

Billboard

The International Music-Record Newsweekly

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

RCA Eyes Publishing; ABC-Para Buys Cole 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 these being publishing. No decision has been made, Racusin stated, but he indicated that if and

when a publishing operations is set up, it will be independent of the record company.

On another level, ABC-Paramount purchased the old-line publishing firm of M. M. Cole, whose holdings include some
(Continued on page 10)



THE DRIFTERS start the new year with a new Atlantic single and album. "At the Club" is the Drifters' newest Atlantic single, and "The Good Life With the Drifters" is their latest LP. (Advertisement)

Juke Box Bill Brought Up By Celler Again

WASHINGTON—Rep. Emanuel Celler, chairman of the House Judiciary Committee, has again introduced his perennial bill to end juke box exemption from performance royalty. This year it's H.R. 18. The New York congressman has evidently decided not to wait for whatever length of time it may take for the revision of the 1909 Copyright Act, now under way, to become law. The proposed revision would omit the traditional performance royalty exemption for coin-operated music machines that went into the 1909 Act, and has been under fire for many years from ASCAP, songwriters and publishers, the Library of Congress and the State Department.

The House Judiciary chairman, with the aid of Rep. Edwin Willis (D., La.), chairman of
(Continued on page 47)

S. R. Songfest Maker or Breaker?

By SAM L 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 Jan. 28-30 at the Casino theater, with 24 Italian singers and 21 foreign vocalists from seven countries taking part.

Eighteen to 20 external juries will hear the songs via TV and radio—RIA has refused to telecast fully all three nights. The formula of a year ago, with only one winner from the 12 finalists on Saturday night, 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 night.

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

Multiple renditions of songs have been extended to the New Christy Minstrels, Gene Pitney and Anita Harris who have two each. All others, Italian and foreign, have only one entry to per-

form. CGD, as was the case last year, has the most in its own entries along with its associated MGM, Festival and Musicor labels, for a total of 11 while Ricordi-CBS is in the runner-up positions with six followed by SAAR-Jolly-Vogue with five.

Pre-festival favorite is the Gigliola Cinquetti-Connie Francis combination with "Ho Bisogno Di Vederti," particularly since Miss Cinquetti cleaned the boards from Castrocaro Terme 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 "Abbracciami Forti" with Austria'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 distaff combination of Betty Curtis and Petula Clark, who will sing "Invece No." Miss Curtis was a winner with "Al Di La" in 1961.
(Continued on page 12)

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 Malverne in New York, also retitled Metro. MGM was formerly handled here by Record Sales. The fact that MGM would buy Malverne and move into company-owned distribution was exclusively reported by Billboard (see Oct. 3 issue).

Metro's headquarters here are at 2053 Venice Blvd. The sales staff includes Frank Cooke, Julie Halperin and Milt Frankel with Luis Fields handling promotion.

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

Sears, Roebuck Appeals Decision

LOS ANGELES—A David versus Goliath story, involving a Glendale retailer and Sears,

Roebuck, has been moved from Glendale Municipal to Los Angeles Superior Court.

Based on a judgment in favor of Bartholomew Music by Glendale Municipal Judge Lee Stanton Dec. 24, Sears, Roebuck filed a notice of appeal Dec. 31 which carries the litigation begun 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 purchased cost.

Judge Stanton had 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
(Continued on page 10)

WB-Reprise Forms 'Stabilizat'n Policy'

HOLLYWOOD—The Warner Bros.-Reprise Records combine last week struck a blow for album price stabilization by establishing a year-round price policy. The firm's national sales manager, Bob Summers, revealed that henceforth Warners-Reprise distributors will receive an all-year 12½ per cent dis-

count amounting a free LP for each seven purchased.

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

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

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 Siani Hospital here.

Long a leading figure in the music industry, Starr held to a

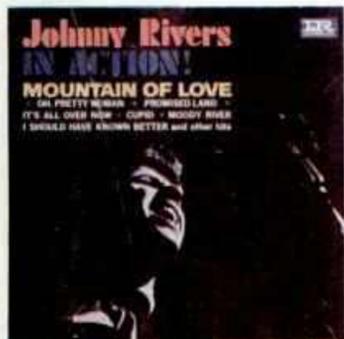
rigid policy of holding the line on performance rights rates. He was an ASCAP director.

