RCA Eyes Publishing; ABC-Para Buys Coe Co.

By PAUL ACKERMAN

NEW YORK—Important music users increasingly eye the music publishing field—the two latest being RCA Victor and ABC-Paramount.

Norman Racusin, division vice-president and operations manager for RCA Victor, stated the record division was exploring four or five areas of possible diversification, with one of those being publishing. No decision has been made, Racusin stated, but he indicated that if and when a publishing operation is set up, it will be independent of the record company.

On another level, ABC-Paramount purchased the oldline music publishing firm of M. M. Cole, whose holdings include some of the Drifters' newest Atlantic single, and "The Good Life With the Drifters" is their latest LP.

S. R. Songfest Maker or Breaker?

By SAMI STEINMAN

SAN REMO, Italy—With much of the future of the crisis-stricken Italian music industry hanging in balance, the eyes of the disk and publishing worlds will be focused on the 15th Festival of Italian Song which will take place on the evenings of June 29-30 at the Casino theater, with 24 Italian singers and 21 foreign vocalists from seven countries taking part.

Eighteen to 20 external jurors will hear the songs via TV and radio—RCA has refused to telecast fully all three nights. The formula of a year ago, with only one winner from the 12 finalists on Saturday, will be followed. The finalists will be announced Friday after votes for the two nights have been tabulated so that it will be possible for as many as eight to come from one nation.

The order of singing will be determined by lot on Thursday, and for the first two nights and Saturday for the final.

Multiple renditions of songs have been extended to the New Christy Minstrels, Gene Pitney, Anita Harris who have two each. All others, Italian and foreign, have only one entry to perform. CGD, as was the case last year, has the most in its own entries along with its associated MRM, Festival and Monstec labels, for a total of 11 while Ricordi-CBS is in the runner-up position with six followed by SAAR-Jolly-Vogue with five.

Pre-festival favorite is the Giglius Cinquettini-Connie Francis combination with "Ho Bisogno Di Vederti," particularly since Miss Cinquettini cleaned the boards from Como-terre to Copenhagen ("Eurovision") Festival a year ago. The Italian winner automatically represents Italy at the 1965 Eurovision event in Rome.

Another early favorite is Ornella Vanoni, co-winner of the Naples festival, who sings "Abraccianu Rondi" with Austrian's Udo Jurgens. Among those also held in esteem are Gene Pitney, because of his strong showing in disk sales a year ago; Bobby Solo, who sang with a playback a year ago and so did not enter the competition because of his sore throat but nevertheless sold 1,400,000 copies of his song to top all others in the competition, and the dropout combination of Tito Puente and Petula Clark, who will sing "Invoice No." Miss Curtis was a winner with "Al Di La" in 1961.

MGM Acquires Giant Distributors; Price Named

HOLLYWOOD—MGM Records has purchased Giant Distributors, changed the name to Metro and placed Mel Price as general manager. Price formerly owned Giant.

The move gives MGM its second factory-owned branch, the first being Melvyn's in New York, also rented Metro. MGM was formerly handled here by Record Sales. The fact that MGM would buy Melvyn's and move into company-owned distribution was exclusively reported by Billboard (see Oct. 3 issue).

Metro's headquarters are at 2051 Venice Blvd. The sales staff includes Frank Cooke, Julie Halperin and Mitt Franklin with Los Fields handling promotion.

Besides offering the complete line of Metro labels, Metro also distributes Audio Fidelity, its Storytime children's line and Blue Rock, the Mercury 681 line.

Sears, Roebuck Appeals Decision

WB-Reprise Forms 'Stabilizat'n Policy

HOLLYWOOD — The Warner Bros.-Reprise Records combine last week took a blow for album price stabilization by establishing a year-round price policy. The firm's national sales manager, Bob Summers, revealed that forthcoming Warner-Reprise distributors will receive an all-year 12% per cent discount amounting a free LPs for each seven purchased.

The new price structure is being kicked off with the firm's January release.

The new price policy eliminates the labels' usual special sales programs, and free distributors from stockpiling product during (Continued on page 10).

Roeback, has been named from the Glenendale Municipal Judge Lee Stanton Dec. 34, Sears. Roeback filed a notice of appeal Dec. 31 which motion began Oct. 27 to Los Angeles Superior Court.

The giant discount chain was named defendant in a small claims action by Bartholomew, head, Jim Pitcher. He charged SR with violating the California Business Code by selling albums below the purchase cost.

Judge Stanton has reserved his decision in October to study Pitcher's evidence. The retailer charged Sears with selling best-selling LP's at $1.99, which he says was below the cost to the chain. As evidence Pitcher submitted an ad from The Los Angeles Times.

Herman Starr, Head Of MPHC, Dies at 66

NEW YORK—Herman Starr, 66, president of the Music Publishers Holding Corporation and one of the architects of ASCAP's policy on performance rights, died Thursday (7) at Mount Sinai Hospital here.

Long a leading figure in the music industry, Starr held to a rigid policy of holding the line on performance rights rates. He was an ASCAP director.

MPHC was founded in the 1930's, had a nucleus of three major publishing firms — Wise, Harris and Remick. Starr became president in 1939 when

5 REASONS WHY IMPERIAL IS ON THE GO FOR '65

(Continued on page 10)
Four RCA Victor Red Seal Albums Named Top Recordings of the Year by Saturday Review
H-Ban Is Making Talent Search; Bohanan Plans Children's Line

By ELIOT TIEGEL

HOLLYWOOD—Working with an elastic budget and a concept of aggressive merchandising, Tegel Enterprises is the most recent label to be created in the recording business. The label is no bigger than a sporting goods store, but it is a store that is expected to sell in excess of $1 million in its first year.

The label is named for its president, Bohanan Enterprises. Bohanan is a name that has been used in the business for a number of years, but this time the name will be used in a new and different way.

The label will be based on the concept of distributing records that are tailored to the needs of specific audiences. The label will have a number of different artists, ranging from jazz to rock and roll, and it will be distributed through a network of record stores and specialty shops.

The label will also be involved in the promotion of its artists, both through radio and television. The label will work closely with the record companies to ensure that their artists are given the best possible exposure.

Col. Int'l. Appoints Villarreal

NEW YORK—Juan Manuel Villarreal has been appointed managing director of the company's Latin American operations. He will be responsible for the company's operations in Latin America and will report to the president of the company. Villarreal will be based in Mexico City.

Villarreal has been with the company for several years and has been involved in the company's operations in Latin America. He is a native of Mexico and has a strong understanding of the Latin American market.

Hearings on Bids For Old KRLA

WASHINGTON—The Federal Communications Commission will begin hearings March 10 on 16 applications, many of which are for the old KRLA radio station. The station is located in Los Angeles and has been on the air for many years.

The FCC has received 16 applications for the station, each of which is for a different format. The FCC will hear testimony from each of the applicants and then make a decision on which application to grant.

Mathematical Model for Urban Air Pollution

WABASH, INDIANA—A mathematical model for urban air pollution has been developed by researchers at the University of Southern Indiana. The model is designed to predict the levels of air pollution in urban areas and to help city planners make decisions about how to reduce pollution.

The model is based on a number of factors, including the location of factories and other sources of pollution, the wind patterns in the area, and the amount of traffic in the area. The model can be used to predict the levels of pollution in different parts of the city and to help city planners make decisions about how to reduce pollution.

Three new records are scheduled for release on March 10, including one by the group the Flamingos. The group will be releasing a new album, 'The Time Has Come,' which features a number of new songs.

.action to end federal excise, except for taxes on cigarettes and alcohol, and those collected for highway-vehicle improvement. Pre- diction is for passage by June 1965, with time excise would automatically expire—those renewed year by year in the past under law.

The state of Senate Copy- right Subcommittee hearings on the revised Copyright Act will bring *record manufacturers, music licensees, broadcasters, talent and juke box people, by the Hill to plead their positions as creators or users of copyright music.

Those record manufacturers, distributors, retailers, one-stops and record users who are dissatisfied with the Federal Trade Commission's spellout of trade practice rules will talk things over with favorite legislators on Consumer or Small Business committees.

ARMADA will be socked by the House of Rep. James Roosevelt (D., Calif.), to leave Gov. Pat Brown of Los Angeles. Roosevelt's hearings on Dural Distribution by his subcommittee helped prod the FTC into acting on record industry trade rules which had lain dormant at the Commerce Committee for over a year.

Payola Issue

The payola issue is one exception. It is not expected to reach the floor for a vote until it is handled on a case by case basis—when warranted—by the Federal Communications Commission alone. The FCC's year- end announcement that it was again looking into the payola, partly because of the charges against two West Coast stations and record people made by record promoter Al Huskey, indicated a quiet approach.

There will be no public hearings on payola. No nationwide scandal of scale on the 1960 scale is believed to exist. FCC action is expected to involve the creation of the Anti-Payola Commission, which will be responsible for investigating the payola issue.

WABRE—Reprise Believes in The Big Push

WABASH, INDIANA—Reprise Records has launched a major promotional campaign in support of the company's new albums, including one by the group the Flamingos. The campaign is designed to increase sales of the company's new albums and to help promotion the company's other new releases.

The campaign includes a number of different promotions, including the release of a new album, 'The Time Has Come,' which features a number of new songs. The album will be released on March 10 and will be available at record stores and specialty shops throughout the country.

The campaign will also be supported by a number of different radio and television commercials, which will feature the company's new artists and albums. The commercials will be aired on a number of different radio and television stations throughout the country.

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**Racks Violate FTC Rules: Judkin MGM-Verpe Unveils 18 LP's at Meetings**

**BY ELIOT TIEGEL**

LOS ANGELES—"There are certain sections of the FTC's business practices code that aren't being adhered to," charges Howard Garten, Denver Garden.liley and key Southern California trade association advisor.

WB-Reprise Overseas Push

HOLLYWOOD—A look at the continuing success of European marketing for such top U.S. recording artists as Elvis Presley, Andy Williams, Peter Paul and Mary, and Bobby Vinton. Pianist Billie Muns handled the arrangements on the two-page package.

The release includes top 10 pop LP performers, Jerry Butler, Betty Everett, the 4 Seasons, Little Richard and organist Billy Preston. The Detroit Weekly Ross Morgan, two recent singles.

**VEE JAY Bows Songbook Line**

HOLLYWOOD—Vee Jay is introducing a new Songbook, four packages by the Castaway Strings as part of its 29-LP January catalog.

Promotion: forthcoming, 10-week CRDC purchased the publisher's Songbook for use in New Anna, Calif., for $13,000,000.

Goddard Lieberman, publisher of the Songbook, said that the company's first venture into the musical instrument business has been so successful that there are plans for expansion of all retail franchises of the Songbook in the overseas area, which has a long way to go. Lieberman also expects that the Songbook, now at over $23 per cent in the next two years. The Songbook company's annual volume of business was not given but it was explained that the expansion of the business which operates at a high margin of profit.

The two former principal owners and officers of Vee-Jay are continuing to operate the company with Donald D.

**HEINE WEDS ELYSE KRAFT**

RENO, Nev.—Peter Heine, Billboard's sales director, and Elyse Kraft, former marketing research assistant for the SCM Corporation, were wed here Dec. 31. They have since returned to New York after spending their honeymoon in the West. The bride is from San Anselmo, Calif., and the groom, from Glendale, Calif., and since his appointment to Billboard's top sales post two years ago has headquartered in New York.

**CHICAGO—Philips Changes Promotions**

Philips is setting up a dual national promotion program and one of several organizational changes which were announced earlier this week. The new program, which is designed to provide impetus for further growth.

Bill L. Hechler, national LP promotion manager with Philips for the past year, retains his post but will work in New York and Philadelphia.

National LP promotion manager will be Connie Hechter, for the past year publicity and sales promotion director of the Western District, KNDB, Minneapolis, Hechter will also be responsible for developing the college market and directing artist liaison in the field.

Simone also announced the appointment of Joe Cerami as Philadelphia district sales manager, replacing Sheldon Tork, who has become branch manager for the new Music Corporation of America, Inc., the new Mercury Record Corporation branch in Cleveland.

Headquarters in Cleveland, Cerami, Cerami is the new national field representative for this city as well as Detroit, Cincinnati, Chicago, St. Louis, Milwaukee, St. Paul, Minneapolis and Des Moines.

Cerami was a former veteran of the record business and has held positions as district manager for the new sales manager for Kapp Records and Riverside Records, and prior to joining Philips was manager of American Distributing Company, Cleveland.

Philips new LP promotion manager, Connie Hechter, handled record promotion in Minneapolis and was national promotion manager for the New York office before joining KDWB. He will continue in his office in Chicago.

Commenting on the Hechter and Cerami appointments, Simo said the expansion and reorganization of the promotion department will be aimed at giving a harder marketing promotional department of its kind and at the same time maintaining a strong field organization.

**'BEETLES '65' Goes From No. 1 On Billboard Chart**

NEW YORK—The recently released "Beatles '65" on Capitol which was No. 1 on Billboard's LP chart two weeks ago, soared to top position in the album chart last week. No album in the history of Billboard's chart has ever scored such an advance in a single week. The album is also No. 1 on the current RCA L.P. "The Beatles Story," on Capitol, also was in charted. Their chart position.

To solidify their position in the pop record field, the Beatles also are holding down the top spot in the singles chart for the second consecutive week with "I Feel Fine." This is the first time an album hit the top spot within a week after getting on the chart. The Beatles' second album, hit at No. 10 and jumped to the top the following week. Another album, the United Artists' "Hard Day's Night," soundtrack, hit at No. 12 and has held on to that position for five weeks.

And in 1962, "First Family" made its debut at No. 11 and was No. 1 seven days later.

The Beatles have six albums on the chart, in the top three in the top 10. Five of the six are on Capitol; one is on United Artists; and one is on Apple Records. The top five was the Beatles' second album, which was released in November, 1963. The album's last chart position was No. 52. "A Hard Day's Night" held the top position for 14 of these weeks and "Meet the Beatles" for 11 weeks. The Beatles have been at No. 1 for five weeks.

The album charts during 1964 showed relatively few changes in the top position. Only eight LP's during the course of the year held the No. 1 position.

In addition to Beatles' album, other top LP's were the "Hello Dolly" original cast version on RCA Victor, Louis Armstrong's "Hello Dolly" on Kapp, Barbara Streisand's "People on Columbia," the "Beach Boys Concert" on Capitol, and the "Singing Nun" on Philips.

With sales directed to distributors and rack jobbers at $1.98 for "Beatles '65," the album is scheduled for March, June and September release dates on about 30 albums for the first year.

Included in the low-price March series are albums from Elvis Presley, Frank Sinatra, Ella Fitzgerald, Stan Getz, Caron Robinson, David Rose, Judy Garland, Lenny Welch, Bobbi Graham, Harry Belafonte, Conway Twitty, Roy Eldridge, Woody Herman, Billie Holiday, André Previn, Al Hirt and Connie Francis.

**SON IS BORN TO THE SOBELS**

NEW YORK—Robert Sobel, copy editor of Billboard, became the father of a daughter, on January 3, in Flushing, N. Y. The child is the Sobel's second son. The older boy is Laurence Jeremy.
Your greatest sales year starts now with these January releases from Columbia Records.
**Muzak Charges Circuit Sifting**

Los Angeles — Music piracy has been charged in suits filed by the Pacific Network, exclusive distributor of Columbia and Muzak, another local programer. Pacific's suit was filed in Superior Court; Muzak's in U. S. District Court.

Defendants in the Pacific case are charged with conspiring to illegally manufacture and import phonograph records, Muzak, as well as other music's, through a programing by a third party.

Defendants include Twentieth Century Cigarette Vending Corporation, which distributes Muzak's products, and Columbia, as a manufacturer of the receiver, Step Saver, and Muzak. Pacific claims that the defendants have marketed the sound system without obtaining the necessary licenses.

Pacific is asking for an injunction to halt the interception and sale of its programming and for the manufacturers to cease manufacturing and receiving equipment. Exemplary damages of $250,000 were asked, with actual totals to be determined later.

**Mercury's January Albums**

Chicago — Mercury's January release of 23 albums includes selections in the pop category, featuring such artists as the Mitchell Trio, Johnny Mathis, Julie London, the Hank Williams, the Platters, two albums in the firm's new theater series and a host of classical artists.

All are being marketed under a cash discount plan. The January program, titled "Make Yours a Record Year," puts special emphasis on catalog programs. Mercury's new motion picture cylinder display depicting 100 best selling Mercury LP's. Also being introduced is a compact window display kit for Mercury's 15 albums in stores now. "I Had a Ball," as well as a "Make Yours a Record Year" complete window display including centerpieces, 10 side cards and banners.

The new release and sales theme were announced at a series of regional meetings held in New York, Chicago, Atlanta and Los Angeles during the holiday season. Four of the 15 LP's were produced by Leonard Feather. Vee Jay'sossier handling the Vinnygar package.

**Ohio Disricts On '65 Outlook**

Chicago — Another big distribution center here, Paul Glass of Allstate, following up last week's report, said last year was his best ever in terms of volume but not in terms of dollars. He said he expected to be able to meet that in 1965 at least to be as good in total sales but noted distribution problems facing a profit squeeze.

Glass said problems: Excessive amount of new product, small dealers going out of business, lack of credit, increase of entry by the market by national chains, and advertising. Glass said, however, that much of this would be offset by the dependable growth.

**Stable Prices**

Leonard Garnis, of the big independent distributor company bearing his name, said 1965 would be better than 1964 because the manufacturers had succeeded in stabilizing prices. He said prices had been greatly curtailed.

