coin Machine Trade.

Dr. Rudolf Rampf, general manager of the Austrian trade group and organizer of the congress, said that its goal is "a unified world trade—a unified global trade with the same basic organization and legal framework in India and Germany, in Scandinavia and Africa, in Japan and America."

What Dr. Rampf hopes to accomplish is suggested by the list of countries represented at the Vienna congress—Austria, Belgium, Britain, Denmark, Finland, France, Germany, Holland, Spain, Switzerland and the United States.

Most Important

"For the world coin machine trade," said Dr. Rampf, "the 1965 Congress of Vienna—coin machine version—is potentially the most important international gathering ever held.

"We assembled not to sell one another equipment primarily but to achieve a strong international union of national trade groups. In unity there is strength—that was the slogan of the congress in Vienna."

It is the conception of Dr. Rampf—and shared by participants in the Vienna congress—that the world trade is hubbub of anticipated and heightened legislation. Dr. Rampf offers as "Exhibit A" his own country—Austrian.

Uniform Conditions

"It should be possible," Dr. Rampf said, "for American and German coin machine manufacturers to sell equipment in Austria, in Scandinavia, in Latin America, and anywhere else in the world."

CHICAGO Coin Puck Bowler Has Longer, Wider Playfield

CHICAGO—The Chicago Coin Machine Division of Chicago Dynamic Industries closed out 1964 by introducing a third new product in December.

The firm's introduction of its newest puck bowler, "Triumph," followed closely the marketing of a new ball bowler and a pop-up novelty game.

In announcing "Triumph's" debut last week, director of sales Mort Secore described the six-player game as having "contemporary high-style cabinetry and color complement to blend with any location decor."

He also emphasized the enlargement of the playfield to "enhance its player appeal."

The pin and backglass areas are lighted with fluorescent lamps and the brightest new play feature, Secore explained, is the "flash bonus game," played in the eleventh frame. It works this way: The player times his bonus shot to arrest the backglass score at the highest figure. If the bonus shot is a strike, the player is awarded full value of the bonus score. A spare nets him half value.

Another new twist is the "red pin," which lights in frames three, six and nine, adding 500 extra points to the score if the player scores a strike. At the player's option, he may select regulation play, "step-up" scoring, "flash-o-matic" or "dual flash-o-matic" play.

Secore said.
Diplomat gets a resounding reception everywhere

Rowe
AC MANUFACTURING
Whippany, New Jersey  Troy Hills Road
**Whimsy, Build-Up Bonus Billed on Bally Two-Play**

CHICAGO—"An old favorite feature is revived in an exciting new style," declared Bally Manufacturing Company president Bill O'Donnell in introducing the firm's newest two-player flipper game last week.

The new product is "Bus Stop." The feature alluded to by O'Donnell is the incorporation of two "bonus charts" on the playfield, graduated from 10 to 300 points. The red or the yellow chart climbs 10 points whenever the respective red and yellow (two for each chart) mushroom targets are struck. These targets are openly exposed to a skillful player, thus inciting chart action.

"The bonus charts are a great new novelty stimulator," O'Donnell explained, "because they remain lit up from game to game until rewarded to the player manipulating a ball into the bonus area.

O'Donnell also pointed out another feature on "Bus Stop," i.e., the fact that the product's two bottom rollers score special when lit up. "This feature," O'Donnell said, "inures last ball suspense to the bottom of the board.

"The playfield and lightbox picture comical characters in a bus stop setting.

**More Jukes in Memphis**

MEMPHIS—There were 158 phonograph machines announced in Memphis at Dec. 31, 1964, an increase of 20 over the previous year, Sloan O. Craig, collector of licenses and privileges, reported.

Tax on each machine is $10 each for city, county, State and federal, a total of $60, plus a 25-cent city clerk's fee, 50-cent county fee, 50-cent State fee. The fee applies to any license or any number of licenses if they are purchased at the same time. Most operators buy their licenses in January for the entire year, which takes a big hunk of cash out of their operating capital.

**LOSER SHOOTS BOWLING GAME**

AKRON—Police are searching for a poor loser who drew a revolver and fired five rounds of ammunition into the scoreboard of a bowling game at the High Life Cafe here after bowling to a friend in three straight games. The pair fled as the patrons dived under their tables.

**Atlas Music Company Is Named Chicago Coin Outlet**

CHICAGO—Appointment of Atlas Music Company as Illinois-Iowa distributor for the Chicago Coin Division of Chicago Dynamic Industries has been announced by Mort Secore, director of sales for the manufacturer.