MPHC was founded in the 1930's, had a nucleus of three major publishing firms—Witmark, Harms and Remick. Starr became president in 1939 when
(Continued on page 10)

5 REASONS WHY IMPERIAL IS ON THE GO FOR '65



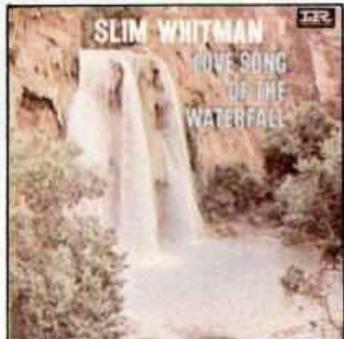
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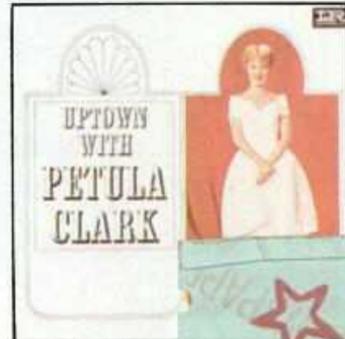
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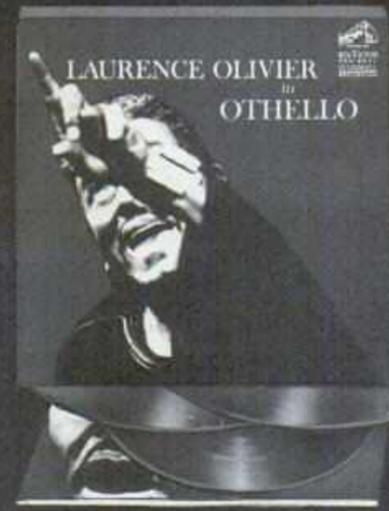
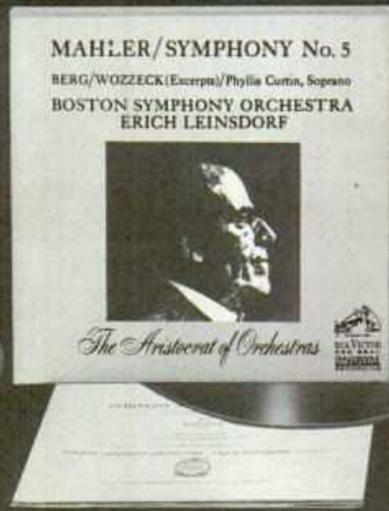
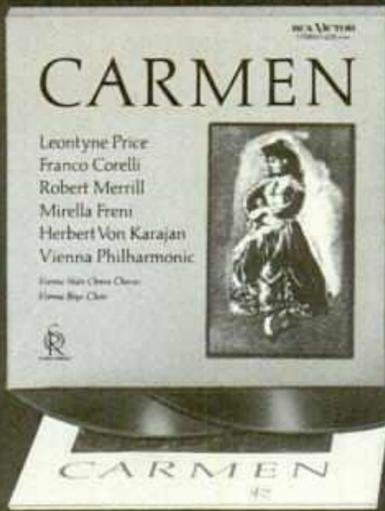
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LP-9281



LP-9282



Four RCA Victor Red Seal Albums Named Top Recordings of the Year by Saturday Review

RCA Victor

The most trusted name in sound





GOLD FOR THE RECORD ROOM: The Supremes present Bob Cobb, owner of the Hollywood Brown Derby, with gold singles of their past three hits for showing in the restaurant's record room. The girls, left to right, are Florence Ballard, Diana Ross and Mary Wilson.

Congress Has Pocketful Of Dreams on Its Agenda

By MILDRED HALL

WASHINGTON—When the 89th Congress convenes here Jan. 4, all segments of the entertainment industry will convene right along with it. The interests of the recording and home entertainment and broadcast industries are closely bound in with the doings of the new Congress, the newly elected President and his appointees.

The big hope for the manufacturers and retailers of records, phonographs, radios, TV's and musical instruments is for the promised end of federal excise taxes. President Johnson has promised early and total

action to end federal excises, except for taxes on cigarets and alcohol, and those collected for highway-use improvement. Prediction is for passage by June 1965, when a number of wartime excises would automatically expire—those renewed year by year in the past.

The state of Senate Copyright Subcommittee hearings on the revised Copyright Act will bring record manufacturers, music licensors, broadcasters, talent and juke box people swarming to the Hill to plead their particular interest as creators or users of copyright music.