Garnis noted that much of the "footballing of product has been eliminated. Now you see a price list only every 15 days, not every other day, like before.

James H. Martin, Eikehead of a firm bearing his name and distributors for Columbia and Capitol, pointed out January looked "good," but after that, it would be "a real problem." decoration.

Was he confident? "Not really," he said. "I'm just in the middle of the road. I'm going to wait and see." He said the industry's biggest problem was proper enforcement of the Trade Commission rules which could provide a better profit picture. Stabilize prices and restore the public's confidence in the industry.

**Advance on Angel's Carments Zooming**

Hollywood — With 40,000 advance orders already received, Angel Records' triple LP "Carments" set on its way to a million-dollar album in the classic label's history. According to Lion Records, distributors of Capitol Records and the Angel unit.

RCA Elevates R. O. Price

New York — R. O. Price has been promoted to manager of manufacturing and recording for RCA Victor Records, replacing A. L. McClay, who retired this week.

Price, who was general plant manager, joined RCA in 1929 and was manager of the Indianapolis plant from 1945 to 1963.

**Miller Intl. Forms Audio Spectrum Co.**


The label is the firm's first venture into a standard price line ($3.98 and $4.98 stereo albums). An initial release of six LP's featuring organ music packages, the contribution of the Winns and Barry publishing firm, and the continued growth of the budget market.

These figures do not include revenues from "Picture Sound" program. The label's initial impact on General Electric by Pickwick International, Inc., for use in GE's "Show 'o Tell" viewer.

New York — Leonis Lewis, national sales manager for 20th Century-Fox, has been named as general manager of Muzak's Los Angeles office this week. He will be in charge of the company's January release.

The January release features LP's by Mahalia Jackson, Harry Simeone Chorale, Jorea Shank and Shytle Temple. There will also be the soundtrack album "Zeke of the Garden.

**Double Hit Series Launched by Philips**

Chicago — Philips Records is launching a "Double Hit" series, combining a pair of oldie single hits on one 45 rpm disc. The series is being kicked off with 72 records—all available in a pre-pack browser. Material in the series will be completely diversified. The material is ideally adapted for dealer or juke box use.

The pre-pack browser will hold 120 titles and the Double Hit series are being offered at a 10 per cent discount "as long as stocks last." A single record in the series—not in pre-pack form—sells at list price.

Among the releases in the Double Hit series, Philips has the 7" 45 rpm discs "Dana" b/w "Rag Doll"; "Woody Herman's "Beans in My Meat" b/w "My Eyes"; "Ella Griffin's "I Love You" b/w "Somebody"; and "The Mamas and the Papas "Hey Paula" b/w "Somebody"; "The Osmonds "Don't Let Me Be Misunderstood" b/w "The Springs"; "Silver Threads and Golden Needles" b/w "I Dream of Jeannie" and "Teresa Brewer's "Ricecopter" and "Music! Music! Muzak!"

**CAPITOL PLUGS LP'S WITH KITS**

Hollywood — "Love Motion Kits" are being provided dealers in support of Capitol Records' six pop albums released Monday (11). Each kit contains a brochure, a letter to hold Nat Cole's "Love" LP, three earbud-hearts for the Hollies' "Everyday, songbook, Nanc y Wilson's "Show LP, Al Martino's "We Could LP" and a small Whitman's chocolate sandwich. Additional "kits" are being handled by Charlie Lavin and Sonny James. Heart-shaped display cards and Nancy Wilson blow-ups are also included.

**Billboard, January 16, 1965**
The record that got a second CHANCE...

Several weeks ago we issued a record called "YOU'D BETTER GO" by CHANCE EDEN. CHANCE is new on the record scene, and we had the usual tough time getting the few plays newcomers get. We had faith in the record, and asked our distributors and promotion people for an extra push on this one. As they started to cooperate, they ran right into the Christmas holidays. Now Christmas is nice for children and family reunions and sleigh-bells ringing in the snow...but it's murder on a new artist out with his first record. So..."YOU'D BETTER GO" looked like it was going fast. We almost gave up.

Then, last week, with no extra push on our part, the record seemed to be getting a second chance. Two disc jockeys from different cities reported they were getting listener requests for "YOU'D BETTER GO" by CHANCE EDEN. A distributor called in to see if CHANCE was available for hops. He was starting to get calls.

From the West Coast, Bill Gavin reported: "Record to watch: YOU'D BETTER GO—Chance Eden (Roulette). A few correspondents have pulled this out of the grab-bag and report encouraging listener response."

That's enough for us. We still believe in the record and we are re-issuing it...this time with a picture sleeve. CHANCE is a tall, good-looking youngster from the Seattle area and we believe the teen-age girls are not going to resist the picture sleeve.

"YOU'D BETTER GO" is a powerful love ballad, and CHANCE EDEN is a talented new performer on the record scene. When the new record reaches you, give it a spin. We believe you'll want to give it a second chance.

Thanks,

Hugo & Luigi

Hugo & Luigi

ROULETTE
**Congress Has Pockethul Of Its Agenda**

*Continued from page 3*

including KRLA. The latter is an inter-in operation by education and business leaders, pending outcome of a dozen shows, and is a well-attended AM operation, dubbed a "frantic rod 'n' roll" event.

Recent hearing examiner's initial report on the Boston renewal, may give the FCC some second thoughts about the Muzak charges on the basis of failure to properly identify sponsorship. Examiner Cooper exonerated WOR of FCC complaint on this aspect. Cooper said the FCC had "new flood" on radio broadcasting, now proper sponsorship identification to receive FCC notices and albums played over the air. This one aspect could back up the renewal hearing for the Harris Committee when it came to the Harris Committee on broadcasting, which contains clear to broadcasters in implementing the law. The agency action by the FCC and rule-making by the agency will undoubtedly send complaints broadcasters and home computer users, and its present to broadcasters and retailers to para-

The May Reach the Hill

The FCC's new program to compel joint AM-FM owners to have at least 60% of FM programing differ from the AM, may be taken up on the House Commerce Committee Chairman Oren Harris (D., Ark.), and Communications Subcommittee Chairman Bill Rogers (D., Tex.), have a history of hostility toward FCC actions, that are protested by small radio stations. The Commerce Committee last year, as it had the FCC from a move to limit broadcast commodification and rules.

Protests against the FCC's new program reporting forms for broadcast ownership, given by broadcasters, may also receive more scrutiny. The FCC may approve proposed new forms now under consideration, radio libertarians insist, because of any "substantial" changes in formats, such as moving from Good Music to Top 40. Stations with "specialized" programming, rock or folk, country music, whatever, may be asked to tell how their programming differs from others in the area using the "same specialty." Broadcasters insist, they will file the FCC jurisdiction on this, under its statute.

Newly Elected Commissioner

What effect a new lady commissioner, Mary Gardner Jones, will have on the Federal Trade Commission decisions, remains to be seen. Jones, a 31-year-old secretary, is expected to get quick appointments.

In addition to continuing clarification of the trade practices of the audio industry, the FTC has to make final decision on the Columbia Records lawsuit. Commissioners will decide whether the government action was right to press complaint that the Club aimed at eventual mo-

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A NEW HIT SINGLE BY
THAT "RINGO" MAN
LORNE GREENE SINGS "THE MAN"
#8490 c/w "POP GOES THE HAMMER" RCA VICTOR
Coming in February - New Lorne Greene Album "The Man" LPM/LSP-3302
The most trusted name in sound
CALI 2,000 RCA "Country With the much material in
the country field. It is reported that
ABC-Paramount has allo-
cated a very sizable fund for the
purpose of acquiring additional
2,000 copyrights, including such
standards as "Marchita," "Mexi-
cali Rose" and much material in
the country field. It is reported that
ABC-Paramount has allo-
cated a very sizable fund for the
purpose of acquiring additional

These moves—Victor's explor-
atory one and ABC-Para's pur-
chase—highlight the fact that a
new era or cycle in the music
business is at hand—the day of
the large user as a copyright
holder.

In the film field it was com-
mmon ten years ago for larger
publishers, but in the record field
a division of interests was attached
to a diskery which also functioned
as a publishing house.

Even in the area of phonograph
and blues and country fields. Dis-
counting the fact that many labels
were unable to obtain suffi-
cient song material from pub-
lishers so they established publish-
ing subsidiaries of their own as copyright repositories for
songs of their own artists. With
the advent of the record's "roll a
roll era" there was a strong in-
quired pop significance, and these
publishing subsidiaries assumed
great value.

Gradually, all major diskers—
with the notable exception of
Victor—entered publishing. Capitoll owns the firm of
Armstrong. ABC-Paramount has
April and Blackwood, Decca has Northern.

Tradecrafts feel that the joint
diskery-publishing operation re-
forces the heyday of the music
business, and also reflects the
concern of users over up-
comers. and pressure in the right
Act.

Over the years, the Act has
changed; it will be, on the major-
ity principle, easier for a factor
which endorses certain record manufacturers to seek copyright
ownership. Copyrights are in-
creasingly involved, owing to the
growing popularity of the mu-
ic business. This, of course, in-
volves large printing costs. An-
other copyright protection is likely
to increase with the up-
coming re-
publishing. The great fear
that the period of protection
will extend beyond the death of the composer instead of the current two
periods of 28 years. This revision
will bring the American Act in line
with European practice.

Herman Starr Dies

"Crickets" and "Marchita," the standards acquired by ABC-Para,
were "Old Shep," the "Last
Letter," "That's How-Ha-Haid"
Daddy Of Me," "I Only Want
A Buddy, Not A Sweetheart," and
many other. Composers represented included Gene Autry,
Red Foley and Smiley Burnette.

Sears, Roebuck
Appeals Small
Claims Ruling

Another controversial acquisition
of Cole was announced by
Schubert, ABC-Paramount Thea-
ters executive, who also an-
nounced purchase of Le-Mor
Music Company, both of Chi-
Cinco. The firm intends to
record 5,000 songs, representing Cole's
40 years in the music field.

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CRDC Buys Fender

CRDC Buys Fender

Continued from page 1

significant innovations and strik-
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Fender's guitars and amplifiers are the considered outstanding instruments of their types by both professional musicians and
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"VOICE YOUR CHOICE" "NO FAITH, NO LOVE" "BLIND MAN" "I'M OVER YOU"

THE RADIANTS Mitty Collier LITTLE MILTON JAN BRADLEY
CHESS 1904 CHESS 1918 CHECKER 1096 CHESS 1919

THEN WE DECIDED THAT A LITTLE AD WOULD SERVE THE SAME PURPOSE!

HOT SELLERS

"VOICE YOUR CHOICE" "NO FAITH, NO LOVE" "BLIND MAN" "I'M OVER YOU"

THE RADIANTS Mitty Collier LITTLE MILTON JAN BRADLEY
CHESS 1904 CHESS 1918 CHECKER 1096 CHESS 1919

CHESS producing corp. Chicago, Illinois 60616
S. R. Songfest Maker or Breaker?
- Continued from page 1

More young singers than ever will be heard at the festival because of the RCA withdrawal. They include such newcomers as Nicola di Bari, Giannini Mascolo, Don Mike, Giordano Colombo, and Vito Zanichelli. Two debut singers, competing as winners at Costocarte Terme, are Franco Tocci and Vittorio Iannini. Among those who have composed their own entries are Fred Bonoguolo, Bill Eil, and Ricki Giannetti. FredLino Donaggio, Beppe Cardile and Papparella.

Italy's most famous composer-singer, Domenico Modugno, who won three times in the past, was eliminated when his song was rejected by the selection committee.

First part of final evening featuring the Italian singers, will be seen throughout West Germany, but telecast of foreign guest will be heard only in Italy. Foreigners have a choice of singing in their own language in Italy, where most all singing in Italian since the juries who do the voting usually do not understand foreign languages.

WB-Reprise Overseas Push
- Continued from page 4

to garner the foreign product. Based on the company's current hot period, the combination will make its debut in the U.S. for a few days and then will be preceded by TV-Tapes in February. Also arriving will be Jackie Mason, writer and producer of his hit single. A cover LP for the single will be released soon.

to count the flow of European artists coming state-side, WB will send the Easy Brothers to Europe in April to record and do promotional appearances. Smith hopes to keep the tours for Connie Stevens, Dick and Dee, Miami, Paul and Mary, and Vic Damone will be going to Europe as had been previously considered.

British Decca Widens Sights

By ANDRE DE VEKEY

LONDON — A widening of world representation, an important breakthrough in classical program and a big push on the British LP market are part of Decca's 1965 plans. Five additional territories have been assigned to the countries in which Decca already has manufacturing and licensing affiliates, making a total of 32 throughout the world. The new countries are Greece, Turkey, Yugoslavia, Philippines and Taiwan.

Top executives at Decca told Billboard they planned to keep licensing arrangements flexible so as to give the parties concerned more freedom to maneuver in the face of fast-changing fashions of today's disk business. This meant short-term rather than firm contracts.

Important projects in classical repertoire include the complete Beethoven symphonies, the Diaghilev's "Gottterdammerung," with George Solti conducting the Vienna Philharmonic, and complete Schubert sonatas, also with Diaghilev. Discussions are in progress with other groups. This will take Decca a start forward into the "Ring" cycle, due for completion during 1967.

An hour's TV film of "Gottterdammerung" has been made by the British Broadcasting Corporation which will be shown on Eurovision (Europe's TV link-up) and elsewhere internationally wherever the BBC can place it. The film was shot in the initiation of the film. Other classical recordings include the previous recordings of Mozart, a 10-album set of the complete works, will have strong material as a follow-on to the five-album set of this composer's "Wind Music." This will be useful to all works hitherto not captured on disk, the company feels that all encompassing attitude of the company when it takes the trouble to search the golden treasury of music to satisfy the consumer as well as the pop fan. With unusual orchestral works and other recordings like the church set, Decca is capturing the entire field from pop to posterity.

For the Phase 4 stereo series, which previously concentrated on popular and light music, will be recordings of the London Symphony Orchestra under Stokowski, Decca's U.S. affiliate. London, RCA-Italian, and RAI in Joint Anti-Festival Effort

ROME—RCA Italiana and RAI have joined forces to fight the Eurovision Festival sponsorship. Two interpretations of the RCA songs included in New Orleans' will be presented on special TV shows.

The two dissidents are presenting the final selection method of the contest. One Italian radio station withdrew its entire entry slate. Using an audience set on every Sunday at 5:30 a.m., five of the nine song sellers, the program was recorded with the listeners voting on their favorite songs by holding up cards. Paul Anka, Ennio Morricone, Nico Fidenco, Ennio Morricone, Gianni Morandi, Rita Pavone, Pelflipelli and Neil Sedaka participated in the three-nation singing delegation. Anka, Seda, Fidenco, Morandi and Pavone have all had No. 1 records for RCA in the last 7 years in Italy.

Waited for the last of the two nights will be presented by RAI-PTV prior to the actual contest, the launching of these songs and their records will give RCA a big push. The artists had for the last pre-supervisions. They will also give RCA a chance to show that it is not opposed to presenting their songs in the past, has given considerable time to RCA's representation at the Eurovision City of Rome and Rome.
COMING!
THE LP FOLLOW UP
TO PETULA CLARK'S
SINGLE HIT HIT HIT!

PETULA CLARK'S BIG HIT SINGLE: "DOWNTOWN"

www.americanradiohistory.com
Malaysia High on New Year

SINGAPORE — Despite increased taxation recently announced by the Central Government of Malaysia, which applies also to Singapore, the general feeling is that the sales of phonograph records will not be affected and 1965 will be a good year for record shops, phonographs, radio and TV sets.

There is today an increasing interest in records here in music, generally, and records in particular. Local and foreign publications have been highlighting the latest in pops in Britain, Europe, Japan and Australia. News about new pop stars and best groups are avidly read and discussed, and dealers are besieged with inquiries about the same, which local records are available locally.

Apart from the newspapers, local radio stations Radio Singapore and Rediffusion — play the latest tunes, compiled by local and foreign disc jockeys, which advance sample records to the disc jockeys, and are heard there. And if the teen-agers like the tunes, they are sure to rush to local record dealers and even the importers.

The new Singapore's "Pop Inn Jury" has helped to stimulate interest in the latest in pop music. The group of the jury are often controversial. They have helped to focus on the growing interest in pops. By the way, "Pop Inn Jury" is the same line as the "Juke Box Jury.""}

Norway Posts Record Sales

By ESPEN ERIKSON

OSLO — The past year was the best for Norway's record industry. Overall, the country's record sales have soared 16 percent. Singapore's total of over 13 percent, LP's have remained status quo, and LP sales have soared 16 percent. More than 200,000 LP's have been sold in Norway during 1965.

There are reasons for this. During 1965, Norway experienced its first "Year of TV." To the public has become used to it during some $38 million dollar TV programs. After the end of the TV programs, the public seems to be turning to their stock of records again.

The Beatles, who won high sales of their own records, also stimulated sales of other records. The Beatles were the most popular in Norway, still outshining other recording artists, including the Beatles.

When these phenomenons are over, the recording industry here does not anticipate a significant increase in sales during 1965. According to Haakon Tveten of Nordeke, the Norway's major music distributor, sales here will go up to about 3 percent, as compared to 1964.

Parallel to the increase in sales, the sales of record players have increased. During the years 1960-1963 the total sales of players has been about 125,000 units, mainly in Norway. In 1964, sales increased to about 55,000, resulting in a 12 percent increase. The phonograph industry anticipates a further increase in 1965.