The Chicago distributorship, which marked its 30th anniversary last summer, is the regional outlet for the Rowe-A-MI phonographs and vending equipment line.

The current Chicago Coin product line consists of the "Mustang" two-player pin game, "Pop-Up" novelty game and the recently introduced six-player bowler, "Tournament," and shuffle bowler "Triumph." Commented Atlas president Eddie Guberman, "This appointment is the Chicago Coin line is an excellent game line, and our experienced staff will do a good job with it."

"We're looking forward to a mutually prosperous affiliation with Atlas," declared Secore. The firm has a record for aggressiveness and experience.

Atlas representatives for Iowa are Bill Phillips and Chuck Harper. Joe Kline, Sam Kelson and Stanley Levin will handle the new line in Illinois.

**Seek to Unify Trade Laws**

America, anywhere—under roughly similar conditions.

"But in practice it is not even possible for the trade to operate under uniform conditions in the single country of Austria. For example, it is legal to operate pinball machines and soccer and billiard games and rifle ranges in the Austrian provinces—but not in Vienna, whose amusement machines on only be sited in amusement parks.

"That is why the approach to unification of the world coin machine trade must begin with legislation—with the harmonizing of the various national statutes regulating the trade.

"Hammerstein Legislation"

"Legislation can be harmonized, in turn, only if the world trade thinks in the same general terms and shares the same general conceptions."

Dr. Rampf is now working with around 100 participants in the Vienna congress to establish a central agency to serve as a clearing house for international trade problems. This agency would function as a liaison bureau among the various national trade organizations as a first step toward founding an international trade organization.

"Aside from harmonizing conflicting national legislation—pinballs, for example, are permitted in some European countries but outlawed in others—international trade unity, Dr. Rampf, says, must foster and promote common trade concepts.

"Prime Example"

"The prime example in this respect is the diverse pattern of coin machine operation in Europe: In West Germany, the trade functions similar to that in the U.S.; in Belgium, nearly all photographs are location operated; in Switzerland, the operator is generally a businessman with major interests outside the coin machine field who entrusts actual operation to others; in Austria, coin machine operation is a part-time sideline.

"It is the consensus of international trade leaders attending the Vienna meeting that the U.S. and West German pattern of operator ownership is the only real blueprint for the unification of the world trade at the operating level.
New Gottlieb Game Features Comedy, Multi-Bumper Tally

CHICAGO—D. Gottlieb and Company's initial amusement game entry for 1965 is a three-five ball flipper game with two new features described by the manufacturer as "multi-bumper scoring" and "comical light box complete."

The product is called "Skyline," and playfield and light box artwork carry out a penthouse restaurant motif.

Seeburg Votes 50 Per Cent Dividend Hike

CHICAGO—The Seeburg Corporation increased its common stock quarterly dividend from 10 to 15 cents, indicating a climb in the annual rate from 40 to 60 cents. The first dividend at the new rate is payable January 20 to stockholders of record December 31, 1964.

Seeburg indicated that while its audit of results for the fiscal year ended last October is not complete, preliminary information indicates that earnings are up sufficiently to warrant an increase in the dividend rate. Profit a year ago was $2,184,483, or $1.31 a share, on sales of $54,384,306. Both figures are record highs for the company.

The multi-bumper innovation permits scoring of 12 different numbers around the center bumper, with ball action stimulated by five periphery bumpers spaced equally around the center bumper. If all 12 numbers are scored, random rollers are lighted for special scoring.

The intention-getter and play stimulator in the light box is an elevator floor indicator which keeps a total of the number of advances scored and a pair of elevator doors which open to reveal a comic scene at the scoring of each advance. The new product also features the Gottlieb checkerboard cabinet, stainless steel trim, "jewel posts" and match play.

Detroit

Everett E. DeWitt is letting his phonograph route dwindle in order to specialize in games, because "The two types cannot be successfully operated without two different servicemen trained in different skills..."

One of the few local businesses to specialize in hotel radio operation, C and J Music Company, is now located on Frederick Street in a hotel owned by James Dunbar, one of the partners. Arthur (Chick) Middlebrooks is the other half.

Harris Gaylord, national distributor for the new Gaylord Basketball Machine, a real coin machine veteran, is spending the holidays in Florida. He'll then go to Los Angeles for two months.

H. F. Rives

Gottlieb's Skyline

Nat'l Rejec. Names Pair


The announcement was made by company executive vice-president Frank L. Tupper. Dufey previously worked for Reflectone Electronics Division of Universal Match Corporation. Feldmann was formerly with the Seeburg Corporation.