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

ARMADA will be saddened by the declared plans of Rep. James Roosevelt (D., Calif.) to leave Congress to run for mayor of Los Angeles. Roosevelt's hearings on Dual Distribution by his Small Business Subcommittee helped prod the FTC into acting on record industry trade rules which had lain dor-

mant at the Commission for over a year.

Payola Issue

The payola issue is one exception. It is not expected to reach the Hill, but will be 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 payola, partly because of the charges against West Coast stations and record people made by record promoter Al Huskey, indicated a quiet approach.

There will be no public hearings on payola at the FCC. No nationwide scandalous tide of payola on the 1960 scale is believed to exist. FCC action indicates more need for crack-down on a few of the bigger offenders, with hope of a deterrent effect on the other deejays, stations and record industry people who might be tempted.

FCC has held up license renewal for KFWB and two other Crowell-Collier stations on charges other than payola. But the FCC says it will take a look at the complaint made by the West Coast record promoter in his \$200,000 court suit against KFWB and five other stations,

(Continued on page 8)

H-B Is Making Talent Search; Bohanan Plans Children's Line

By ELIOT TIEGEL

HOLLYWOOD — Working with an elastic budget and a concept of aggressive merchandising, fledgling Hanna-Barbera Records is talent hunting for artists, ideas and writers.

Don Bohanan, newly named head of the record division of Hanna-Barbera Productions, the successful cartoon film enterprise, reports the door is open for auditions and that the new label hopes to develop strong representation in the popular music field in addition to creating a powerful children's line based on the presold success of the myriad of H-B cartoon characters.

The company estimates that over 300 million people watch its properties in more than 50 nations, creating a sold audience for H-B disks developed around the cartoon characters.

Among the first assignments facing Bohanan are negotiating union contracts, securing foreign licensees and planning the company's first children's release within the next two months.

The untitled record head said the label would release a minimum of 20 LP's and 50 to 70 singles a year in the pop music



JOE BARBERA, Don Bohanan and Bill Hanna, left to right, review plans for the newly formed Hanna-Barbera Record Company.

field. The formation of a record company evolved from Bill Hanna and Joe Barbera's belief that the promotional sales value of records had hardly been tapped, Bohanan explained. The company is extensively involved in cross merchandising for its TV characters to the tune of a reported \$120 million business in 1964 and a goal of \$140 million in 1965. This merchandising involves books, toys and clothing.

"The success and lifeline of

our company in the children's field will be new product ideas developed for our established cartoon characters," Bohanan said. Plans also involve releasing selected material from the company's backlog of cartoon shows.

In the pop music field, Bohanan hoped to release music for all tastes, emphasizing that if the right master came along tomorrow, he'd launch the company in the pop area before the children's line was bowed.

Starday in Trade Stamp Promotion

NASHVILLE — Highlight of Starday Records' fourth annual Wonderful World of Country Music sales plan, in effect this week, is a unique tie-in with the Top Value Stamp Company, it was announced by Chuck Chellman, vice-president in charge of sales. Each regular series album in the plan will contain a "Country Musix Bonanza Coupon," visible to the consumer, redeemable by the customer for 50 Top Value Good As Gold Stamps. These can be redeemed at centers located around the country.

Plan's opening phase offers six new Starday albums by Roger Miller, Pete Drake, Cowboy Copas, Carl Story, Joe Maphis and instrumental LP with Boots Randolph, Hank Garland and Jimmy Richardson. This phase of the program also includes the Wonderful World of Country Music sampler-type LP by top Starday artists, and

three Economy series albums on the Nashville label by Tommy Hill, the Lonesome Pine Fiddler.

(Continued on page 34)

TYPOS GARBLE MAREK STORY

NEW YORK—The statement made by George R. Marek, vice-president and general manager of RCA Victor Record Division, on the forecast of the 1965 record business in the Jan. 9 Billboard, was garbled by New Year gremlins.

Statement (2) should have read, "Many countries in the world are experiencing social and economic growth, though that growth is not untroubled by strife." Statement (5) should have read, "Some new ideas in record entertainment are finding favor; ideas such as plays ..."

Col. Intl. Appoints Villarreal

NEW YORK—Juan Manuel Villarreal has been appointed vice-president of Latin-American operations at Columbia Records International. Villarreal will be responsible to Harvey Schein, vice-president and general manager of CBS Records, Columbia Records' international label, for directing Columbia's operations in Latin America. His duties will also include the direct supervision of Discos CBS, S. A., Columbia's wholly owned subsidiary in Mexico.