The most remarkable thing that happened in Norway during 1965 is the increase in the number of new labels. The country, which only a few years ago had no local recording artists in the pop field, today has more than a hundred. Consequently, the number of new artists continues to grow.

Among the newcomers stand a good chance to survive independent producers, Bente Lind, the Dizzie Tunes, vocal group, Toril Stoaa and Brii Barn.

What makes this extraordinary, is that all this happened during the "Year of TV." A young artist has a chance to break into the record industry.

Not even the musicians' union will record until higher rates are granted. The record industry clings hard to the record companies, which are styling more and more. Newcomers have become accustomed to themselves, or in some cases, music trucks are bought out.

Neither record clubs nor the use of tape producers have affected the sales of records in Norway. The sales of sound cards have increased in rate to sales in 1965. Most labels here concentrate their efforts on the domestic market. In Norway most distributors do not own their record stores. There is a strong trend for the larger record shops to become big distributors of new labels. Some of the shops do their own importing. Any new territories, such as record discs or recording or even of new territories, are not expected to arrive in 1965.

Radio and TV promotion in Norway is increasing. Some have not exist in Norway before, because broadcasting there was not government controlled. Each station has only one program, on the other hand, radio TV promotion is industry and vice versa.

Radio and TV are the most important media here.

(Continued on page 52)

INTERNATIONAL NEWS REPORTS

News From the MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Ardote has acquired local distribution for three of the most popular albums in the past year, and today it has sold more than 100,000 copies of the best albums. In Holland, the world's largest market, the record business is still booming. The Ardote organization is able to sell a record for 20 to 30 percent lower than in the US. It is a big business in Singapore and Malaysia.

There is a growing demand for records in local markets, and the Ardote organization has been able to sell a record for 20 to 30 percent lower than in the US.

Indonesia and Singapore have been the most important markets for Ardote records. The Ardote organization has been able to sell a record for 20 to 30 percent lower than in the US.

News from the world's leading music capitals

Auckland, N. Z.

Record manufacturers are feeling the pinch of import controls. Import licenses have been reduced by nearly 10 percent for the year, and because many items do not warrant local production, many of the smaller national population, will not be as far-reaching as expected. Some of the shops do their own importing. New territories, such as record discs or recording, are not expected to arrive in 1965.

Radio and TV promotion in the country is increasing. Some have not exist in the country before, because broadcasting there was not government controlled. Each station has only one program, on the other hand, radio and TV promotion is industry and vice versa.

Radio and TV are the most important media here.

(Continued on page 16)
AMERICA'S MOST TALKED ABOUT VOCAL GROUP...

THE STANDELLS

ARE NOW EXCLUSIVELY WITH AMERICA'S MOST TALKED ABOUT COMPANY

VEE-JAY RECORDS

AND THEY'RE IN LOVE

THE BOY NEXT DOOR

AND B. J. QUETZAL

VJ 643

NOW NOT QUITE #6 IN SALES
INTERNATIONAL NEWS REPORTS

News From the MUSIC CAPITALS OF THE WORLD

* Continued from page 16

with her Bluebeat single. Max Merrill and the Meteors is another Christchurch group that has come to Auckland and gained into the big time. Locally produced TV shows like Auckland’s “In the Grove” and Wellington’s “Let’s Go,” are outstanding exposure outlets to assist local artists and help pop music sales.

BERLIN

Paul Siegel, former disk jockey for New York’s Station WMCA and now just marked his fifth anniversary, as the deejay for Sender Freies Berlin (Radio Free Berlin), is conducting a Berlin talent contest—“Stars von Morgen” (Stars of Tomorrow). Participation is open to any Berliner aged 14 to 20 years, and vocal groups. Entrants are asked to send in the West Berlin newspaper Nach-Abspeis (Telegraf), on tape or in live performances or audiotapes sung or played by the contestants, accompanied by a photo and short personal history. The contest ends Jan. 15, after which a jury will announce the winner. Headed by Siegel, the jury consists of Janna-Gunter Nah, editor of Nach-Abspeis; Hans Carste, Radio Riss, Berlin; Helmut Wahl, music editor of the illustrated magazine Quick; Paul Rohm, TV and disk recording star; Arno Floer, disk arranger; Carl U. Blank, lyricist; Guenter Teppel, composer, and the Berlin distribution chief of Telefunken, Polydor, Arista, Deutsche Vogg, and Metronome. Siegel will produce a recording in Berlin with the winner, who is under contract with a German record company and also in the U. S. Siegel said the aim of the contest is to discover an artist in West Berlin for global exposure. Siegel’s production has been released in Berlin, and is to be released in London, ABC-Farmar, London, and Yugoslavia, and in West Germany on Teldec, Arista, and Metronome.

Kurt Edelhagen will make a tour of Communist East Germany next March with his orchestra, another trip to promote musical contacts between East and West Germany. Edelhagen toured the Soviet Union and East Germany in 1964 and was received enthusiastically everywhere. A Charleston, Berliner Luft (Berlin Air), is the hit from among all German evergreens released by Reclam Verlag on a new LP, “Zwei mit Caro,” with Caterina Valente, by Berlin joined other German radio stations in the year-end sponsorship of European radio week, German radio stations took part in two joint programs with the French radio network (a symphony concert and a jazz program) . . . Will Meister’s Monopol label has produced two big hits—“Was Che Guevara,” with Suoi Davee, and “Lustiges Wetter.” The Meister label also has a big German jive box market for these seven current favorites: “Will Meister zum Tanz,” “Evergreen Parade,” “Klausem im Dicker, ” “Gango Notorno,” “Annette,” “Rummelpaltz,” “Kopf- Tie.” . . . Philips poured one of the biggest budgets of the season recently at Berlin’s Kompanfo Hotel to celebrate the fantastic success of its “Fair Lady” LP, which has sold 500,000 copies in three years with virtually no competition. A “My Fair Lady” cocktail was connected for the season. Philips’ success with “MFL” is all the more spectacular in view of the fact that no fewer than 257 different My Fair Lady dicks have been cut in Germany featuring almost every well-known German organization, including Willy Mill, Maria Klose, Carmen Valente, Helmut Zurcharbach, Klaus Wanderlich and the orchestra of Harry Osterwalt, Werner Mueller, Kurt Edelhagen, and Horst Jan- eway. Writing a love poem to his wife for each wedding anniversary, may be said by M. Crampton, of the 16th Medical Detachment, Berlin, down inter- national songwriter’s lane with two well-traveled musicians—a German, Klaus G. Neumann, and an American, Paul Siegel, Crampton assigned to the U. S. Army hospital in Berlin, has written poems to his wife, Barbara, on every wedding anniversary for eight years. His second wedding anniversary poem—“When We Grow Old”—is the one destined to be a song. It has been recorded by Klaus Neumann, com- posed of the millenium’s song, “Wunderland by Night.” The new song is to be published in the fourth annual feature on West German TV English by A-Rex Music Publishing Company, in New York, Siegel’s Paul Siegel Musicverlag of Berlin will publish and distribute the song throughout Europe.

OMER ANDERSON

COLOGNE

Deutsche Vogg’s “Stair” is climbing on the best seller list. It has sold 125,000 copies, it is at the top of the best seller list in Switzerland and is climbing fast on the German list, now being among the top five tunes . . . Deutsche Vogg has just issued the German version of Ray Charles’ “Unchain My Heart”—“Babie, Shake mit Mii!”—with the Modern Senate. The disk is, which has a policy of promoting talent overlooked by other German diskies, is introducing its newest singing star, Regina, in a series of radio programs.

James Makuta’s latest record, “Jedem Tag, da Liebe Ich Dich mehr,” has just been issued by Deutsche Vogg. . . . Greg Munk- erlage has a new dance from Finland—“Lasik,” by Jenn, which is a hit tune in Paris, Brussels and Amsterdam. In Hamburg, producer Udo Bowlen has produced a Polydor release with the orchestra of Roberto Delgado, and a second version—sing—written by the Sandor, Schoen, Oben. Greg has a new song, already on Rolf Bendt’s hit list, “Unser Papa Hat Kein Geld,” which Bendt has recorded for Columbia, And Greg’s Western, “Ein Gold Und Keine Freund,” (A Lot of Money But No Friends) is featured in the German film (Constable) “Die Gold- schuster von Arizona.” The song is sung by Rolf Paulsen, and has been released by Electrola. Electrola is distributing on the German market five Capitol releases by former Elvis Ferie. Electrola has stirred a sensation on the German market with its classic release of Wolfgang Amadeus Moz- art’s “The Marriage of Figaro.” It is the first time the opera has been sung in German, and Electrola used an East German orchestra, Die Staatskapelle Dresden. German diskies are increasing their production of text disks, with everything from fairy tales to thrillers being waxable, and Electrola is moving to exploit the potentialities of the German election year. With Chancellor Ludwig Erhard up for re-election in the autumn, Electrola has just released "Er Braut Ein Ruf Wie Bonner Hall"—an unequaled program on the Bonn political scene, Electrola who has released "Die Musikplattige" a collection of spine-chilling murder stories.

OMER ANDERSON

WEST GERMANY

Philips boss Hans Schrade made gold records with a diamond on them to celebrate 500,000 sold LP albums of the original Black cast.

(Continued on page 16)
PLAN: STARVE THEM OUT

Britain Will Weigh Sinking Of Pirate Ships by Embargo

LONDON—The British government will consider starving out pirate radio stations under an agreement reached with other European countries. Early this year a bill will be put before Parliament making it an offense for anyone to supply the radio ships with food, fuel or anything else that keeps them going—including advertising.

Just before Christmas, the Council of Europe meeting in Strasbourg drew up an agreement to ban radio ships. It will be signed on Jan. 25 by Britain and other European countries.

The agreement may be adopted by the world-wide International Tele-Communications Union, which also wants to stamp out all pirate radio and TV stations.

Britain now has five pirate stations beamed on her. They are Caroline North and South, and Radio London (all operating outside territorial waters) and Radio Invicta and Radio City which are based on disused forts in the River Thames estuary.

They have all been doing tremendous advertising business since opening within the past year. Up to 6,000,000 people listen to them at peak periods.

Under the present law anyone listening to a pirate station could be fined up to £150 but there has never been a prosecution on this score.

H-1 Visa Ban by U.S. Hurts U.K. Invasion

LONDON — British agents have received with alarm the news that the U. S. Labor Department in Washington has declared no more British groups will be granted H-1 visas. The permits are necessary for American tours so the declaration amounts to a ban on the groups.

The Labor Department's decision meant the cancellation of scheduled tours by three groups.

Bruce Gives Reception for Minstrels

LONDON — A reception to greet the New Christy Minstrels was given here by U. S. Ambassador David Bruce. The group appeared on ATV's "Sunday Night at the London Palladium" (10) and is re-recording two 30-minute radio shows for the BBC and four 30-minute TV shows for Southern.

Phillips has released a new single by the group, "Down the Road I Go," and in March, Oriole will issue the group's LP, "Cowboys and Indians," with its first batch of releases from the CBS catalog.

Although the CBS switch from Phillips to its recently acquired Oriole outlet is not effective until March, the U. S. company has already passed to Oriole a single it acquired by Canadian folk group, the Travellers, "Take Your Sins to the River."

The Travellers were here in November to appear on the Palladium TV show after Prince Philip suggested a British visit to them. They return next week for TV and radio appearances and a concert with Nina and Frederik.

"FOR LOVIN' ME"
5496
ANOTHER SINGLES WINNER FROM
WARNER BROS. RECORDS

BETWEEN PERFORMANCES the Animals discuss the audience at the Germania Theater, Paris, with (left) Jean Jacques Timmel, of Pathé-Marconi of France, and Billboard's correspondent Henri Krakowitch.

January, 16, 1965, BILLBOARD
Winners of Awards in Spain

BY RAUL MATAS

MADRID—For the sixth consecutive year Discorama has given gold records to the top-rated talent. The Beatles, French star Silvie Vartan and Argentinian chauretist Luis Aguile were winners in the international category, while the Guadarrama and the Duo Dinamico were the local champions. "The Beatles" went to "Big Daddy," "Surf's Up" won "Best Record of the Year."

Government-owned and operated Radio Nacional has been providing a hot parade since 1962 through "Hit Parade," and the winners among Spanish talent were: "Try" and "Pacheco" among foreigners. The "National Hit Parade" also awarded "Gracias," the first album of the year (Guzman and Alguero wrote it), and "La Mamma" (Gall and Charles Aznavour) was awarded best foreign title of 1964.

First smash hit of the new year was the "Yenka." The dance was originated probably in Sweden but adapted here to the Spanish taste by Johnny and Charley from Holland. The record sold thousands of copies during the holy days. A song specially written for them, "Yeu and La Cama," has been a tremendous hit. The writers, Max Baratta and Tono Arias, claim that it never happened before in the record industry in Spain.

INTERNATIONAL NEWS REPORTS

News From the MUSIC CAPITALS OF THE WORLD

Continued from page 16

LONDON

Brian Epstein has formed a new film company with Red Ormiston, who recently quit as British production head of United Artists. The new company will be called "Cherry Films" and will have a staff of 30 and a budget of $2 million. Epstein is planning to make Arnet's film "Me and My Girl" and has just begun a new series of "Boy Meets Girl" films. "His Girl Friday" has already been released, and "The Bachelor's Party" is due out this summer. "The Bachelor's Party" has already been released, and "The Bachelor's Party" is due out this summer.

HAMBURG

Philips has brought out Star Club Records, a new label exclusive to Hamburg artists appearing at the Star Club in Hamburg. The label's initial product consists of three singles and one LP, Hamburg's Star Club is booking more top U.S. and British groups than any other Continental night club. It was there that the Beatles played their first engagement in Germany when they were on the "Beatles' First Night Out."...Polydor picks its top 10 singles this week: "Dodo (Freddy), a 15-year-old girl's hit, Caesar and Zeno (Peter Alexander), "Dar Platz neben mir" (Nelio DiBartolomei), "Trauriger Younger," "Klang," "Das Nachtisch mit den Knochen" (Mond Sanduck), "Papillon, der rote Top" (Cinzia Morra), "Freddy und das Land der Pracht," "Luisa," "Hans Strauber," "Ein Engel durch das Land der Oper," "Witze Spaziergänger" (Peter Alexander), "Dahin auch Kleinheit ging" (Friedel Henrich), "In der Zei der Mutter," "Hans Goes to Work," "Kokskatschränder" (Jocke Jarlson's Don Jon's Casino).}

JEFF KRUGER IN U.S., TO TALK WITH UA

NEW YORK—Jeff Kruger, Embert Records' president, arrived here on Sunday to begin a two-week trip of the United States. The British executive is resuming his American tour during the gap in his current concert tour which he is taking to be accompanied by his father, Sam Kruger, senior director of Kruger enterprises. Jeff Kruger will meet with United Artists executives here to discuss promotion and publicity on his new artists—Ray Singer, Muslim Sultan, and Roger Nevin. Kruger owns the world rights to all these artists. He also plans to attend the U.S. rights to John Barry's "Singin' in the Rain" tour, which will meet with World Artist Records executive Jack Greenberg to discuss the future of Chad and Jeremy. Also on the itinerary are visits to Miami, Hollywood and Miami, where he will attend the UA distributor meeting. During his current trip, Kruger will continue to negotiate for representation deals with record companies and music publishers to represent their product overseas through his publishing companies and his own label.

In his last visit to the U.S., Kruger concluded a deal with UA and itslabel to distribute Embert Records here.