Standard Engineered Products Introduces 'Copter Game

HAWTHORNE, Calif.—Standard Engineering Corporation here has in production a coin-operated "Helicopter Trainer" which affords the player the visual and operational illusions of real helicopter flight.

For 10 cents the player gets one and a half minutes at the realistic controls while standing before a miniature, animated copter tail that revolves to a comic scene at the scoring of each advance. The new product also features the Gottlieb checkerboard cabinet, stainless steel trim, "jewel posts" and match play.

The stainless steel cabinet weighs 150 pounds and measures six feet high, three feet wide and four feet deep.

Offered with a one-year parts guarantee, the product is priced at $495, f.o.b. from Omaha.

Eddie Ginsburg

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under the impetus of improved equipment and business methods. Expecting this, we're enlarging our sales staff.

Games

"There's a bit of a problem here with used games—operators finding a low price for used games. The drying up of the European market is blamed for this. As a result, operators aren't trading as often. This could work both the operator and distributor."

Vending

"More operators will diversify this year, all who do will add stability to their business.

MINNEAPOLIS

The economic pattern here is a curious one. It seldom reflects boom or recession in other parts of the country. In recent years it has been increasingly geared to the space-age electronics industry.

Urban renewal had some detrimental impact upon the music and game operator two years ago, but that has levelled off now, reports Harold Lieberman, Lieberman Music Company.

Music

"Steady business improvement from operator and distributor aspects, largely due to extended play influences."

Games

"The new year should see games operation here hold steady, unless a totally new game concept is introduced."

Vending

"Up is the only direction for vending in Minneapolis during 1965. More operators will diversify into this field."

CHICAGO

In the absence of a steel strike or any other unforeseen economic trauma, this city should experience another 1964, or perhaps better. Business leaders allow it'll be possible to make a buck in '65 but with a little more work and wisdom than last year.

Music

Said Joe Robbins, Empire Coin Machine Exchange: "I don't look for any surprises in this area. The operator and distributor with the most astute business practices and finest service will rise to the top, snaring his share of the business."

Games

"We're optimistic at worldwide Distributors, said Harold Schwartz. "I look for a good year, a year of innovations in the games field, particularly if concerted effort is made to rectify the amusement machine image."

Chicago's "bagatelle" law probably operation of games with balls which drop into holes.

Vending

A stabilizing pattern could emerge here in 1965. More extensive diversification is a reality and it will continue, but operators are confronted with the problem of finding locations not already served by the large vending chains.

KANSAS CITY

The city's annexation of several new subdivisions has opened up lucrative real estate to many coin machine businessmen through recent urban renewal programs. Many business leaders are predicting a banner trade year, but city fathers are taking it easy, anticipating up to 10 miles outside the city, an action that would be costly to many local operators.

Successful operator Charles Bengimina, B and G Amusement Company, predicted business improvement in 1965 but at the same time concluded an increasing operating costs.

"Equipment costs are very high," he declared, "because it seems the manufacturers are in a feature race. And every new feature added, whether functional or not, seems to increase the cost $100."

NEW YORK

The pinch of urban renewal location loss—acute in recent years—should feel felt little here this coming year, Most major programs for downtown redevelopment are well along. And the climate is solid, supported by happy words from Wall Street.

Coin machine businessmen, however, are watching the legislative front.

Music

"The State is considering levying a $25 photography tax in addition to the identical sum presently collected by the city of New York," reported Al Denner, LincolVending Corporation.

Games

"Although there are new innovations needed in this area," declared Al Simon, Albert Simon, Inc., "I feel for a better games year than last."

Vending

"The steady upward here in recent years should level off during 1965," predicted Simon.

BALTIMORE

Cutbacks in government defense spending have not hit the Baltimore area to any significant degree. The 1965 business prospects look stable.

Music

"There will be undoubtedly a steady increase this coming year," said National Sales, Eastern Distributors. "This is a progressive region and is taking well to extended play programming."

Vending

"Diversification is in its infancy in the area and spells profits for both distributor and operator."

ORLANDO, FLA.

Riding the crest of the great Central Florida boom resulting from space exploration, business pouring into Cape Kennedy, this area had a banner year in 1964 and expects no slow-down. The outlook is unlimited.

The government did close Orlando Air Force Base but will soon reopen it as a Naval base.

Ron Reed, whose Southern Machine & Distributing Company is just 50 miles from the Cape, has the typical optimistic view about business prospects.