Prior to his new appointment, Villarreal was general manager of Latin-American operations. He joined Discos CBS in Mexico in 1947 as office manager and was subsequently upped to assistant general manager and then to director general.

Hearings on Bids For Old KRLA

WASHINGTON — The Federal Communications Commission will begin hearings March 10 on 16 applications, many by prominent music and show business personalities and producers, for the Pasadena, Calif., AM spot formerly occupied by KRLA. The station is temporarily under interim control by Oak Knoll Broadcasting, California educational institution, which will benefit from the proceeds—but swinging format has been retained. The KRLA program management and deejays were among those named in the West Coast payola suit by record promoter Al Huskey, although principal radio target was Crowell-Collier station KFWB, Los Angeles.

The processing of the many applications is so complex that a pre-hearing conference has been scheduled for the end of January, at which attorneys for various interests will talk over

WB-Reprise Believes in The Big Push

HOLLYWOOD — Warner Bros.-Reprise Records claims the largest promotion organization of any independent label based on the hiring of a 10th man for the staff.

The new staffer is John Rhys, working in the Detroit area out of Arc Distributing. Bruce Hinton's staff of 10 full-time promotion men handling Warner-Reprise product exclusively are Frank Falanga, Boston; Nat Lapatin, Baltimore-Washington; Ronnie Singer, Philadelphia; Bill Casady, Chicago; Mike Gratz, St. Louis; Len Salamone, Los Angeles; Walt Calloway, San Francisco; Norris Green, Houston-Dallas, and Marvane Dean, New York.

In certain other markets, promotion men partially paid by WB and a distributor handle the WB, Reprise and Loma subsidiary. The label also uses promotion staffs of distributors handling other labels besides the Burbank-based lines.

the ground rules. FCC Examiner Forest L. McClenning will preside. Among some 18 issues to be discussed, will be matters of background and experience, proposals as to management and experience, and programming services.

Correction

NEW YORK—A missing line of type in last week's story of the new ABC-Paramount executive line-up was responsible for the omission of the reference to David Berger and an incorrect identification of Enoch Light. Light continues as vice-president and general manager of Command Records, with Berger becoming vice-president in charge of artist relations.

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Racks Violate FTC Rules: Judkin

By ELIOT TIEGEL

LOS ANGELES—“There are certain sections of the FTC’s business practice rules which aren’t being adhered to,” charges Howard Judkins, Garden Grove retailer and key Southern California trade association advocate.

“The main offenders are the racks,” Judkins says. The racks can qualify for the functional, providing they’re not competing in the same location with retailers who are paying a higher price for merchandise, Judkins says.

Judkins, who has worked hard on obtaining the industry rules, has just provided the National Association of Music Merchants with an interpretation of the rules. N.A.M.M.’s Chicago headquarters is about to mail the interpretation to its membership.

Judkins feels the racks are getting a “discriminatory price in every part of the country,” not only locally. He says he’s asking dealers to send him in-

formation about violators which will be filed with the FTC. “The distributors answer is you can’t tell them to whom they can offer a functional discount,” Judkins notes. The retailer’s LP price here is \$2.22-\$2.25, while the rack price is \$1.90, according to Judkins. “Yet we both sell to the same people,” he says.

“Dealers are irked about the price discrepancy, but they don’t know what to do,” the retailer said. “The only thing to do is file a complaint with the FTC.”

Judkins feels other areas such as freebees and co-op ad money will be cleaned up nicely this year. “Most dealers will ask for their co-op money this year.”

WB-Reprise Overseas Push

HOLLYWOOD—A look at the continuing success of European records with American consumers has convinced the Warner Bros.-Reprise Records top brass to seek stronger ties with overseas outlets.

“Anyone who thinks the English-European trend is ending is burying his head in the sand,” remarked Joe Smith, Warner’s singles & r director.

“We’re intent on strengthening our ties with foreign licensees, artist’s managers and producers to secure talent to supplement our domestic roster,” Smith said. The European producers have “captured a sound which American record buyers are going for,” Smith believes.

WB is currently enjoying its first foreign hit with Petula Clark’s single of “Downtown.” Reprise had an earlier advantage with the Kinks and Sandie Shaw, both of whom have landed on the Billboard charts.