LEBANON ADDS 28 TO THEIR BLACKLIST

BEIRUT—Harry Belafonte, Dinah Shore, Frank Sinatra and Julio Iglesias are among the 28 on the latest blacklist issued by the Lebanese government, which has been doing this for the past few months. The list includes artists who have figured in proscribed activities. The decree specifies that no distribution of the records or films of such artists takes place in any form and also lists a number of films which may not be promoted.
AUSTRALIA

**Debut local origin**

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<th>This Week</th>
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<td>1</td>
<td>I FEEL FINE—Beatles (Parlophone)—Northern Ltd.</td>
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<td>2</td>
<td>THE WEDDING—Fats Waller (Brunswick)—Sony Music</td>
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<td>3</td>
<td>OVER THE TOP—Ringo Starr (Parlophone)—Sony Music</td>
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<td>PEOPLE—Brian Jones and John (Decca)—Polydor</td>
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<td>ON THE BEACH—Chester Jones (Columbia)—Hansa</td>
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<td>REMINISCING—Joy Justice (Hank Marvin) (London)—Acuff-Rose</td>
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<td>7</td>
<td>I'M GONNA BE STRONG—Gene Pitney (Columbia)—Hansa</td>
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<td>8</td>
<td>SQUEEZE BOX—The Troggs (Fontana)—Barclay</td>
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<td>9</td>
<td>NATURAL HIGH—Bee Gees (Bee Gees) (Parlophone)—Parlophone</td>
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<td>10</td>
<td>TEA FOR TWO—Henry Mancini and His Orchestra (Capitol)—MGM</td>
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**WEST GERMANY**

**Debut local origin**

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<td>DAS IST DIE FRAGE—Aller Fragen—Cliff Richard (Columbia)</td>
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<td>GREEN EYES—Harry Belafonte (B Routine)—Capitol</td>
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<td>3</td>
<td>VERGANGEN, VERGESEN.—Spring and Summer (Sono Music) (Polydor)—Polydor</td>
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<td>4</td>
<td>MIRAMAR—Deado—Essex</td>
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<td>5</td>
<td>BABY WE'RE BORN (Spanish) (Belinda) (Belinda)</td>
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<td>6</td>
<td>BEATLES FOR SALE (EP)—Northern Songs/Jewel—Parlophone</td>
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<td>7</td>
<td>EVERY DAY AND ALL DAY (Kika)—Parlophone</td>
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<td>8</td>
<td>LOSING YOU—Dandy (Springfield Music)—Triole</td>
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<td>9</td>
<td>ALWAYS IN MY HEART—Barbara Streisand (Columbia)—Columbia</td>
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<td>10</td>
<td>I WILL ALWAYS °UPON THE ROOFTOP—Don ®—Polydor—Gerg</td>
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**BAVARIA**

**Debut local origin**

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<td>DAS IST DIE FRAGE—Aller Fragen—Cliff Richard (Columbia)</td>
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<td>I SHOULD HAVE KNOWN BETTER—Cilla Black (London) (London)—Capitol</td>
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<td>DÁHLER—Dáhl—Decca-LSI (Red Bird)</td>
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<td>PRETTY WOMAN—Roy Orbison (Columbia)—Polydor</td>
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<td>VERGANGEN, VERGESEN.—Spring and Summer (Sono Music) (Polydor)—Polydor</td>
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<td>AUF DEM WEG—Victor Terzic (Decca)</td>
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<td>DER HICHER FICK MAKER IM PYRAMID—M. Gido (Bamberg)</td>
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<td>KENN EIN LAND—Rosy Faas (Judy)</td>
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<tr>
<td>9</td>
<td>MÍMPS TENEZIEN—Hans Christian (Columbia)</td>
</tr>
<tr>
<td>10</td>
<td>ABER MEIN HERZ IST AUS—Barbara Streisand (Columbia)—Columbia</td>
</tr>
</tbody>
</table>

**CHILE**

**Debut local origin**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I FEEL FINE—Beatles (Parlophone)—Northern Ltd.</td>
</tr>
<tr>
<td>2</td>
<td>A LA FRUTA—Dorothy Lamour (Columbia)—Nacional</td>
</tr>
<tr>
<td>3</td>
<td>SÁCRÉ CHARLAINE—Brigitte Bardot (Polydor)—Polydor</td>
</tr>
<tr>
<td>4</td>
<td>ALLADAG—Jacques Brel (Polydor)—Polydor</td>
</tr>
<tr>
<td>5</td>
<td>PETIT PAPOF NOEL—Tito Puente (Philips)—Philips</td>
</tr>
<tr>
<td>6</td>
<td>VOS PERMETTEZ—Pavel Kormac (Polydor)—Polydor</td>
</tr>
<tr>
<td>7</td>
<td>LIGERES RAMBR—Les Conac Musique (C.R.C.)</td>
</tr>
<tr>
<td>8</td>
<td>NUESTRO OCULTO AMOR—Fabian (Parlophone)</td>
</tr>
</tbody>
</table>

**FRANCE**

**Debut local origin**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ECOUZE CE DISQUE—Eugène Ray (RCA Victor)</td>
</tr>
<tr>
<td>2</td>
<td>DONNA DONNA/DOU PIN—Francis Fontaine (Fontaine)</td>
</tr>
<tr>
<td>3</td>
<td>LE PENITENCEUR—Johnny Hallyday (Polydor)—Polydor</td>
</tr>
<tr>
<td>4</td>
<td>OR PRETTY WOMAN—Roy Orbison (London) (London)</td>
</tr>
<tr>
<td>5</td>
<td>VERT CHANG—Mervy (Barclay)—Barclay</td>
</tr>
</tbody>
</table>

**ITALY**

**Debut local origin**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NON SONO DEGNI DI TE—Viviana (Fontana) (Fontana)</td>
</tr>
<tr>
<td>2</td>
<td>BAMBINI MIE—Astorino</td>
</tr>
<tr>
<td>3</td>
<td>ADEL SO TE NUI—Barbra Streisand (B.B. Music) (Polydor)</td>
</tr>
<tr>
<td>4</td>
<td>CHIUDI (STROPPY) BOBO (Strophe) (RCA Victor)</td>
</tr>
<tr>
<td>5</td>
<td>LA COMETA—Paolo Conte (Columbia) (Columbia)</td>
</tr>
<tr>
<td>6</td>
<td>E CEST TRISTE VENIRE—Christina Sangalli (Columbia) (Columbia)</td>
</tr>
<tr>
<td>7</td>
<td>MAMMA NON HO PIANTO—Trimaks (RCA)</td>
</tr>
</tbody>
</table>

**NORWAY**

**Debut local origin**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FEEL FINE—Beatles (Parlophone)—Northern Ltd.</td>
</tr>
<tr>
<td>2</td>
<td>BABWANG—Renate Simonsen (Columbia) (Columbia)</td>
</tr>
<tr>
<td>3</td>
<td>MORNING BEGINS—Roy Orbison (London) (London)</td>
</tr>
</tbody>
</table>

**SINGAPORE**

**Debut local origin**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A VOIT BON COEUR—DOSLA POALE—Adamo (Capitol) (Capitol)</td>
</tr>
<tr>
<td>2</td>
<td>FREUDER TENNIS—Elvis Presley (EP) (RCA)</td>
</tr>
<tr>
<td>3</td>
<td>LA FUELLA DEL BORD DE MER—Adamo (EMI)</td>
</tr>
<tr>
<td>4</td>
<td>AMORE SICILIANO—John Fonty (Fonty) (Fonty)</td>
</tr>
</tbody>
</table>

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January 16, 1965, BILLBOARD
## Billboard Hot 100

**For Week Ending January 16, 1965**

**Star Performer**—Sides registering greatest proportionate upward progress this week.

### Hot 100

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
<th>Record Label</th>
<th>Original Artist</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bob &amp; Tom</td>
<td>Pay My Dues</td>
<td>Columbia</td>
<td>Bob &amp; Tom</td>
<td>United States</td>
</tr>
<tr>
<td>2</td>
<td>The Righteous Brothers</td>
<td>You &amp; Me</td>
<td>Epic</td>
<td>The Righteous Brothers</td>
<td>United States</td>
</tr>
<tr>
<td>3</td>
<td>The Vamps</td>
<td>You're My Heart</td>
<td>Epic</td>
<td>The Vamps</td>
<td>United States</td>
</tr>
<tr>
<td>4</td>
<td>The Osmonds</td>
<td>You're So Fine</td>
<td>Epic</td>
<td>The Osmonds</td>
<td>United States</td>
</tr>
<tr>
<td>5</td>
<td>The Rolling Stones</td>
<td>You Can Make Me Happy</td>
<td>Decca</td>
<td>The Rolling Stones</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>6</td>
<td>The Animals</td>
<td>The House of the Rising Sun</td>
<td>Columbia</td>
<td>The Animals</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>7</td>
<td>The Beatles</td>
<td>Be My Baby</td>
<td>Parlophone</td>
<td>The Beatles</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>8</td>
<td>The Searchers</td>
<td>Walk Away</td>
<td>Parlophone</td>
<td>The Searchers</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>9</td>
<td>The Kinks</td>
<td>Dandy</td>
<td>Pye</td>
<td>The Kinks</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>10</td>
<td>The Troggs</td>
<td>Love Expanded</td>
<td>Pye</td>
<td>The Troggs</td>
<td>United Kingdom</td>
</tr>
</tbody>
</table>

### Hot 101 - 200

### Bubbling Under the Hot 100

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
EVERY WOMAN WANTS... A MARRIED MAN
FROM THE FORTHCOMING MUSICAL “BAKER STREET”

RICHARD BURTON
K-13307

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Their albums are always the winningest...
(Watch the charts)

The New Christy Minstrels
sing and play
Cowboys And Indians

This one is the wildest!
(Watch it sell)

Stock this exciting album and set up
the “stop-your-customers-in-their-tracks”
motion display in your store.

on Columbia Records®
Wall-to-Wall Classical Dept. Offsets Discounters

By BOB LATIMER

PHOENIX, Ariz.—Carrying an oversize inventory of classics is one method by which it is possible to combat the inroads of discounters, a Minnesota music dealer believes, according to Joe Netzley, operator of the big Recordguy shop in the Thomas Mall Shopping Center here. Netzley, who is one of the most expensive record shop operators in the Arizona capital, with case payments of $800 a month, says in self-defense to keep a prime spot in an all-air-conditioned luxury shopping center, he has had to maintain a large inventory to provide customers with sufficient extra attractions to override the discounters.

That's why Netzley provides an exceptionally large classical record department and "keeps it wide open," he says, "and the customer, if he will invariably note with surprise that almost one entire wall is taken up with classical records. It's an innovation on our part, we believe, to make it so." Netzley said, "Our customers already know of the Recordguy's records and so they don't waste much time in the department. We show the classics which we feel harmonize much better with the surroundings and can depend on a reputation for the finest in music to bring us the business of customers who aren't overly concerned with discount prices.

Netzley is a practicing expert on classical music and doesn't believe he can let the classical scene.

In order to meet his $800 per month lease cost, Netzley finds that he can carry by discount stores and which again do not depend upon price appeal. Thus the Phoenix Recordguy store carries a wide selection of classical records which make any copyright.

Dec. 7, 1965

Eliot Tiegel

HOLLYWOOD—Everest Records and UCLA's music department are working on projects to increase the amount of classical recording activity on the West Coast. The first announced project is the taping of the complete "Blackwell-Tempered C Major" for harpsichord in stereo, President Bernie Solomon revealed.

The recording was done at UCLA last week, with the company's own portable equipment and featuring harpsichord expert and teacher, Malcolm Hamilton. The six-record set will probably sell for $9.95, Solomon said, and will be released after Christmas.

Everest will also feature other specialties of the music department performing works of a non-country nature. "We hope our efforts will fill a cultural void in the West," Solomon explained. The project was an active label of the Coast recording here, the executive emphasized.

He said Angel does all its work in Europe.

By MAURE ORODENKER

PHILADELPHIA — Connoisseurs have created here in classical music circles by the announcement this week by the Philadelphia Orchestra of a 1966 "no moonlighting" clause in the 1966 musicians' contract will be strictly enforced. Apart from the fact that it means no more playersof the for the opera programs of the Philadelphia Grand Opera Company and the Lyric Opera Company, the Clolden season.

The no moonlighting clause was inserted as a guarantee that the players would be fresh for 48 performing weeks. According to the decision, Balin said the orchestra board must approve the hiring of continuing chamber orchestra concerts. The musicians' connection with the orchestra is the result of a bumper crop of pit and concert dates are sure for the huge pool of musicians here who are not members of the Philadelphia Orchestra.

It was announced that following the completion of its 29th season next June as conductor, Eugene Ormandy will be off to Europe for guest engagements. At this point the orchestra will be under the direction of Mozart.—Concertos for 2 Flats By Ormandy (S), Latimer (E).—Concertos for Flats By Ormandy (S), Latimer (E).—Concertos for Flats By Ormandy (S), Latimer (E).

At a news conference in his hotel room, MacNeil stated that he had not acted from lack of confidence, but because he was disturbed by the disrespect for Verdi in his home area. He added that MacNeil was not the first to have made the move.

BILBOARD, January 16, 1965
4 New Recordings for New Year's Profits from RCA "Victrola"


Rossini Respighi: La Boutique Fantasque; Ibert: Divertissement; Kay: Cakewalk (Excerpts) The Boston Pops under Arthur Fiedler, released for the first time at popular prices on RCA "Victrola." Light-hearted, fanciful music in a thoroughly delightful album.

Tchaikovsky: Symphony No. 4

Rachmaninoff: Concerto No. 1; Strauss: Burleske

Beethoven: Symphony No. 5

Rimsky-Korsakoff: Scheherazade

Beethoven: Symphony No. 3

Tchaikovsky: 1812 Overture

Liszt: Mephisto Waltz; Debussy: Iberia

Stravinsky: Firebird Suite

Puccini: Madama Butterfly (Complete)

Other Best-Selling RCA "Victrola" albums to feature in your advertising and displays:

Puccini: Tosca (Complete) — Milanov; Bjorling; Warren; Leinsdorf, Rome Opera House Orchestra

Beethoven: Symphony No. 5 — Munch, Boston Symphony Orchestra

Rimsky-Korsakoff: Scheherazade — Monteux, London Symphony Orchestra

Tchaikovsky: Concerto No. 1 — Gilels, Chicago Symphony Orchestra, Reiner

Beethoven: Symphony No. 3 — Monteux, Vienna Philharmonic Orchestra

Tchaikovsky: 1812 Overture — Reiner, Chicago Symphony Orchestra

Liszt: Mephisto Waltz; Debussy: Iberia — Reiner, Chicago Symphony Orchestra

Stravinsky: Firebird Suite — Monteux, Paris Conservatoire Orchestra

Debussy: Nocturnes — Monteux, Boston Symphony Orchestra

Puccini: Madama Butterfly (Complete) — Moffo, Elias, Valletti; Leinsdorf, Rome Opera House Orchestra

RCA VICTROLA
**News from the MUSIC CAPITALS OF THE WORLD**

*Continued from page 18*

**BOSTON**

Gary Walsh, former Framingham WKOX staffer, now promotion chief for Columbia Records in Hartford, Conn. ... Lee Morris, Brookline school teacher and top lyricist, with Clint Ballard who wrote the music, have another record going for them. It's the coming-popular "I Want It That Way," recorded for Dot by Pat Boone. ... Massachusetts Institute of Technology Graduate House is running a night club weekend called The ThruN Bar and the operators are negotiating for Prince Stainless Mirfrels and others. ... What may be a coming group, the Folklores, are making inroads in New England with their first record on the Fleetwood label. It's "Small War," by "Paul Rever." ... Roberta Sherwood gave the club its newest supper club, Thru the Looking Glass, a crowded send-off for its opening week. ... Vaughan Monroe, although he has lived around these parts most of his life, will play his first engagement at Framingham's Monticello after Abe Lome gets through packing them in. ... Another local group aiming for the stars is the Barracuda. Eddy Joy of Joy Records is about to bring out the newest type four-man's first record and they will appear on the air Wednesday on the Air Shuffler, RCA Victor head man here, reports Davis Enos is bigger than ever despite rock 'n roll groups and some lots of money around for a tremendous new year.

**CAMERON DEWAR**

**HOLLYWOOD**

The guarana, a romantic rhythm from Argentina, will be introduced to U.S. publishers and record companies by Mrs. Deborah Franksler, West Coast rep for the Formanta Group. The new rhythm is hoped to be the follow-up to the bossa nova. Mrs. Franksler anticipates receiving records within a month and will then begin making the rounds. There are two guaranas in an RCA LP by Neil Sedaka cut in Spanish. Mrs. Franksler points out her boss, Ronald Lehendiger, head of the Latin American publishing combine, recently met her here to open his Coast office. Formanta is the original publisher of the top bossa nova hits and has 50 more John copyrights. Mrs. Franksler transferred here from Formanta's Argentina office.

Capitol is coming out with a hot jazz release package this month, leading with George Shearing's "Out of the Woods," his first album LP in some time. ... John Trenseich, recently re-elected president of Local 47, AFMP ... Named general sales manager of KABC is George Green, replacing the Lasfer, shifting over the KJH as general manager. ... KLAC's new program director is Willie Duff, replacing the labby, who shifts to Westinghouse Broadcasting.

Industry talks about the supposedly forthcoming departure of a record to be the follow-up to a station.

The Supremes, Motown's high female vocal group, were being feted at the Brown Derby recently, when Lloyd Thaxton, host of his nationally syndicated TV show, called to ask the girls to appear on the show already under way. The trio left the press-desky bash for the Channel 12 studio where they lip-synced current hits with party attendees watching the proceedings on a portable TV set. Only when the girls returned to the party did members of MEGIC, the TV firm handling the event, breathe easy.

KHP's Paul Compton is accepting guests on his midnight to 6 a.m. show. Compton's program is in the jazz groove. Artists can either call in advance or drop by the station to get on the air.

Hank Jacobs, Sue Records' only West Coast artist, made his acting debut in the just completed TV pilot, "Family Life with Horace Hadd." Color film was shot by NBC.

David Gates has signed 13-year-old Margaret Randolph of Plantation Records, Dot's subsidiary. Gates works as ad's head under a nonexclusive past with Dot and just completed arrangements for Judy Miller and Lou Chamney singles at Capitol.

Capitol is completing new executive offices on the floor for top break. Move comes next month, with executives gaining a window view of the Hollywood Hills.

Kody Smith and Compton Bros., currently appearing at the Cinerama Grove, will record an album together for Reprise. The label is gaining more and more of its artists LP projects, several of which will bow in the January-February releases.

Vee Jay's President Rambel Ward, after enjoying French vocalist Jacques Reil at the Beverly Hilton Hotel, signed the performer. His first single, "If You Want This Love of Mine," will be released in French and English this month. An LP follows. ... Terry Evans is the new voice on the phone at Columbia Records Production. ... KHI-TV is becoming the teen beat TV music station, sitting "9th Street a Go Go" on Saturday nights and "9th Street West" during the week.