"The stars are the limit for the distributor in Central Florida," he exclaimed.

Smith-Regal Clicks With Heat-Shrink Pak

CHARLOTTE, N.C.—At the recent convention of the Southeastern Bulk Vendors Association visiting operators were given a demonstration of a new plastic shrink process used by Lee Smith and Jack Thompson of Smith Regal in dressing up and protecting various items.

The electric-heater device, accommodating four styrofoam fronts, at a time, shrinks the plastic film around the items (even those with hair and fur!), leaving them permanently upright and glistening.

According to Smith, the fronts are much more durable in the field after the heat-shrink process firms all the charms in place.
Luppino & Breither Named by Seeburg

CHICAGO—Named to top-level posts with the Seeburg Corporation last week were Frank Luppino, former managing editor of The Billboard, and Robert H. Breither, Seeburg's longtime vending division sales manager.

Luppino was named to the newly created post of advertising and sales promotion manager. Breither was named vice-president in charge of vending sales for the corporation.

Tom Herrick, Seeburg's marketing vice-president, termed Luppino's appointment part of the firm's continued program of diversification and expansion.

"Luppino's experience in advertising, public and corporate relations, publicized and promoted, product distribution and international development fits his new appointment perfectly," Herrick said.

16-Year Veteran

Luppino had been with Billboard 16 years, serving as promotion director, international director and managing editor. He also was business manager of Tide, a trade publication in the advertising field, and was once associated with Davis Distributing Corporation, Syracuse.

Luppino will be involved in advertising for all company operations. He'll move his family to Chicago soon.

Breither, vending division sales manager since joining Seeburg in 1961, is a veteran coin machine executive who was formerly assistant sales and service manager for Bally Vending Company. He also participated in the development of many of the amusement games produced under the Bally-Lion label, having joined the company in 1952.

Breither attended Armour Institute and Northwestern University and resides in suburban Des Plaines with his wife, four daughters and son.

Canteen Juke Sales Climb 15% Over '63

CHICAGO—Automatic Canteen Company of America reported a 15 per cent increase in sales over the previous year in its Rowe-AMI phonograph division, part of a general increase in sales by the parent corporation which saw the firm's income reach record highs.

In its report to shareholders, Canteen indicated that it was now the second largest producer of coin-operated phonographs in the world.

Canteen also indicated increased acceptance for its Custom background music system.

Patrick O'Malley, Canteen president, said the corporation's "earnings increased 20 per cent on record high sales," adding that "1964 earnings from operations actually climbed 45 per cent, if we omit the 10 cents per share non-recurring capital gain resulting from sale of our plastic operation in 1963."

For the fiscal year ended last October, Canteen's sales and operating income rose to $269,019,397, as compared with $258,204,412 last year. Net earnings increased 20 per cent to $5,113,260, compared with $5,125,246 a year earlier. Per share earnings for 1964 amounted to 76 cents, compared with 63 cents in 1963, of which 10 cents was a non-recurring capital gain resulting from sale of the plastics operation.

Sales figures for the phonograph division were not broken down in the annual report.

O'Malley said the company's balance sheet "is the strongest in many years. Our domestic bank loans which two years ago were $14,000,000 have been paid in full. We do not anticipate any immediate need to borrow to finance our growth from operations. We anticipate continued growth for the coming year," he said.

Phillico Coin Leaders Hike AJA Pledges

PHILADELPHIA — Leaders of the Allied Jewish Appeal Coin Machines Division this week gave strong support to the industry's campaign by increasing substantially their own pledges to the drive. Meeting at the Louie-Misicky Club, the session attended by a select group of industry leaders was chaired by Marvin Stein, a partner in Eastern Music Systems, Inc., Wurlitzer distributor, who is chairman of the Coin Machine Division for the 1965 Allied Jewish Appeal.

According to Ralph W. Pries, vice-president of Berlo Vending Company, who is vice-chairman of the Allied Jewish Appeal's Trade Council, the coin machines group has now set a pace that, if continued, will establish a new record of industry support for the drive. Pledge cards were assigned to some 30 coin machine industry leaders at the session following an outline of the overseas needs met by the appeal by the Rev. John Stanley Grasul, Protestant clergyman and veteran of the Israel War of Independence.

BUS STOP

Now the old favorite Build-up Bonus is presented in a new exciting style on a playfield fashioned for fast and furious flipper action. Two separate Bonus "charts", Red and Yellow, each total from 10 to 100 by stepping 10 points when Red or Yellow Advance Targets are hit, 50 points if Red or Yellow Advance Rollover is hit when lit.