The executive said the company would reach across the sea via personal contacts to gain consideration for future products. Smith acknowledged the high royalty rate asked by the licensees, but felt it important

(Continued on page 12)

CRDC Buys Fender— Cost: \$13 Million

NEW YORK—Columbia Records Distribution Corporation is expanding its activities to the guitar instrument field. Last

week CRDC purchased the Fender Company of Santa Anna, Calif., for \$13,000,000.

Goddard Lieberman, president of Columbia Records, said that the company’s first venture into the musical instrument field has a terrific potential and that there are plans for expansion of all kinds, particularly in the overseas area, which has a long way to go. Lieberman also expects that the industry will grow by 23 per cent in the next two years. The Fender company’s annual volume of business was not given but it was explained that it is not truly representative of the business which operates at a high margin of profit.

The two former principal owners and officers of Fender will continue their functions with the company. 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. Heine is from Sausalito, Calif., and since his appointment to Billboard’s top sales post two years ago, has headquartered in New York.

Vee Jay Bows Songbook Line

HOLLYWOOD—Vee Jay is entering the songbook field, with four packages by the Castaway Strings as part of its 29-LP January release. The cover albums honor Elvis Presley, Andy Williams; Peter, Paul and Mary, and Bobby Vinton. Pianist Bill Marx handled the arrangements on all four packages.

The release includes 10 pop LP’s by Hoyt Axton, Jerry Butler, Betty Everett, the 4 Seasons, Little Richard and organist Billy Preston and band leader Russ Morgan, two recent pactees.

Gospel material features the Caravans, Harmonizing Four, Maceo Woods, Highway Q.C.’s, Reverend Blair and Archie Brownie.

Vee Jay’s top executives are conducting sales meetings with distributors in New York, Atlanta, Detroit and Los Angeles for the package which also includes five jazz and four anthology albums.

SON IS BORN TO THE SOBELS

NEW YORK—Robert Sobel, copy editor of Billboard, became the father of a son, Edward Jonathan, on Jan. 3, in Flushing, N. Y. The child is the Sobels’ second son. The older boy is Laurence Jeremy.

Philips Changes Promotion Posts

CHICAGO—Philips Records is setting up a dual national promotion manager team, one of several organizational changes which Lou Simon, label chief, said are designed to “provide impetus for further growth.”

Bill O’Brien, national promotion manager with Philips for the past year, retains his post but will specialize in the singles field.

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

Simon also announced the appointment of Joe Cerami as Philips’ Midwest regional sales manager, replacing Sheldon Tirk, who has become branch manager of Merrec Distributing, Inc., the new Mercury Record Corporation branch in Cleveland.

Headquartering in Cleveland, Cerami will assume full field responsibility for that city as well as Detroit, Cincinnati, Chicago, St. Louis, Milwaukee, Minneapolis and Des Moines.

Cerami is a 12-year veteran of the record business and has held positions as district manager for Capitol, national 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, han-

dled record promotion in Minneapolis and was national promotion manager for Motown in Detroit before joining KDWB. He will headquarter in Philips’ Chicago office.

Commenting on the Hechter

MGM-Verve Unveils 18 LP’s at Meetings

NEW YORK — MGM-Verve Records has just wound up three regional meetings in New York, Chicago and San Francisco at which it unveiled 18 albums on both labels. Arnold Maxin, president of MG-Verve and Morrie Price, director of marketing, chaired the three meetings. Selections from each album were played while album covers were displayed to the distributor and distributor salesmen in attendance.

Maxin reported on the successful year the company enjoyed in 1964 and his forecast of a prosperous new year for the company and its distributors. Price outlined sales policy and introduced two factory-owned branch managers in New York and Los Angeles.

In addition to the MGM and Verve albums that were introduced, a significant part of the meetings was the introduction of the new low-priced line under the Metro label with Irv Stimler in charge of sales as well as repertoire. He will also be involved in the creation of album art and production of the Metro line. The Metro line’s initial release has 20 albums

Randall will be vice-president and general manager of the new Fender Musical Instruments operating unit of Columbia Records Distributing Corporation and C. Leo Fender will continue as special consultant in research and development.