**ELIOT TIEGEL**

**NEW YORK**

John S. Clark has become a partner of music business attorney Julius T. Ables. The firm will be known as Ables and Clark. ... George David Weiss wrote the lyrics to the score to Cinerama's "Mediterranean Holiday." ... The Gary McFarland Quintet will support the music for Toby Associates' 21st annual reception at the St. Regis Hotel Jan. 13. McFarland will play several selections from his forthcoming Versa Album, "Soft Samba" to about 800 fashion executives who'll be hosted by Toby, fashion and merchandising consultants. ... S. F. Wood Music has published four more selections from the Swingle Singers' Philips (Continued on page 31)
The Golden Touch of
Jack La Forge

Stereo

Goldfinger
And Other Great Movie Themes

Jack La Forge

R-RS282 I REMEMBER YOU
R-RS288 UNCHAIN MY HEART
R-RS301 YOU FASCINATE ME SO
R-RS309 COMIN’ HOME BABY
R-RS314 A JAZZ PORTRAIT OF
JACK LA FORGE
R-RS313 PROMISE HER ANYTHING

Regina Records

www.americanradiohistory.com
7 WAYS TO START A '65 WIN STREAK WITH

THE GOLDEN GUITAR OF BILLY BYRD

JIMMY DURANTE'S WAY OF LIFE

THE IKE AND TINA TURNER SHOW - Live

THE LIVERPOOL SONGBOOK - The Londonderry Strings

CANDY MAN - Paul Sykes

EVENING IN THE ISLANDS - The Maile Serenaders

GONE, GONE, GONE - The Everly Brothers

www.americanradiohistory.com
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REORDER FORM READY?
GET AN EDGE ON '65 WITH

reprise RECORDS

THE INTIMATE KEELY SMITH
6132
THE FEELING HITS YOU!
SAMMY DAVIS MEETS SAM BUTERA & THE WITNESSES
6144
THE SOUND OF MUSIC
Eddie Cano
6145
THE FOLK ALBUM
Trini Lopez
6147
THE AMERICANIZATION OF EMMY – Original Motion Picture Sound Track
6151

FRED WARING IN CONCERT
6148
THE MIKE SETTLE SHINDIG
6149
LOWER BASIN ST. REVISITED – Dinah Shore
6150

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THEIR FIRST HIT ON BLUE CAT
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DENVER—Davis
DETROIT—Music Merchants
EL PASO—M. B. Knupp
HONOLULU—Microphone
HOUSTON—United
E. HARTFORD—Trinity
LOS ANGELES—Record Mfg.
MEMPHIS—Record Sales
MIAMI—Tone, Hialeah
MILWAUKEE—John O'Brien
MINNEAPOLIS—Hilitcher
NASHVILLE—Southern
NEW ORLEANS—Delta
NEW YORK—Beta
NEWARK—Essex
PHOENIX—Laurel
PHILADELPHIA—David Rosen
PITTSBURGH—Fenway
ST. LOUIS—Roberts
SAN FRANCISCO—Mainland
SEATTLE—C & C
SHREVEPORT—Sten's

BLUE CAT
1619 B'WAY, NEW YORK, N. Y. 212—LT 1-3420
**News from the MUSIC CAPITALS OF THE WORLD**

- Continued from page 26

LP, "Bach's Greatest Hits." All the arrangements are by Ward Swope... Ira Mann's Harvard Music has supplied the U.S. and Canadian publishing rights to the arrangements in the recent Broadway revue, "Zizi." Philips Records has the original cast album of the musical... Bobby Van became the father of a son in Los Angeles... Eddy Mannion has been set to score the new Liberty Mutual Insurance TV commercials... Mrs. Jerry Rader, wife of ABC-Paramount's foreign supervision, recently gave birth to a son, Jeffrey Philip. The mother, the former Bernice Murphy, had been secretary to Harry Levine, ABC-Paramount's executive vice-president.

**PHILADELPHIA**

Ladislet Club is the latest of the live local after-dark spots to put in special Dixieland jazz sound equipment. After a successful run at the Cygnet Lounge, Freddie Gray has had his option picked up for a longer stay... With a week off after 16 weeks in the West, Jackies Vitale, saxophonist with the Frank Moore Four, kicked model Lena Ferrante as his bride... Bill Halley and the Comets suite will be a big hit tourist in March and April... Irving Crate and Bill Finger-ald, who just completed a Latin Casino stand, for an Academy of Music concert on Sunday, Jan. 24, teaming up with Oscar Peterson and Clark Terry. Cory Morby, slyly comic, has recorded a double-ate to the newly formed Angelica label, singing "You're Nobody Till Somebody Love You"... Mark Tally, waiter at Frank Palumbo's Cafe, cut "Laura Lee" on the Denny label—tune written by the club's trumpeter, Pep Latanquil... Billy Marshall, who heads the Meyer Theater society dates here, off to Palm Beach, Fla., for his 15th winter season at the Eggshells.

Harry Chadler has set duo pianists John Keller and Ray Costanza for their first album, "Favorite Love Songs," on the Wysotske label, a Cameo subsidiary... Musicians' Union of Pennsylvania, which is a labor union, changed its name to Musicians' Society of Pennsylvania to continue its efforts in promoting the music profession... Stan Kenton will be back again in March as one of the judges of the Villanova University International Jazz Festival... Duke Ellington headlined the Academy of Music show Jan. 1 staged by the Prince Hall Masons, along with Arthur Prysock, Jackie Mahler, Bronx Red and Clark Terry... Jazz accordionist Art Van Damme named to the Accordion Hall of Fame by the local Arcarli Accordion Foundation.

**MAURICE H. ORODENKER**

**Apologies to Allen**

NEW YORK—Henry Allen was inadvertently omitted from the roundup of Atlantic Records' next Spring Staff set-up in a recent Billboard. Allen, a veteran American tenor, comes New York and the Eastern States for the label. He's now on a promotional trek through New England, plugging Atlantic, Atco and subsidiary labels product.

**REVIEW**

Golden Bows 4 Kiddie LPS's

Golden Records last week released four children's albums, each listing for $1.98. Mitch Miller and his orchestra and the Sandpipers do an effective job with "Favorite Songs From Walt Disney Motion Picture Hits," featuring such kiddie standards as "Who's Afraid of the Big Bad Wolf?" and "Whistle While You Work." Maurice Zain and Jackie Reinsdorf provide an absorbing and entertaining "Introduction to Music" which attempts to explain to youngsters what is music, what makes sounds, why sounds are good or bad, what is a scale, what is an octave and what is a note. It's a painless musical dissertation. "Show and Tell" features basic songs and games for early-grade and pre-school children. "Happy Birthday" is geared for kids parties, with 15 games, including such favorites as "Simon Says" and "Button, Button."

WALT DISNEY MOTION PICTURES HITS
Golden LP 107

A WARM Day

SCRANTON, Pa.—Several lucky WARM listeners began the new year in London at the expense of the station, all part of a four-week Bestel promotion run by the Susquehanna station, with the grand prize being a three-day trip to London to see a Beatles concert.

AN INTRODUCTION TO MUSIC
Golden LP 125
SHOW AND TELL
Golden LP 118
HAPPY BIRTHDAY
Golden LP 29
A.S.
First, you sell it in your store.
And for every copy of "The Angel World of Classical Music" you sell, you make a profit.
You'll sell lots of them, too.
For this is the first edition of a new significant guide to recorded classical music.
It contains 224 pages—with 700 Angel albums and tapes cross-indexed by artists, composers, orchestras, and conductors—over 8000 separate listings.
It is handsomely printed, with 175 photographs of performers and album-cover art, 61 biographical sketches, and separate sections on a wide variety of musical subjects of interest to your customers.

Second, you sell what's inside it.

For this book gets your customers interested in the Angel records you stock. It brings them back again and again into your store to buy more and more records. It never stops working for you.
And that's not all.

To help you sell even more books and records, Angel is making a special limited bonus offer—when your customers buy the book, they can also buy a stereo-sampler record with excerpts from 20 outstanding Angel albums. You make a profit on it, too, You make money on the book. You make money on the albums the book sells. Call your Angel representative. Now.
FRANKIE RANDALL
SINGS & SWINGS
Arranged and Conducted by Marty Paich

LPM/LSP-2967

FRANKIE RANDALL
The first album by a dynamic new singer!
RCA VICTOR
The most trusted name in sound
COUNTRY MUSIC

Starday in Trade Stamp Promotion

By Ned Miller

On Fabor #137

Selling great around the world becoming an international hit! Thanks, D.J.'s...we feel that "Mad H." and you proved it.

"RA-TA-TA-TA-TA" (And I Don't Love You Anymore)

By Bonnie Guitar

On Fabor #138

Moving out fast in several markets. Look for this to be a big record.

"HIGHWAY MAN"

By Curtis Leach

On Fabor #135

A steady and strong-selling record in many markets. Sells at a few good air plays.

Yorks Mending From Crash Hurts

MILWAUKEE—Mrs. Rusty York, wife of the pop and country singer, and three of their children are mending from injuries sustained Christmas Eve when their car was struck from the rear by another car and demolished at Mequon, Ky. They spent several days in the hospital. Mrs. York and the children were en route from their former home in North Hollywood, Calif., to spend the holidays with her folks in Cincinnati. The Yorks have left California permanently since five months' residence and plan to settle in Nashville. York concluded a week stand at the Noebus Club here last week. The Browns, another country music team, opened at the same club Jan. 20 for a week's engagement.

The total drive entails extensive trade paper, advertising, direct mailing to over 8,000 dealers and rack jobbers, co-op advertising, dated billing and the 100 per cent Starday exchange privilege, plus special display racks.
TO MARK ITS THIRD ANNIVERSARY PHILIPS RECORDS INTRODUCES ITS ALL GREAT DOUBLE-HIT SERIES!!

2 BEST SELLING STANDARDS ON EACH SINGLE—NOW AVAILABLE IN THIS NEW TOP SELLING SERIES

32 SIDES FOR SINGULAR SALES 16 SINGLES TO KEEP THE REGISTER JINGLING

Rose Room / What Kind of Fool Am I
WOODY HERMAN 44001
Days of Wine and Roses / A Taste of Honey
WOODY HERMAN 44002
Silver Threads & Golden Needles
Dear Hearts and Gentle People
THE SPRINGFIELDS 44003
Island of Dreams / Say I Won't Be There
THE SPRINGFIELDS 44004
Hey Paula / Something Old, Something New
PAUL & PAULA 44005
Young Lovers / First Quarrel
PAUL & PAULA 44006
Wishin' and Hopin' / Stay Awhile
DUSTY SPRINGFIELD 44007
I Only Want To Be With You / All Cried Out
DUSTY SPRINGFIELD 44008
Dominique / Tous Les Chemins (All The Roads)
THE SINGING NUN 44009
Rag Doll / Ronnie
THE 4 SEASONS 44010
Down / Save It For Me
THE 4 SEASONS 44011
Crooked Little Man / Don't Let The Rain Come Down!
Beans in My Ears
SERENDIPITY SINGERS 44012
Just A Dream / My Own True Love
JIMMY CLANTON 44013
I Loves You Porgy / Sea-Lion Woman
NINA SIMONE 44014
Music, Music / Ricochet Romance
TERESA BREWER 44015
Till I Waltz Again With You / You Send Me
TERESA BREWER 44016

SPECIAL INTRODUCTORY OFFER!

1. A prepack of 72 records made up from the initial 16 releases at a special 10% discount. So order enough prepacks to get big sales—put them on check-out counters, tables, stands, and anywhere else to pull in last sales.

2. The Philips Double-Hit Series comes in a handsome prepack that's actually a browser box. Colorful, self-selling! Compact! Fits anywhere you've got space that you want to make productive. Has divider cards for each release. Order now—take advantage of the limited time 10% off offer.

YOUR PHILIPS DISTRIBUTOR IS READY TO SERVE YOU—NOW!

PHILIPS RECORDS

One world of music on one great label
YESTERYEAR'S COUNTRY HITS
Change-of-pace programming from your library's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how that was then...

COUNTRY SINGLES — 5 Years Ago
January 18, 1960
1. El Paso, Marty Robbins, Columbia
2. Sons of the Pioneers, Columbia
3. Red River Valley, Hank Snow, RCA Victor
5. I'll See You Again, Webb Pierce, RCA Victor

COUNTRY SINGLES — 10 Years Ago
January 15, 1955
1. I Lost You, Carl Smith, Columbia
2. Me and My Baby, Hank Snow, RCA Victor
3. If You Ain't Lavin', Faron Young, Capitol
4. The One O'Clock Girl, Hank Snow, RCA Victor
5. You'll Have to Go, Johnnie Wright, RCA Victor

COUNTRY SINGLES — 15 Years Ago
January 23, 1970
1. The Last Time I Saw Him, Red Foley, MGM
2. The Little Green Light, Hank Thompson, Capitol

DAVID COOTE sings “THE GLORY OF LOVE”
Associated Artists #9064
ASSOCIATED ARTISTS RECORDS, INC.
4567 Salem Ave.
Hollywood 28, Calif.
Area Code 213—HO 5-6121
National Record Promotion: TOM OLIVER
Regional Record Promotion: Ted Feigel
Johnny Burnette—Roy Hill

BILL HUDSON chats with Decca artists this week as they take a break from the taping of a segment for Hudson’s chic radio series, “Country Music Reports,” now heard on radio stations in this country and Canada.

DAVID COOTE

COUNTRY MUSIC CORNER

By BILL SACHS

Wanda Jackson and Her Party-Timers moved into the Holiday Hotel, Reno, Nev., Thursday (7) for a fortnight’s stand. Following the Reno stand, Wanda and the gals start on a string of one-nighters that will take them through Colorado, Kansas, Oklahoma, and Texas.... Roy Clark appears on the CBS network’s “You Asked for It” show on the ABC network Thursday (14) to dramatize his new Capitol release “When the Winds Blow in Chicago.”

Rambler Lou has just concluded his stand at the Talandale, Houston, and is slated to return there for another date in the spring.... Rambler Lou, veteran desert and promoter in the Niagara Falls sector for many years and now whirling the country was own WWOJ, Buffalo, has his first show of the season scheduled at the WWOJ, Niagara Falls, N. Y., Jan. 24; high-lighting Buck Owens and Buck.

Buck pulled SRO business for Lou at the main request last September. Lou will use his own band, the Twin Pine Mountainaires, on the show. With a group, on May 1, Rambler Lou will again make a gentle show at WWOJ, Burchett’s, "Rambler Lou," Wheeling, W. Va., on occasion, which takes care of the very few bus loads of his listeners along with his varied repertoire.

George A. Crump, president of WCMS, Norfolk, Va., reports that the station’s western swing show pulled more than 6,000 paid in Norfolk’s Municipal Auditorium. Headliners were Stonewall Jackson, Hank Snow and His Rainbow Ranch Boys, Cliffie Stone and His Butter- ners, Charlie Wiggs, George Jones and His Geese, Charlie McBeth, Montgomery Studio Orchestra, and Rambler Lou. Shows were handled by Sheriff Terry Davis, Hospitality Manager for the station.

The following were featured in the Charlie Wiggs, Travelers Jass Tones, and Luan Gane Luster, WCMS’s next “One Night” show scheduled for the third week of January.

Barbara Allen, who will head her own group in 1965, featuring Jeff Simmons and the Stunt Band, has been set for the Reno Band, Calif. Country music stars..... Mrs. Allen will be featured at State fair-musician’s meetings in West Virginia, New Jersey, Virginia, Pennsylvania and New York during January. Bookings were se-

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The Story of SESAC—Its Beginning, Its Hopes

By GIL FAGGEN

NEW YORK—Record programmers have for years been viewing the letters ASCAP, SESAC, and BMI on the thousands of disks regularly passing through their hands. Fewer, however, understand the operations of the music performance licensing organizations and the services they perform.

The primary purpose of the music licensing organizations is to protect the interests of members, songwriters and publishers in seeking to recover compensation for the use of their creative efforts. The efforts of the performing rights organizations have done much to keep the name soaring with music of all types. Today, although many broadcasters sharply disagree with the fees charged for the service, ASCAP, BMI, and SESAC are helping to provide more than 83 percent of the total programming on the nation's 4,000-plus radio stations.

Founded in 1931, by its president, Paul Heinke, veteran music publisher, the firm licenses and collects compensation for mechanical and synchronization rights to music within their catalog to the entire entertainment industry —radio and TV stations, theaters, nightclubs, recording companies, motion picture producers, advertising agencies, etc.

The second oldest music rights organization, in the earliest years of existence, the bulk of the publishers represented by the firm were primarily from the East Coast. Because of this, the name "Society of European Stage Authors and Composers." SESAC, came into being. The repertory was rapidly expanded, however, to include numerous American publishing firms, that it soon outgrew its label and the firm was renamed SESAC.

For the past two years Sid Gubler has been working with broadcasters in the Middle Atlantic States, New England, Maryland, and New York. Gubler was named sales manager for SESAC six months ago and the company will be placing a new man in the Western States.

Despite the myriad of duties to be performed by SESAC's ultramodern offices at 10 Columbus Circle in New York, is known for his ability to work out of any director, T. W. Myers, left, and sales manager, Sid Gubler, check the current file of firm's specialized recordings.

At least every station is visited once a year, twice a year, a year.

SESCAC STATION relations direc-

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**CONGRATULATIONS TO**

**KQV - PITTSBURGH**

On Their Big Successful "Shower of Stars Christmas Show" December 28, 1964.

**VIC DANA**
LIBERTY RECORDS

**RONNIE DOVE**
DIAMOND RECORDS

**THE FENWAYS**
IMPERIAL RECORDS

**RAY PETERSON**
MGM RECORDS

**THE PETITES**
ASCOT RECORDS

**REPARATA & THE DELRONS**
WORLD ARTISTS RECORDS

**BOBBY RYDELL**
CAPITOL RECORDS

**JOHNNY TILLOTSON**
MGM RECORDS

WE WERE GLAD TO BE PART OF THIS SUCCESSFUL SHOW THAT DREW OVER 13,000 PEOPLE AT THE CIVIC ARENA, PITTSBURGH, PA.