BONUS HOLD-OVER gets repeat-play

Both Red and Yellow Bonus "charts" remain lit, from game to game, until transferred to Totalizer by shooting ball into Red or Yellow Bonus Hole. Bonus hold-over is the strongest repeat-play attraction in years, because who's going to quit with Bonus "charts" half way to the top...when neither one of two competing players (or a solo player) can actually collect both Bonus scores with a single skillfully manipulated ball?

Don't miss the bus! Get Bally BUS STOP busy for you now!
PHILADELPHIA'S COIN MACHINE LEADERS meet to plan the city's Allied Jewish Appeal annual dinner February 16 at the Warwick Hotel to honor Marvin Stein (center, front), division chairman. Stein, a partner in Eastern Music Systems, is seated between Joseph Silverman, executive secretary of the Amusement Machines Association of Greater Philadelphia, co-sponsor of the annual dinner, and David Rosen. Standing: Robert Marvel, Eastern Music; William Moore, Broad Street Trust; Albert Rodstein, Macke Vending; Ralph Pries, Berl Vending; Joseph Ash, Active Amusement Machines.

Philly's Dave Rosen To Receive 2d Honor

PHILADELPHIA — David Rosen, large coin machine and record distributor here, is about to receive a second major civic honor for his good work on behalf of the community.

A testimonial dinner is being staged Jan. 11 honoring Rosen on the completion of his term as chief barker of the Philadelphia Variety Club's Tent 13, a local philanthropic group.

Last November Rosen was feted for his work in raising funds for the State of Israel bond movement. Rosen had been chairman of the drive's coin machine division.

Among the dignitaries attending the January dinner will be James Carreras, London, International chief barker of the Variety Clubs International.

Under Rosen's leadership, the Philadelphia Variety Club reached new heights in charitable work. Among his works were the construction of the First Sunshine Coach, a specially constructed bus to provide transportation for crippled children, and the building of the Ellis A. Gimbel amphitheater to provide an outdoor amusement center for handicapped children.

Chicago Welcomes Seeburg's 'Theque

THE HURLY-BURLY WINDY CITY got its first look at Seeburg's Discotheque with some 450 youngsters—all over 21—crowding into the popular South Side Brainierd Club for an evening of fun. The club has always had a juke box in its front lounge, but has now installed the Seeburg Discotheque package in a large room up to now used only for special parties. The club plans to run young-people dances six days a week.

ED BERCIER, Brainierd Club co-owner, a pretty dancer, and Nate Feinstein, World Wide head, cock an ear to the discotheque music. Looking on are Joe Piletti, head of Blackstone Music, which made the installation; Tom Higdon, Seeburg executive, and Harold Schwartz, World Wide's music sales manager.

Couples Dance as discotheque plays. Note the Seeburg posters in the background. Table decorations and fluorescent lights were also used.

THE BEAUTY of discotheque is music for everyone—here the youngsters dance the popular "Gorilla."

AND HERE a slower selection for the more romantic.

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BILBOARD, January 9, 1965
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The album of Peter Nero is difficult to continue to the Eye. However, this particular album is one of the group's best, and it features several outstanding compositions. It is recommended for fans of classical music.

THE BEST OF PETER NERO
RCA Victor LPM 2979 (M); LSP 2979 (S)

THE CHUBBY CHECKER DISCOTHEQUE
Parkway F 7045 (M)

THE BEST OF AL HIRT
RCA Victor LPM 3309 (M); LSP 3309 (S)

FRANKIE RANDALL SINGS AND SWINGS
RCA Victor LPM 2697 (M); LSP 2697 (S)

SPOKEN WORD SPECIAL MERIT
SPEAKON RIVER ANTHOLOGY
Julia Morris. Caedmon TC 11225 (S)

SAINTED SPECIAL MERIT
YOULL NEVER WALK ALONE
Solomon King. RCA Victor LPM 2983 (M); LSP 2983 (S)

FOUR-STAR ALBUMS
The following albums were given four stars in the Billboard review. They are recommended for music lovers.

FOUR-STAR ALBUMS

COUNTRY
WILF CARTER (ONTARIO) SLIM
Starday SLP 390 (M)

FOLK
GODS LOVE SUSTAINS ME
Ernie Allen
Wood W-3143 (M)

GOSPEL
GOD MADE THE BLUE SKIES
The Beulah Hills Quartet. Cornerstone WC-350 (M)