Fender, a leading manufacturer of electric guitars and amplifiers, developed the solid body electric guitar in 1946. Since then it has continued as a leader in the musical instruments field and has introduced

(Continued on page 10)

‘BEATLES ’65’ GOES FROM 98 TO NO. 1 ON BB CHART

NEW YORK—The recently released “Beatles ’65” on Capitol which was No. 98 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 charts has ever scored such an advance in a single week. The LP has just been certified by RIAA as a million-dollar LP. “The Beatles Story,” on Capitol, also was certified. Their current single is a winner, too.

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 isn’t the first time an album hit the top spot within a week after getting on the chart. “The Beatles Second Album” hit at 16 and jumped to the top the following week. Another Beatles’ album, the United Artists “Hard Day’s Night” soundtrack, hit at No. 12 and topped the list a week later.

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

The Beatles now have six albums on the chart, three in the top 10. Five of the six disks are on Capitol; one is on United Artists.

During 1964, the Beatles held the top album position for 30 of 52 weeks. “A Hard Day’s Night” held the top position for 14 of these weeks, and “Meet the Beatles” led for 11 weeks. “The Beatles Second Album” was 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, Barbra 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 retail. Additional releases are scheduled for March, June and September for a total of 50 albums for the first year.

Included in the low-price Metro line are such artists as Ella Fitzgerald, Stan Getz, Carson Robison, David Rose, Judy Garland, Ray Charles Singers, Roy Acuff, Hank Williams, Louis Armstrong, Tommy Edwards, Conway Twitty, Roy Eldridge, Woody Herman, Billie Holiday, Count Basie, Al Hirt and Connie Francis.

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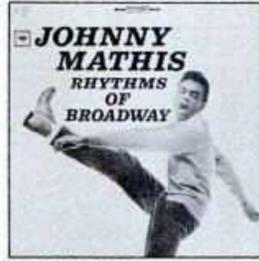


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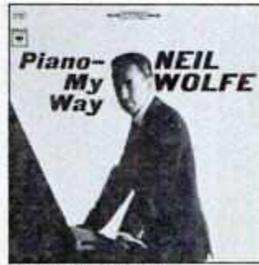


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Popular



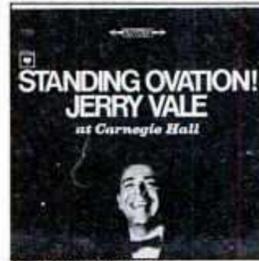
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CL 2239/CS 9039*



CL 2265/CS 9065*



CL 2273/CS 9073*



CL 2274/CS 9074*



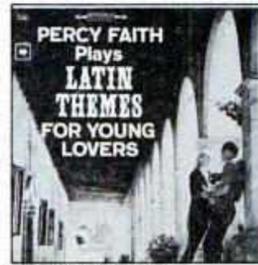
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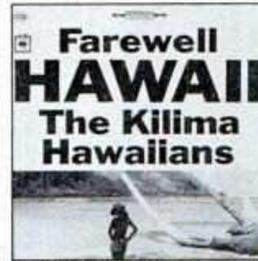
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CL 2278/CS 9078*



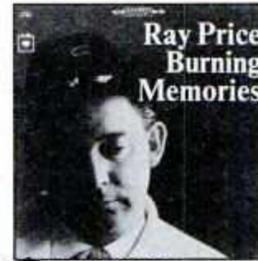
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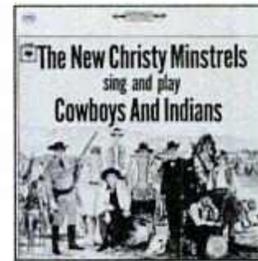
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CL 2287/CS 9087*



CL 2289/CS 9089*

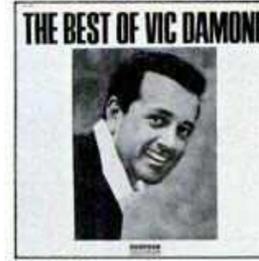


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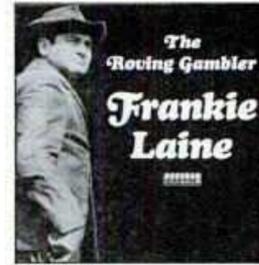


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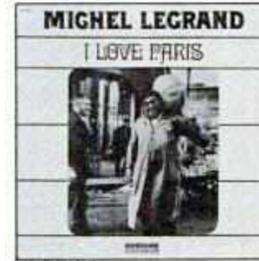
Harmony



HL 7328



HL 7329



HL 7331

**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 Muzak licensee in Los Angeles County and Musicast, another local programmer. Pacific's suit was filed in Superior Court; Musicast's in U. S. District Court.