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**YESTERYEAR'S HITS**

**POP SINGLES—5 Years Ago**
January 18, 1960

1. Running Bear, Johnny Preston, Mercury
2. Why, Frankie Avalon, Chancellor
3. El Paso, Marty Robbins, Columbia
4. The Big Hurt, Tool Fisher, Signet
5. Hey Door Vender in New Orleans, Freddy Cannon, Swan
6. Go, Jimmy, Go, Jimmy Clanton, Ace
7. Teen Angel, Mark Darling, MGM
8. The Village of St. Bernardette, Andy Williams, Cadence
9. Pretty Blue Eyes, Steve Lawrence, ABC Paramount
10. Among My Souvenirs, Connie Francis, MGM

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**POP SINGLES—10 Years Ago**
January 15, 1955

1. Mr. Sandman, Charlie, Cadence
2. Let Me Go, Laver, John Water, Columbia
3. Kingston Lady of Shady Lane, Aces, Phillips, RCA Victor
4. Hearts of Stone, Fontana Sisters, Dot
5. Teach Me Tonight, DeCeres Sisters, Abbott
6. This Old House, Rosemary Clooney, Columbia
7. Count Your Blessings, Eddie Fisher, RCA Victor
8. Let Me Go, Laver, Theresa Brewster, Coral
9. I Need You Now, Eddie Fisher, RCA Victor
10. Make Yourself Comfortable, Sarah Vaughan, Mercury

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**R&B SINGLES—5 Years Ago**
January 18, 1960

1. Smokey (Part I), Bill Black Combo, Hi
2. You Got What It Takes, Jack Johnson, United Artists
3. Talk That Talk, Jackie Wilson, Brunswick
4. I'll Take Care of You, Bobby (Glee) Band, Duke
5. Come Into My Heart, Lloyd Price, ABC Paramount
6. Why, Frankie Avalon, Chancellor
7. Running Bear, Johnny Preston, Mercury
8. The Crystals, Spaceman, Stax
9. Uhi 661 (Part II), Little Square, Mercury
10. How About That, Dee Clark, ABC

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**POP LPs—5 Years Ago**
January 18, 1960

1. Here We Go Again, Marshall Trio, Capitol
2. Heaven Only Knows, The Beach Boys, Columbia
3. Sound of Music, Original Cast, Columbia
4. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
5. Inside Shirley Berman, Veve
6. Fabulous Fables, Chancellor
7. Outside Shirley Berman, Veve
8. Let's All Sing With the Chipmunks, Liberty
9. The Lord's Prayer, Messiah Singers, Columbia
10. Kingston Trio at Large, Capitol

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(Continued on page 39)
SEGUE

Continued from page 38

NBC's 50,000-watt Chicago outlet, WMAQ. Ted Aldin, who moved over to KDIN last week from KITR, where he was PD, has been named Bed's successor. Chuck Bemun, who has been acting as WMAQ's program director, will continue his air show on the station. NBC last month appointed Mark Ochs, WINS, WNEW (both New York) executive, to head the station.

Phil McLean, freelance announcer and formerly WNEW (New York) staffers, joins WFAS White Plains, N. Y., for 4-7 p.m. daily show. WFAS, recently purchased by Cleveland radio using Newsman Weln, Phil McLean, Joseph T. Singale and Robert C. Weiss, is embarking on a new music format. McLean is a former WERE (Cleveland) DJ.

Pete Myers, recently "Mad Daddy" on WINS (New York), returns to Metromedia's WNEW (New York) Feb. 1, to helm 8 p.m. to midnight shows, Monday through Friday, and Sundays 4-8 p.m. Wally King will move to the weekend shift, Saturdays 6-8 a.m. and 8 p.m. to midnight; Sundays, 8 p.m.-midnight Tuesday and Wednesday, midnight-6 a.m. replacing Fred Robbins during these show times. Other changes include the appointment of Gertrude Keeley, WIP music director, as WNEW music director replacing station veteran Al Talbott, who has retired.

The SESAC Story

Continued from page 57

nic publishers, retail record shops and record distributors to discuss in detail the function of their respective organizations.

Bob Thompson, recently appointed public relations director for SESAC, said, "There is a great tendency on the part of various segments of the music industry to become so involved with their own operations that they neglect the overall picture. By bringing together people in all facets of the music business to talk of industry-wide problems, we can learn about problems of view."

BOBBY DARIN—HELLO, DOLLY! (Morrison, ASCAP) (2:32)—GOODBYE CHARLIE (Miller, ASCAP) (2:33)—Don't play down yet! Darin's at his swinging ingest. Rousing Dick Wess big band arrangement helps him move along in great "Mack the Knife" style. Flip is another fine tune, well arranged and hilariously bebled. Capitol 4359


J. FRANK WILSON—SIX BOYS (LeBib, BMI) (2:30)—Emotionally charged performance to triple sales potention. Another Wilson heart-breaker to the "Last Kiss." Flip: "Say It Now" (LeBib, BMI) (2:05). RCA Victor 8490

JACKIE ROSS—JEFFR AND TWINE (Chevis, BMI) (2:35)—Combining both popular dancers, Jackson comes through with another smooth rocker airtight right at the chart. Flip: "New Lover" (Chevis, BMI) (2:45). Chess 1920

ARETHA FRANKLIN—CAN'T YOU JUST SEE ME (Libi, BMI) (2:00) —Gail really takes off on this gospel-flavored rocker. Writer is supported by great beat and backing choruses. Flip: "Little Miss Ranny Gandy" (14th Hour, BMI) (2:01). Columbia 43202


JEWEL AKENS—THE BIRDS AND THE BEES (Pattern, ASCAP) (2:47) —Catchy familiar lyric, good dance beat with all the sounds of a hit. Flip: "Tick Tuck" (Bamboo, BMI) (2:12). Era 2141

THE SANDI MANCHESTER GROUP (AEG) (2:31)—Stevie Ray label creates ballad with beat that should register well with the teen-agers. Fine performance on well-made record. Epic 8221


4 Centen 4118

"Some" each program director and/or deejay is limited to six and help Billboard's Review Panel select Spotlights. When unable to come in the New York office, pick up the phone and call via special W.B.S. long distance-operate-reporters contact. An opportunity is also given to the guest to publicize his new or old station "Pick of the Week."""
A NATIONAL BREAKOUT

BERT KAEMPFERT
AND HIS ORCHESTRA

RED ROSES FOR A BLUE LADY

and His Latest HIT ALBUM

Including:
RED ROSES FOR A BLUE LADY

www.americanradiohistory.com
NEW YORK—"Goldfinger," the third in the series of James Bond movies, is pulling in big box office receipts all over the country, and according to the initial sales report, the album counterpart on United Artists Records will be the biggest instrumental soundtrack in a long time. The "Goldfinger" rush, especially on records, is a tribute to John Barry, a young British film composer who began his film scoring career just five years ago. "Goldfinger" is his most active field in the industry for the past three years.

"Goldfinger," the two previous Bond films, "Dr. No," and the recent "Thunderball," have made Barry one of the most sought-after film composers in England. In addition to the movie work, he's signed up a new deal here with Four Star TV to score the pilot for a series to be titled "Area Code 7." Barry is working on a musical "Passion Flower Hotel," which Frederick Brisson will produce in London this spring, and during his recent trip to New York, Barry was negotiating a recording deal to showcase him as a composer-conductor-a la Henry Mancini.

**Kenton Button-Down Jazz Plays to Approving Patrons**

LOS ANGELES—A serious, discerning audience turned out for West Coast auditions by the Pete Holman button-down Jazz Orchestra at the Pavilion of the Music Center Monday evening.

Stan Kenton, creator of the resident contemporary jazz orchestra and dozens of jazz ensembles in a program of works by Hubert Mongeonne, Johnny Rickard, Holman, and Donald Lalo Schifrin, Bill Holman and Frank Colket, the orchestra's pianist, here to play his "Music for Piano and Band." The attendance was 7,000.

For the past five years, jazz has been welcomed with gaiety and enthusiasm at the Music Center ball. Kenton has been among the East Coast composers attempting to popularize a symphonic form of jazz. This first of the series indicates that goal may well be within sight: serious ticket and single ticket patrons were enticed in their approval of the music. Single ticket sales of $8,507 plus $16,480 in advance orders were announced, with the orchestra a $24,987 opening gate.

This first orchestra had the ingredients: a Kenton stamp. Brass, reeds, brass, brass, reed, blasting, bombarding the hall with shock waves of sound, while a timpani tolled and cymbals resounded.

Concert highlights of the evening were Bill Holman's arrangement of "Greenwich Village" and "Jazz Nimitz" on the" mean" baritone sax, and "Palm Palace's" "Nec- cophonic Impressions '65" which went over like a thunderbolt, and "The Big Bad Blasting Band" concert, which drew a reprieve of the final segment.

Symphonic jazz is organized excitement with the emphasis on tight written scores, necessary for the orchestra which can read music. Symphonic jazz is unafraid of stressing several of the jazz basics: improvisation and a constant beat which provides the most important swing.

At the time of the lack of a working rhythm section, with just one instrument soloing, dramatically slows down the pace, even to the point of boring drudgery. For jazz to be boring is a serious affair. Unfortunately, symphonic jazz—which is a new form to most listeners—has its drawbacks.

Where it has strength is when the sections dig in and roll above the rhythm section. The Pavilion's excellent acoustics enabled the audience to clearly hear the sundry nuances of the instruments, including vibes, trombones and unpianed gaiters.

The trouble with symphonic writing is that it is starchy, cliched, formal disciplined and oftentimes pretentious. It lacks emotion and soul. But perhaps this condition can be remedied.

The orchestra's next soloist in February is trumpeter Dizzy Gillespie, known for enjoying satcheled corners.

**Connie Hits at Heart Strings in Las Vegas**

LAS VEGAS—Connie Francis, MGM's key songstress, unrolled an ungiammed, torchy performance in the Sahara's Congo Room during the New Year's holiday period just ended. Vocalist, pianist and arranger tecniques utilized in the recording studio stamina her audience with the power and emotion of the seasoned bistro veteran.

Miss Francis, 12-16, in a two-piece turquoise suit unveiled through a showmanship she used on medleys, notably "Lambeth Walk," spirituals and Isreal tunes. Her act was effectively highlighted by a duet from the club's lounge chamber plus perching atop a piano while emoting. The host's house band supported adequately, offering the vocalist the entire spotlight.

Miss Francis' distinct voice, with its throbbing quality, hit at the heartstrings, especially on such favorites as "Mama" and "Al De Lio."
NEW PRODUCTS

**Dramatic Radio Value**

**MERCURY BOWS TAPE UNITS BEFORE REPS**

CHICAGO — The home entertainment division of the Mercury Audio Tube Corp. has announced plans to enter the tape recorder field at a new product show being held here on Jan. 9. Attending the meeting at the Oxford House were 50 U.S. sales representatives. They viewed two-tape recorders and five new phonographs. Distribution of the new products will proceed through the regular Mercury set-up, with first models arriving in retail stores in mid-January. Unlike the Mercury phonographs, which are manufactured by the Philips Corporation in Holland, the tape recorders will reportedly be made in Japan.

**Exclusive: 21-inch Portable TV**

This 25-inch Admiral rectangular picture tube color unit—the largest used in the industry—is the highlight of the maker's 1965 line. It has the SP-26 horizontal chassis, with 25,000 volts of picture power; exclusive color fidelity control and automatic degaussing to assure color purity. The Danish modern console, the Charming (LG5511), has the Admiral tilt-out control panel.

**23-inch Color Admiral's Pride**

Meet Frederik, Solid-State Stereo

With its solid-state FM/AM tuner, FM stereo multiplex, solid-state amplifier, automatic four-speed record changer, low mass two gram tone arm, 11-inch turntable and six speakers, Frederik (YGQ0601) is a most imposing Admiral entry in the stereo high-fidelity radiophonograph field. Shown in 72-inch Danish modern cabinet, walnut veneered. Suggested list: $299.95.

In the Interim: RCA Color TV

There are 15 black and white TV receivers in the 1965 RCA Victor motion line introduced last week. Optional price suggestions range from $149.95 to $279.95. The Orion (CP-276), pictured, is a 21-inch model all-wood Italian produced bocce in the upper medium price range. Available in antique French cane or brushed parchment white veneers.

In the Interim: RCA Black/White

The 1965 line of RCA color TV receivers begins with the Barrie table model (PF-555) at $399.95 and is topped out with the Woodbridge (HF-455) all-wood contemporary lowboy at $689.95. All seven models are 21-inch. The RCA "limited edition" 25-inch picture and stereo sound includes the Weymouth (HF-689), pictured, finished in antique Colonial maple. The price: $949.95, eight-speaker, 120-watt solid-state stereo sound.

In the Interim: RCA Phonographs

The newly exposed RCA Victor 1965 intercom phonograph line includes eight models, all but one featuring solid-state circuitry. Lowest list is the Skyjet (VGP39) at $139.95 with stand. A $425.00 tag is suggested for the Maryville (VFT35) 40-watt (20 Watts EIA) group topper. Priced is the Norra (VFT26) solid-state lowboy model with four-speed changer and FM/AM-FM stereo radio with AFC. Optional price: $299.95.

Admiral Adds TV's, Phonos & Radios

Admiral unveiled a giant "drop-in" line to its distributor organization here last week, stressing the "exclusivity" theme. The firm showed 30 different series of 14-inch, 19-inch and 21-inch black-and-white and white TV portables; some 19 different series of 23-inch and 25-inch black-and-white table model and console TV's, including a stereo theater; 11 new 21-inch, three 25-inch and two 23-inch color TV's; two new radios and eight solid-state stereo phonographs. Counting different models and color styles, the total comes to well over 100.

Ross D. Siragusa, Admiral board chairman, also predicted continued growth in the nation's economy for 1965 with corresponding increase in the home entertainment field. Major stimuli to the American economy will be promised reduction in personal and business income tax rates, as well as the ability of the administration to hold the budget near $100 billion, Siragusa said.

He also predicted total industry sales increases as follows: Black-and-white TV up 4 per cent to 8 million units; color TV up 54 per cent to 2 million; domestic radio sales up 5 per cent to 10.5 million units; stereo phonos up 9 per cent to 1,850,000 units. The addition of 23 and 25-inch rectangular color TV to its 21-inch models makes Admiral the first manufacturer to offer all three tube sizes.

RCA Victor Broodens Line

RCA Victor added 26 TV receivers, eight phonographs and a new clock radio to its line last week and announced an 11 per cent sales hike in its black-and-white and color TV sales for the first 11 months of the year. The TV line has $20-$30 suble price cuts from comparable models last year. The new TV receivers feature four 25-inch color combinations optionally priced at $1,095; five 21-inch color TV sets priced under $500, and five new 19-inch black-and-white portables.

Amplex Adds Kits

A series of professional audio recording kits containing specifications, product data and application information on the Amplex line of professional recording equipment is now available. Kits may be ordered in four specific categories: portable recorders, studio recorders, tape duplicators and recording tape.

Motorola Hikes Dividend

After a week of rumors during which Motorola stock shot upward, the firm declared a quarterly cash dividend of 371/2 cents per share on its presently issued stock payable Jan. 13 to shareholders of record Dec. 31, 1964, representing an increase of 50 per cent over the 22.5 cents per share quarterly dividend paid previously. The firm also announced it contemplated a similar dividend in April 1965 and would recommend to shareholders that authorized shares be increased.

(Continued on page 44)

**PEOPLE**

Hugh Robertson, Zenith board chairman, celebrated his 40th anniversary with the company on December 11. . . Philco Corporation president W. C. Bowers and Western W. B. Begg, general manager of the International Division, Morton L. Long, general manager of the TechRep Division and Marc J. Parsons, director of public relations, of the new sales manager of the Sylvania Photolab Operation is named to B. Martens, according to an announcement by Robert L. Kleinfield, vice-president, marketing.

SALT LAKE CITY GRAND OPENING of Yrontikis Bros. new store finds Morton M. Schwartz, center, president of Olympic Radio & Television Corporation, presenting to an Olympic $580 solid state portable stereo photo to Mr. and Mrs. Clyde James.

www.americanradiohistory.com
Beatles & Trolls Are Year's Hottest Items

CHICAGO—Before 1964 was more than a few weeks old, it was apparent to even the most casual observer that a quartet of shaggy-haired "Yeah! Yeah! Yeah!" boys from England were in the process of putting the music business on its collective and long-suffering ear.

What wasn't apparent at the time was that this same four would proceed to ignite a "Beatlemania" craze which would find its way into just about every form of U.S. life.

So it was with the bulk vending business and Paul Crisman, of King & Company here, who credits the Beatle bottom as one of the chief reasons why the industry enjoyed its best year ever.

Everything Sells

Crisman, who is also president of National Vendors Association, noted that his large Midwestern vending company had record sales with all types of merchandise machines, charms, capsules, gum, nuts and miscellaneous fill.

But Beatle buttons and trolls were far and away the year's hottest items. Whether these two charm items accounted for the bulk industry's big year or were merely the result of it is moot, history at this time.

Certainly Crisman is not about to debate the fact. He credits King & Company's success to such down to earth measures as having a complete stock, "everything for everybody," he says with pride; giving the best in service with "same-day delivery" a King & Company point of pride, and a general boom in the nation's population and economy which has brought more operators into the business.