Defendants in the Pacific case are charged with conspiring to illegally manufacture and install receiver units designed to intercept Muzak's programming through subcarrier channels of KRKD and KLAC, two Los Angeles stations.

The defendants include Twentieth Century Cigarette Vending Corporation, which distributes background music; Calbest Electronics, named as manufacturer of the receiver, Step Saver, Sweet Music and Audio Design, charged with selling and installing the sound systems to receive the alleged pirated music. A score of locations airing the alleged pirated music were also named.

Pacific is asking for a permanent injunction to halt the interception and sale of its programming and for the manufacturer to cease producing the receiver equipment. Exemplary damages of \$25,000 are also asked, with actual totals to be determined later.

Bill Muster, Pacific executive, told Billboard that investigators were called in and quality comparison tests were taken of the alleged pirated programming.

Muster said that unlike commercial receivers used by background music operators which are fixed at a given frequency, the unauthorized receivers could be tuned to any background music channel.

Defendants named in Musicast's Federal suit are Twentieth Century Cigarette Vending, Calbest Electronics, Audio Design and Sweet Music, who also appear in the Pacific action, plus Trutone Electronics, Meyers Enterprises, Donald Henderson, plus several restaurants.

Jack Kiefer, president of Musicast and its FM station, KMLA, charged the defendants with violating section 605 of the Federal Communications Act of 1934. The act makes it illegal to intercept material in point-to-point communication. Kiefer's suit asks for a permanent injunction to halt the alleged pirating of his programming, plus \$35,000 damages. He said he had been contemplating the action "for a long time."

Advance on Angel's 'Carmen's Zooming

HOLLYWOOD — With 40,000 advance orders already received, Angel Records' de luxe three-LP "Carmen" set is on its way to becoming the first million-dollar album in the classical label's history. According to Lloyd W. Dunn, vice-president of Capitol Records and the An-

gel label's chief executive officer, the reception for Maria Callas, in the title role, and the rest of the cast has been "overwhelming."

According to Dunn, rave reviews started pouring in from all parts of Europe weeks before the U. S. press release, "The enthusiasm generated by these comments was one factor in the fantastic pre-release sales," he said. "Another was the praise Miss Callas received from American reviewers who were serviced with advance pressings, and, of course, the pre-release advertising and promotion generated a great deal of enthusiasm."

With 40,000 sets, a total of 120,000 LP's, already ordered, Dunn said that the package could qualify for a gold record in the near future.

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.

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 Rogers, the Hondells, Dinah Washington, Quincy Jones and the Platters, plus two albums in the firm's new theater series and a host of classical material.

All albums are offered under a cash discount plan. The January program, titled "Make Yours a Record Year . . . Every Day," puts special emphasis on catalog product, with a new light and motion cylinder display depicting 100 best selling Mercury LP's. Also being introduced are a complete window display kit for the theater series entry, "I Had a Ball," as well as a "Make Yours a Record Year" complete window display kit including centerpiece, 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 holi-

Vee Jay in Jazz Push

HOLLYWOOD — Vee Jay Records releases five jazz albums this month to launch its reactivation into that field. The products are "Saxology," featuring Benny Carter; a memorial LP for the late Eric Dolphy; "Jazz's Greatest Walker," featuring LeRoy Vinnegar; "Jazz From Russia," music reportedly from the Leningrad Festival, and "Jazz in Japan."

Four of the five LP's were produced by Leonard Feather. Vee Jay's Lee Young is handling the Vinnegar package.

NARM TO PICK 'BEST'

PHILADELPHIA—Members of the National Association of Record Merchandisers have been sent ballots to vote for the best selling artists and labels of the year.

NARM members will vote in 15 categories, with awards presented at the Fairmont Hotel, San Francisco, March 3, during the 1965 NARM convention. Each award-winning artist and label will be presented a plaque.



Pickwick Has 29% Increase

NEW YORK—Pickwick International, Inc., budget record firm, reported that earnings for the six months ended Oct. 29 were 29 per cent ahead of a comparable period a year earlier, with record sales of \$3,036,412 for the period. Net income after taxes was \$136,715, with earnings of 45.3 cents a share.

During the corresponding period in 1963, sales were \$2,857,148; net income after taxes was \$106,281, and earnings were 35.4 cents a share.