Multiple Installations

"Not only are there more operators and more locations, but more machines per location," Crisman says. "Where operators once used to place one or two machines into a spot, they now place a minimum of four and often six or eight."

Crisman said the trend to multiple installation vending has not only helped operators keep

Paul Crisman and his partner, Tony King, heads of King & Company, show off one of the machines which helped the firm rack up the best sales in history. The partners predict continued growth in 1965.

from losing steps to competition, it has helped the entire bulk industry because customers are exposed to a greater variety of merchandise than ever before. "People are getting used to buying things out of bulk machines that before were sold only over a counter," Crisman said.

The Chicago distributing veteran talks about a big boom in.

(Continued on page 46)

National Vending Association Takes Position on Coinage

By Ray Brack

CHICAGO—An official trade position with regard to the well-publicized silver and coin shortage was the upshot of a meeting of NVA, National Automatic Merchandising Association and Music Operators of America officials here last Tuesday (29).

Trade executives agreed on three basic points concerning the shortage, as outlined by NAMA staff members and ratified by a special Committee on Coinage called that association recently.

The coin machine industry position, as stated by NAMA Executive Director Thomas B. Hamburger, is as follows:

"We advocate the retention of sufficient silver content in the coinage to permit continued use of present coin mechanism, or the use of alloys in any new coinage which have similar properties to existing coins, so that present coin mechanisms will continue to operate.

"Further, the vending industry supports those measures which will provide an adequate coin supply and prevent the disappearance of coins from circulation.

And third, Hamburger declared, we urge all vending businesses to make no contract with Washington officials and legislators, since no definite announcement has been made by the government authorities."

Trade officials also suggested that operators refer inquiries about coin mechanisms or about

Price Bows Rat Fink

ROSLYN, N.Y.—Paul A. Price is introducing a new charm item called a Rat Fink. Its name is printed on its stomach and it is available in a variety of styles.

Designed for 5-cent capsule use, it comes without a mascot. With a mustache, it is recommended for 10-cent machines. The former is priced at $2.50 per thousand, the latter at $2.75.

Price pointed out that the Rat Finks are molded in assorted colors of a brilliant attention-getting dye-glass-like material. Special displays are available of the item. Clever fink sayings include "I'm Victoria," "I'm Lizy," "I'm Sloppy" and "I'm Selfish." Painted eyes add to the appeal of the item.

(Continued on page 46)

Mandell Guaranteed Used Machines

Mandell Sales & Service Co.

Mandell guarantees used machines to be in perfect working order. All machines are in beautiful condition and are guaranteed to function properly. Prices are lower than for new machines. 

Mandell offers complete service and repair on any make and model of vending machine. 

Immediate Delivery

There are Big Profits in GUM

Get Your Share With Northwestern

Gum Vender Packages

Gum Vender

Our vending unit is a near hit for big profits. A starting merchandise drum with five columns yields a total of 800 attractive rainbow-colored pieces. "Variety" display attracts instant retail sales.

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NORTHWESTERN SALES AND SERVICE CO.

Chicago, Ill.

501 West Washington Blvd.

100 West 36th Street, New York City

Ungers 4-6467

when answering ads...

Say You Saw It in Billboard.

January, 16, 1965, BILLBOARD.
Beatles and Trolls
Year's Hottest Items

Continued from page 45

nickel and dime capsule vending, but it is more cautious about quarter capsules, simply because there isn't a high enough variety of merchandise.

Just what does the future have in store? Crisman feels business is definitely going to keep increasing. At King & Company alone, about 15 percent of the operators stopping in last year were new customers.

"Some of these were people that have been in business a long time and were attracted by our merchandise," Crisman noted, "but many were people that were entering the business for the first time.

Crisman feels that up is the only way the business can go and has loaded mail sacks with orders, and operators in the store to back him up.

Few Problems

As far as problems are concerned, Crisman is handpressed to name more than a passing few. Chicago had a rash of vandalism several months ago, but this is past, he notes. Operators complained about people forcing open machines and taking the money. It seems, however, to have been the work of an organized group that has since left the city for greener pastures, Crisman said.

The only other problem is a tendency on the part of operators to pay too high commissions in an effort to win a new location.

Crisman feels that anything above 25 percent to the store owner is too high. "Many operators are going as high as 40 percent, and they're just talking," he notes.

These problems are part of a general picture of prosperity, however, and Crisman is the first to say that Chicago's bulk outlook is excellent.

Purchased 4 bulk vendors into one unit. Designed by our tech. Lever Action provides direct access to any unit desired without disturbing adjacent units

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KOMP K 4 UNIT

Birmingham Distrib Has Biggest Year; Sees Continued Growth

By NICK BIRO
BIRMINGHAM - At an unusually busy year for 1964 and prospects for an even better one for 1965, "we're no different," said Jack Hurvich who, with his brother Harry, runs Birmingham Vending Service here and one of the oldest and most respected bulk vending distributors in the country.

Max said he sees "a continuation" of the boom which has skyrocketed sales in his area and into what is probably the greatest peak in its history.

Iroko population and development of new and diversified products are attributed as main reasons for the growth. Hurvich says in his own case, capsules and trolls have done particularly well.

Kids Speed

"It used to be that kids had only a penny or two to spend. They point out, 'Now, they have nickels as well, and they're willing to spend them,'" Hurvich says.

Hurvich says that he always advises operators to pick a new location with a four or six-machine stand. That way, one location is good, the operator has a solid foot in the door. If he's only in one machine, another operator can always come along and put in a big stand and take the location over.

On the other hand, if the location is poor, the operator can pull four to six-machine stand out and he hasn't lost too much.

A typical six-machine set-up might include a nickel capsule machine, a dime capsule machine, two different 100-count gum machines, a 210-count gum machine and perhaps a jelly bean or other confection machine.

What are the good locations? Hurvich says that after 34 years in the business, he still can't tell. "Some of the spots we think are going to be great—bomb out. Others that don't think too much about turn out very well. The only thing to do is to put in a good, diversified installation and try it.

The New Machine

Hurvich thinks the biggest thing the bulk vending industry could develop would be a new and novel machine. Different fills and merchandise items have been coming along regularly, but the machines have stayed basically the same, he notes.

"Years ago there was a machine where a miniature baker would bend over and pick up a ball of gum to be vended," Hurvich recalls. He thinks something novel that they would again attract more children.

Although business in Birmingham is good, Hurvich put it without its problems. Chief of these, Hurvich says, is the State's unusually high 6 percent machine annual license fee. Most cities have an additional levy.

The $12.50 annual license fee for a machine that vends merchandise costing more than $2.50 a day. Thus all capsule machines are included. Hurvich said he is hopeful that operators will obtain a reduction in the fee in the near future—a factor that would further help the industry's growth.

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Machine and”—bills. Hurvich

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350 Second Ave., North Birmingham, Ala.

HURVICH BILLS

BHM VENDING COMPANY
350 Second Ave., North Birmingham, Ala.

BIllboard, January 16, 1965

YOU COUNT MORE WITH OAK

1000s of Oak machines available in every size and style.

C Gray Advertising

VISTA MODEL 300

This machine will hold 100 small capsules or 8 big 210 count gum and charms. It features a rotatable plastic, wide top glow with no piling to obstruct the view. It stands 13 inches high, is 2 wide and 162 inches deep. Shipped two or three in a carton, shipping weight is 14 lbs.

Time payments available on OAK Machines throughout all distributors.

VICTOR'S NEW TOPPER "66"
Now Vends Capsules 

15.00

15.00

The most durable and resilient machine ever built. New and attractive design. Yields a capsule of 50c or 25c. Also yields 320 and 100 sets of assorted capsules.

VENDO CAPSULES

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MARK-BEAVER

Bulk Vending Machines

Full of built-in advantages

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VENDOR

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Distributor For

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YOU COUNT MORE WITH OAK

The most durable and resilient machine ever built. New and attractive design. Yields a capsule of 50c or 25c. Also yields 320 and 100 sets of assorted capsules.

NEW VENDOR CAPSULES

New Vendor introduces Transistor drive capsule machines. Features: Capsules from 10c to 50c in color, size, and composition. Three sets per machine. Sizes for larger sales.

NEW CASH BOX

Sample each box only. A distinctive quick and easy. Ends spilt sales. Cash Box optional, 2.00. New.

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Southeast Distributor for Victor

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DR 7-4300
Coinage: Forecast for '65

By RAY BRACK

CHICAGO—The highly publicized coin panic, which in some quarters has prompted banks and businesses to return to brand-name banking, American, in the latter half of 1964, continues to cast像雌尘一样的. The coin market in 1965 should be more stable, and the coin machine businessman in the coming year should be more assured.

Emergency measures in full implementation by the U.S. Treasury seem to have helped reduce the coin panic, and further reductions should be expected in the coming months. This makes a full and complete return to the coinage system possible.

The trade association request for avoidance of independent contact with Congress on coinage issues has been met with the usual lack of cooperation from Congress, and the Treasury's response has been to issue a statement that the Treasury will not be named in any future legislation on coinage issues.

The U.S. Treasury's decision to issue a statement that it will not be named in any future legislation on coinage issues is a positive step towards the stabilization of the coin market in 1965. The Treasury has issued a statement that it will not be named in any future legislation on coinage issues, and this has been met with the usual lack of cooperation from Congress. This indicates that the Treasury is still working towards the stabilization of the coin market in 1965.

The Treasury's decision to issue a statement that it will not be named in any future legislation on coinage issues is a positive step towards the stabilization of the coin market in 1965. The Treasury has issued a statement that it will not be named in any future legislation on coinage issues, and this has been met with the usual lack of cooperation from Congress. This indicates that the Treasury is still working towards the stabilization of the coin market in 1965.
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**NCMDA’s Slifer Backs Cooperative Game Effort**

By RAY BRACK

CHICAGO — National Coin Machine Dealers Association executive director Bob Slifer last week promised support of the cooperative game program in the machine business toward legislative co-operation, which he said is an industry effort.

Declared the long-time champion of concerted coin machine trade public relations and legislation action, “NCMDA and the endorsement by all 50 states, I am sure, be glad to co-operate in a real sense in the industry, and I am sure this committee will be organized in all the segments of the industry.”

Slifer was a creative force behind the Coin Machine Council, which was formed in 1958 to tackle public relations and legislative problems. The organization eventually dissolved entirely, though initial manufacturer and distributor interest ran high.

**Competitive Interests**

“However, competitive interests pulled opposing sides of the road,” Slifer explained, “decided that the program was too costly. Also, there was a feeling of competitive interests pulling in opposite directions. And the amount of re-search required to catalog coin machine legal problems through-out the country seemed formidable.”

In short, the industry decided at that time nothing could be done as a group. Slifer recalled. Yet he remains optimistic. “This is an absolutely necessary,” he asserted. “It is long overdue and can be achieved if present people are willing to donate time, talent and money with the realization that those benefiting most will be the next industry generation.”

Slifer cautioned, however, that any legislative committee “can only be successful if it is absolutely unblinded” and he recommended that representatives from associations participate, co-operating closely with the NAMA to avoid conflict in programs.

“This is a bigger nut to crack than most people realize, and it will take a long time,” Slifer commented. And be added. “Many of these discriminatory laws would never have found room on the books if we'd been working closely together in the industry 25 years ago – carefully planning public relations activities and positive, realistic measures to deal with legal inequities.”

**Pacific Amusement Opens New Plant**

THOUSAND OAKS, Calif.—Pacific Amusement Company now in national distribution with its new Space Capsule kiddie ride, recently moved into a new factory at 2177 Thousand Oaks Boulevard.

President of the firm, Lynn Subbert, in announcing the company move, predicted that Space Capsule "will be the largest grossing ride in the field today."

**NVA Alerts Trade To Shady Promo**

CHICAGO — An alert bulk vending businessman in the Birmingham, Ala., area has uncovered a promotional operation smacking of true "blue sky" according to the national association's legal counsel, Don Mitchell.

Particularly the operation have been supplied to the area Better Business Bureau and NVA members.


Representatives from Seabridge including: regional vice-president, Wil Randolph and Marty Allo, field representatives; Jared Rieder and Charles Finkle represented the National Shownaut Bank.

**Crazy-Quilt Game Laws to Be Cataloged by Williams**

CHICAGO — In conjunction with an ambitious 1965 production, the NAMA will bring to the first of a complete new line of products to market in March, when the Consumer Research Bureau and the Seabridge Corporation will unveil a compilation of laws and ordinances which in many cities illegally restrict amusement-game operations.

The survey will precede a concerted effort by Slifer, his wife, and other industry people to update local and state legislation regarding amusement equipment.

According to Sam Stern, Williams president, data gathered in September, 1964, will be published in January, 1965, BILLBOARD.
August Exports Hold Steady; New Game Markets Developed

By FRANK LUPPINO

NEW YORK—Despite rumblings from some industry spokesmen that world coin machine markets are drying up for U. S. manufacturers due to taxes abroad on coin and competition from locally produced product, U. S. Commerce figures on August exports do not support this contention.

While it is true that per unit costs have been on the increase for exported new and used phonographs and amusement games, and thus the total units exported have been little less compared to a year ago, the overall decline involved stays fairly constant.

**Dollar Volume**

In August, 1963, 7,733 pieces of equipment were exported. The value was $3,325,756. The leading buyer was Belgium, taking 1,155 pieces valued at $625,264. This August, 5,565 pieces were exported with a total value of $3,027,236. Top importer was the United Kingdom, taking 1,525 pieces worth $491,203. A year ago the United Kingdom was in fifth position and took 840 pieces worth $327,057. Belgium dropped in August of this year to sixth position with imports of 317 pieces valued at $126,526. So we have a condition where the position of the two countries are just about reversed, insofar as their relative importance as buyers are concerned.

August this year was much improved over July. July saw 4,553 units valued at $1,633,533 leave the U. S., with August increasing to 5,565 units worth $3,027,236. This is an increase of more than 1,000 units in one month with a 79% increase of over $1,400,000. Thus, those who took July figures this year as reason to kiss off foreign markets were premature in their thinking.

There is also evidence of new interest in amusement games and amusements abroad. This interest comes from countries overseas looking for new types of sales pros. In August of this year, Lebanon bought 99 amusement games worth $29,329. A year ago Lebanon didn't show up on the export list, nor was it there last month.

Australia took 104 amusement games in August, price tagged at $31,569. A year ago there wasn't a sign of Australia, but it did show up on July listing this year. Japan is another growth area, according to statistics. A year ago Japan took just 46 new phonographs. In July this year it took 206 and 129 in August.

(Continued on page 51)

**MORE LEISURE TIME**

Arcades Boom for German Ops

By OMER ANDERSON

HAMBURG—German newspapers are reporting that the discovery that "the hard working" Germans now work some of the shortest hours in Europe, and that one of every three Germans take a vacation out of town. The Institute of German Industry estimates, in fact, that a full third of the year is now filled with holidays of one type or another. The "hard working" German never had it so good—in terms of leisure and money, and contrary to the thinking of the rest of the world works to live, but the Germans live to work.

Most German coin machine operators do not have shorter hours, but they are moving to profit from those who do. The most promising medium in this direction is the amusement arcade.

**Expect Arcade Boom**

Some of Germany's most astute operators have realized leisure time together with advanced technology will boom the business. Many German operators are sophisticated enough to hit the possibilities of the developing situation.

All major factors seem to point toward an arcade upsurge. As noted, leisure is increasing, electronics technology is providing games of greatly enhanced appeal. And, in contrast to the old, it is uncom- mitted on the part of the player. All that is required is that the masses to spend as little time at home as possible.

The role of the arcade is to be on public amusement and increasingly on outdoor and pinball-type recreation. Europe's famous recreation areas such as the Tivoli, in Copenhagen, and the Prater, in Vienna, are booming.

**Be Clean and Creative**

European trade journals are publishing copious advice to operators on the ways and means of exploiting the opportunities signaled by the arcade renaissance. This advice dis- tils down to one thing: Be creative. Arcades are prospering, according to the trade, in direct ratio to their attractiveness. Equipment must be excellent, but it is effective only in relation to the attractiveness of the whole operation.

One of West Germany's most successful arcade operators, Wil- lem Schröder, consultant to his operator by profession. Jefco finds full scope in his arcade for his production capabilities. The most successful German arcades cater to the family trade—a place where children and kids to enjoy themselves as a family unit. This approach not only enhances collections, but it creates—even more important—a wholesome family image for the arcade, which in past eras have been under fire in Germany as undesirable for adolescents.

Aside from attractive premises and imaginative decor, the arcade operator is also faced with a first-class equipment but a certain number of off-beat and far-out games and other new equipment. That is why Germany's most astute operators have to go beyond Germany and also happen to be among this country's best-traveled operators. No longer can they simply rest assured that if it promises to yield a brand-new game it will be successful.

And arcades are prime business for distributors and mana- gers to do their homework. Of course. For the simple reason, they are often the first to recognize the desir- ing demand for equipment.

West Germany, which has the Continent's most progressive op- erators association, is also well in the lead in harmonizing the interests of arcade operators with those of location operators. This merger of trade activities resulted in the merger of the arc- ade proprietors (Spielhallenver- wieb) with the location operators (Organisationen des Auto- matischen Spielgeldgewinns) and the central German operators asso- ciation.

The regular German operators association now speaks for the arcade operators as well as the location operators. The operating trade is thus able to present a solid front in defense of the trade.
BUSINESS PROFILE

Lesnick Has Richmond Recipe

RICHMOND, Va.—Hy Lesnick bought Richmond Amusement Sales in 1961, after years in the distributing and operating business in Baltimore, and has built up one of the most successful urban businesses in the State.

“Games and music both held up quite well in 1964,” was the way he assessed growth over the past year from some 400 pieces of amusement, music and cigarette vending equipment.

Quizzed on the possibility of his expansion further into vending lines in 1965, Lesnick was firmly negative.

Nut Vending

“Refreshment vending is an entirely different business and would be quite foreign to me,” he said. “For one thing, the profit margin is so small that I'd be splitting a fourth of a cent much of the time.”

Looking largest on the business horizon for Lesnick and fellow Virginia operators is the virtually certain adoption of a State sales tax that would apply among many other things, to all merchandise, services and amusement purchased via the coin slots. Virginia coin machine businessmen have been bucking for a favorable exemption, so far, under 25 cents, to avoid obvious collection complications.

“If the exemption is too low,” Lesnick explained, “the operator could very well wind up paying the tax himself.”

It's Lesnick's opinion that a tax exemption of 11 cents and below would have little effect on games and music, but would necessitate “shelling pennies” in his cigarette vending machines. That is a time killer.

During last year's cigarette-cancer scare, Lesnick reported, cigarette sales on his route here in the tobacco capital of the country dipped 5 per cent for one month and then recovered to a higher level than before. Though Lesnick locates phonographs in a variety of location types (including the "confectioneries," as the local term is termed), he insists that the "spots without tablecloths" are the best for music.

Programming Specialist

Programming for Lesnick is handled byEarnest Winge, a graduate from Richmond Amusement Sales' 12-man service staff.

“Earnest knows every location thoroughly,” Lesnick declares. “It is a skilled buyer of records for the Richmond region,” comments the proprietor.

A measure of his success in the business Lesnick attributes to active participation in trade associations activities. He is a director of the Music Operators of Virginia and a member of the Music Operators of America.

“I'm working to enroll every operator in the State in MOV and MOA,” Lesnick declared.

Cig Prices Climb to 35c

In Mass. Vend. Units

BOSTON—Cigarette smokers in Massachusetts were paying 2 cents a pack more for their pleasure as of Jan. 1 as the price went to 30 cents a pack as against the previous price of 28 cents.

Vending machines, which had been selling for 30 advanced to 35 cents, many having jumped the gun for several days before the first day of January. But what blinds the consumer helps the operator, or ultimately will swell his grosses.

Operators voice the opinion that the public may take time to adapt to the new price, but will soon fall in line and push the 35 cents into the machine as though it had always been the cost. The new hike raises the State tax on cigarettes to 8 cents.

This should be of some help to operators of music, most of whom have diversified, at least, into cigarettes. The price advance should help to soften the blow of the threat of increased taxes on music machines, a predicament that has been made by spokesmen for the industry.

New Music-Pic Unit From Urban; Bailen Now Prexy

V-900

LOUISVILLE—Urban Industries, Inc., manufacturer of continuous film systems, has announced plans to market a new music and picture unit this spring.

According to the announcement last week was word that Executive Vice-President Nat Bailen, through the purchase of all Urban stock, became president and chairman of the board of the firm on Jan. 1.

NAT BAILEN

The new unit, called the V-900, will program 20 three-minute color segments on low cost 8mm film. Product development over the past three years. Bailen disclosed, paid $5,000 in marketing of the product below $5,000.

Other Urban products currently in production are the AP-10 all-purpose theater, the AD Panaram Theater and the KKS Cartoon Theater. The firm is located at 415-17 West Main Street here.

August Exports Hold Steady

August 163. It's obviously a new phonograph market in Japan, for used phonograph exports were 81 a year ago and the same number this August. One reason is that this country has that locally manufactured coin-operated phonographs, which are evidently not very current among owners.

One of the most important national developments for new models was held in October by the Seeburg Corporation through its Belgian representative, Vit-Perme, and Ste- ban, S.A., on board the package liner "Pan-America" at the harbor at Antwerp. The showing was highly successful and attracted not only prospective equipment purchasers but also leading manufacturers and technical assistants who would be instrumental in assisting with financing the project and in creating favorable public opinion at high levels for the U.S. products shown by the Seeburg firm.

New Product Announced: New Mustang

New Product Announced: New Mustang

by Chicago Coin

DIVISION OF CHICAGO DYNAMIC INDUSTRIES, INC.
CHICAGO ILLINOIS

BEAUTY! BIG SOUND! WIDE SELECTION!

NEW ROCK-OLA
Princess Royal

Never before has such beauty, quality of sound, compactness and versatility been combined in one new phonograph! Rock-Ola’s new Princess Royal plays 100 selections at 33⅓ or 45 RPM, 7 albums or singles, stereo or monaural. Exclusive Rock-Ola Master-Mark PM 30" wide and 43½" high. Famous Rock-Ola quality and design mean less servicing... longer, trouble-free life. Beautiful Walnut Console sides.

Look to ROCK-OLA
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OAKLAND, Calif.—Henry Leyser is a proud, progressive and publicity-conscious businessman. "Operators are an important arm of the entertainment industry, and we should promote ourselves as such," he declared in a recent interview.

"One of the most important considerations of State and national trade associations should be improvement of the industry image," he said. "It's a hard name to protect. A strong public relations drive for both state and state organizations would go a long way toward improving the trade profit picture.

Emphasis Two Points

Leyser, whose machines may be found throughout California and in 11 western states, expounds two specific points for PR emphasis.

"First," he explained, "I would like to see industry-wide adoption of a synonym for "juke box." The old term has a bad public image. I prefer using a name like "Music Machine System," which we use to good advantage in California. And second, Leyser favors recognition among operators (as well as machines) of the coin phonegraph business as an important segment of the entertainment industry.

Should Promote

"I feel," Leyser said, "we should promote our industry both energetically and as proudly as all other branches of show business."

The alternative to a vigorous promotion campaign, as Leyser sees it, is a continued state industry, or perhaps, worse, "a declining coin-operated business can be met by better business methods," he explained. "All industries are competitive.

ALL MACHINES READY FOR LOCATION

Bally Sticker Flipper Clns. $ 55
Gettles Flipper Clns. 195
Wahrman Gun 85
Seeburg 221 395
Seeburg 83 495
Seeburg B 75
Seeburg MD 175
Seeburg 222 405
Sears Continental 900 795
AMT Continental 100 795
AMT Continental 200 975
AMT Continental 300 1075
Wurlitzer 2200 575
Wurlitzer 2200 675
Wurlitzer 2200 775
10 Col. Slotter Candy 80

Rowe AC Mfg.
Names Claffey

Reeves Soundcraft Corporation in 1926. He joined Seeburg in 1959.

The two-day Rowe AC sales and marketing conference here, attended by 300 U.S. and South American distributors, saw the introduction of this new coin-operated phonograph, details of which will be reported later.

Compact Coin Box Built By

ROWE AC MFG.

TOKYO—A new compact coin box built by use on all types of machines has been announced as the latest of its kind.

The box is designed to house a record player and is manufactured by Rowe Manufacturing Company of Chicago.

For SHUFFLEBOARDS

Types: 2-school
- Fits any shuffleboard
- Larger metal coin box w/National Rejecto-
holds 500 in dimensions
- Larger metal coin box w/National Rejecto-
holds 500 in dimensions
- 10c 1 player or 12c 2 player by simple plug
switcher
- Aluminum button scoring blocks
- Immediate delivery

manufacturing co.


electric scoreboard

FOR SHUFFLEBOARDS

$169.50

Terms: 1/3 Down, Balance in 60 days.

MARVEL COIN BOX

CHICAGO—A new compact coin box built by use on all types of amusement games, kiddie rides, laundry and dry cleaning establishments has been announced as the latest of its kind.

The box is designed to house a record player and is manufactured by Rowe Manufacturing Company of Chicago.

Available for $5, and 10 cent operation, the one-piece, deep box is the 10c 1 player or 12c 2 player by simple plug switcher. Aluminum button scoring blocks, and immediate delivery are features of the box.

The company released the LP at the pre-

ential the other two firsts—the first time the box had been completed on one machine, the first time the box had been conceived, recorded, pressed, packaged and distributed in five working days.

Upcoming pieces on this box include the new "Terry And Barry" and "The Beatles," released on the Capitol label here, following a switch from Quality Records. Both artists are from Edgerton and record in Clevin, N. M., under the age of 16.

The firm is located at 2845-47 Fuller Avenue.

Brit. Decca Widens Sights

Continued from page 12

Decca's U. K. distributor affliates in London, Selecta Grammophones, is also working internationally. They have been holding up a successful catalog of American recordings, importing the finished product from Chicago and Italy. Although the recent U. K. government import surcharge of 15 per cent has slowed up sales from catalog items, it has not affected dealers' regular orders. The additional 15 per cent will be added on to the catalog items a total of 30 per cent on top of landed cost. The surcharge is imposed, Selecta says, as a result of new tariffs in Greece, but this is not in abeyance until some time as the surcharge is lifted.

Decca keeps watch on these imports to make sure the products are suitable material and artists which could be released on the Decca label where these are free for nego-

Canada High Court Nixes Inline Games

OTTAWA—Pinball machines that do not require any skill by the player and permit him to win free games were declared illegal by the Supreme Court of Canada.

The ruling that such machines are illegal because they constitute a game of chance was made in a case involving the use of a "Five Ball" machine called "Sinopera" in a Montreal restaurant.

Pinball machines that allow the player to win cash or other prizes by chance have been ruled illegal in other court decisions in the past.

Coin machine operators have commented that this ruling is against only one type of machine and it is not known whether it will be applied to all machines of the same nature.

The action ruled on by the Supreme Court last month was originally begun in the fall of 1963 in the Quebec Superior Court and taken to the Quebec Appeal Court, before going to the Supreme Court.

Some operators predict that eventually all games considered games of chance will be outlawed, and say that the trend is toward shuffleboard, rifle games and coin-operated pool tables.

Courts Fight Seen on Pirate Raid

Len Jonek Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave. Los Angeles 6, Calif.
Tel. M-Fr. 9:30-5:30

In a recent poll, 80 per cent of the Dutch public were in favor of the programs offered by the three major networks and run radio groups to interfere with pirate stations.

On the side nearest to the pockets of those in the music business, the industry's agreement on the use of records from pirate ships, the PHS (Performing Rights Society) says, could lead to a renewal of court cases and to a most moral obligation to pay for a record's forming rights. The stations have not yet been inked but this is being hastened and positive rights will be back-dated.


NEWS OF THE WORLD

TOKYO—Singer Doug Crossley, who's been referred to here too long and too often as "another Robert Gouney," now he's really "the first Doug Crossley," with a contract with RCA Victor in the U. S. for two singles and a LP. He's in New York for his first recording session, after being signed by RCA on "The Bell Telephone Hour" on NBC-TV last summer. RCA Victor has signed the Canadian record industry "first" with its release of the first recording of an original Canadian song.

"Le Vol de l'Oiseau" (The Pink Pigeon), the company released the LP at the pre-

omened to be a deadly crime. The company has been represented by a number of firms and the record has been conceived, recorded, pressed, packaged and distributed in five working days.

Upcoming pieces by Wes Dakus and Barry Allen will be released on the Capitol label here, following a switch from Quality Records. Both artists are from Edgerton and record in Cleve-

KIT MORGAN

Norway Sales

Continued from page 14

Norway Sales

Continued from page 14

Copyrighted material
NEXT WEEK
IS NATIONAL WURLITZER WEEK

VISIT YOUR WURLITZER DISTRIBUTOR

SEE AND HEAR THE GREATEST OF ALL AUTOMATIC ENTERTAINERS
WURLITZER 2900

THE WURLITZER COMPANY, NORTH TONAWANDA NEW YORK
109 YEARS OF MUSICAL EXPERIENCE
Some French juke box owners prefer to play the tune in the original English, however, claiming that the song loses its "Wild West" flavor in translation.

Note: "The Yellow Rose" is being booked also from the vogue of the French for Western life, or what the French interpret to be Western life. For example, chaps and cowboy boots have made their appearance in French department stores and are best selling items.

CHICAGO

National Coin will display new Wurlitzer equipment in its 1407 Division Parkway showrooms on January 18, 19, and 20, reports Joe Swartz. The recently appointed distributor will conduct its first service training session later in the month. Will cover both North and South. Worldwide Distributors' schedule of January service classes along with other details will be available to immediate instruction in their new sales. United Williams game line, says Harold Schwartz.

The new schedule will be announced.

President Charles Sacco, vice-president, Wayne Hesch and Larry Cooper, secretary-treasurer, have called a meeting of the Associated Buyer's Club for January 19 at the Chief Barber's Restaurant 3601 West Peterson Avenue. .

PARSONS — Jack Ed Rober was off to the Montreal branch of the company during the past week. Firm's Dennis Parsons described their all-day Christmas Eve party as "a very nice Winter Special Circular—containing a new, modern, half space age package, a floor model cue stick racket and a futuristic speaking machine cut off the press and will be mailed out soon, says Matt Wizner.

Duncan Melton, rounder of the staff of which will be in Florida soon for coming Rowland meet, will display new equipment at the Sheraton Blackstone Hotel on January 11. Also January service schools, according to Stu Frankin, will follow that presence.

Fifteen coin machine industry veterans have enrolled in the upcoming MOA show, informs Bob Slifer. Vets are invited to join at any time.

Those attractive paintings displayed in the National Coin behavior, Inc. Book association offices are by Slifer's talents. Coin Bank Machine Exchange's Joe Robbans says several vital service sessions for being held up for January at the Empire diggings. Will report dates when final.

Ralph W. Price, vice-president of Berio Vending Company, vacationing over the holiday period into the new year to the Virgin Islands. .

David Rosen, president of the David Ross, Inc., distributing firm, off to Miami for this week for the Rowe-AI machine showing which he sales district in this area. .

Thomas Simons, of Soft Spray Distributors, supremacy of the new coin operated ear-washing machines, hit a close board snag in trying to set up a new location in suburban Poole, Pa. .Office staff at Buffalo, had the operation was saddened last week with the sudden passing of Ronnie Stern, company president.

Moreic Gunderson, former manager of Butler Coin, returned from the conventions in Las Vegas, being elected to Fellowship of the International Coin Club. .

William Fishman, president of American Retailers of America, Inc., is serving as an associate chairman of the Trade Council for the 1965 Philadelphia Allied Jewish Appeal. His wife is also active in the campaign, raising funds for the organization's early period to host a "$500 Special Gifts Luncheon" to be held at the Hotel Philadelphia for the Allied Jewish Appeal. .

Lindsay Reynolds, celebrating its 75th anniversary, calls attention to the fact that the local restaurant chain has added automatic vending facility to its operations. Owner, Thomas Brown, on the service staff of

Macke Vending Company, doubles as a fashion model with Dave Zell's Modeling Guild.

MAURIE H. ORODENKER

BOSTON

Donald Oliver, who with his dad, Mart, runs a successful route in the Southern Maine area, has been named president of the Cumberland Motor Club of Portland. The club runs the most important long-distance routes in New England and he is the director of the event on which takes place Jan. 16-17. Don reports business excellent.

Marshall Carse, assistant general manager of Trimount Automatic Sales Corporation (AM), could almost be called a perennial student. He's studying for years and will come up with a master's degree in business administration in February. Following that he will enter law school. . John Flens of Medford around town for the best buys and remaining about the card, having been told his son would graduate in 1965 will be better.

Water Strauss, of Strauss Vending Company, Boston, is another businessman who has confidence in the year ahead. He predicts a slow beginning, but gossips will mount as the year advances.

Bill Baker, of Mel-Tone Vending Company, Somerville, sees a possibility of new taxes on music, predicts the additional 2% tax next on earrings, which will put machine prices up to 30 cents on a dime, and will go on.

Cameron Dewar

Coming Soon:

Jan. 13—St. Joe Valley Coin Operators' Association monthly meeting at 10 a.m. at the Albert's restaurant, 3001 Peterson Avenue, Chicago, Ill., 7 p.m.

Jan. 23-24—Illinois Coin Machine Association annual meeting, Holiday Inn South, 7 p.m., Sat. and Sun, Springfield, III.


Feb. 21—North Carolina Coin Operators Association meeting, Charlotte, N. C.
new! the impressive Golden Record Award for display in every location where you install the new Seeburg LP Console/480

Everyone likes to display an award! Especially those who serve the public and can point with pride to proof of superior service.

The spectacular Golden Record Award, personalized to each location, is proof to LPC/480 location patrons that they are receiving outstanding music entertainment. More of them will play the LP Console/480, increasing the phonograph’s gross earnings. The Award is a powerful incentive to help you obtain the best possible commission arrangements from the most desirable locations.

No extra work for you, either! Simply give the location owner the special Award postcard. He mails it to Seeburg, and we send him the personalized Golden Record Award, with the name of his location on it. Ask your local Seeburg distributor about it now!

new

Sensational money-making feature! Seeburg Spotlighted Album Award*—proved in locations to earn more money for operators and locations than any other phonograph in the history of the industry. You have to see it to appreciate what it can mean to you.

new

has the industry’s only complete Income Totalizer

*Patent Pending
Here's the latest album from the popular artists featured in Billboard's review section. Each review includes details on the album's genre, artists, and critical analysis. The reviews are organized by category, with special merit picks highlighted. Click on the albums for more information.