Cy Leslie, Pickwick president, attributed the improved showing to the new Hilltop line of \$1.98 country albums, increased activity in premium packages, the contribution of the Weiss and Barry publishing firm, and the continued growth of the budget record industry.

These figures do not include revenues from "Picture Sound" programs being supplied to General Electric by Pickwick International, Inc., for use in GE's "Show 'n' Tell" phonoviewer.

NEW YORK—Lenny Lewis, national sales manager for 20th Century-Fox Records, is in Miami this week to meet with distributors and unveil the company's January release. The January release features LP's by Mary Wells, Al Martino, Harry Simeone Chorale, Joya Sherrill and Shirley Temple. There will also be the soundtrack album of "Zorba the Greek."



RICHARD HAYMAN, left, discusses with Paul Ackerman, Billboard's music editor, his appointment as a writer with Mills Music. Hayman recently conducted and arranged the Richard Burton MGM release, "Married Man," from the Broadway show "Baker Street."

days. Conducting the sessions were Kenneth S. Myers, vice-president in charge of sales; Dick Bruce, national sales manager in charge of regional sales; Morris Diamond, national promotion director. Irwin H. Steinberg, executive vice-president, participated in the meetings in Atlanta and Chicago.

Ohio Distributors On '65 Outlook

CHICAGO—Another big distributor here, Paul Glass of Allstate, following up comment last week on the 1965 outlook, said last year was his best ever in terms of volume but not in terms of profit. He said he expected 1965 to be at least as good in total sales but noted distributors everywhere are facing a profit squeeze.

Glass cited as problems: Excessive amount of new product, small dealers going out of business, loss of business because of entry into the market by large national rack-jobbing operations.

Glass said, however, that much of this would be offset by the industry's general growth.

Prices Stabilized
Leonard Garmisa, of the big independent distributing company bearing his name, said that 1965 would be better than 1964 because the manufacturers had succeeded in stabilizing prices and transshipping had been greatly curtailed.

Garmisa noted that much of the "footballing of product has been eliminated. Now you see a price break once in a while—not every other day, like we used to."

James H. Martin, likewise head of a firm bearing his name and the city's pioneer independent outlet, said January looked "good," but after that, it would depend on product.

Was he confident? "Not really," Martin said. "I guess I'm middle of the road. I'm going to wait and see."

Martin said the industry's biggest problem was proper enforcement of the Federal Trade Commission rules which could "provide a better profit picture, stabilize prices and restore the public's confidence in the industry."

Miller Intl. Forms Audio Spectrum Co.

RUNNEMEDE, N. J.—Miller International Company, producer of budget LP's via its Somerset-Stereo Fidelity label, has formed Audio Spectrum Records.

The label is the firm's first venture into a standard price line (\$3.98 and \$4.98 stereo albums). An initial release of 24 organ music packages including a new sound series "Pipe Organ Plus," eight foreign, eight operatic (opera without voice) and four with swing organist Paul Griffin. Four singles from the Griffin offerings will be released simultaneously with the albums.

Miller has launched the label with a major radio spot campaign in 13 top markets. The one-minute spots introduced the "Pipe Organ Plus" series, which features different theater organs backed by 50 and 60-piece orchestras, according to Dave Miller, company president.

Stations carrying the spot schedule beginning Wednesday

(13) include WNEW, WHN (New York City), WVNJ (Newark), one month of participation aired during the Les Crane show via WFIL-TV, ABC affiliate in Philadelphia; WPEN, WJMJ (Philadelphia), WCAM (Camden, N. J.); WMAQ, WIND (Chicago), WWJ (Cleveland), WJBK (Detroit), WCOP (Boston), WAYE (Baltimore), WFAA (Dallas), WINZ (Miami), WEW (St. Louis), WDKA (Nashville), KABL (San Francisco), KRKD, KLAC, KFWB, KPOL, KGBS, KGIL, KMPC and ABC (Los Angeles).

Miller revealed that Audio Spectrum is preparing co-op ad deals through the Goodset Advertising Agency, with 28 key dealers for special weekend FM shows.

More than 90 packages on Audio Spectrum will be released in 1965, according to Miller, with distribution so far being handled directly by Miller.

'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 r.p.m. disk. The series is being kicked off with 72 records—all available in a pre-pack browser box. Material and artists in the series will be completely diversified. The material is ideally adapted for dealer or juke box use.

The pre-pack browser box will hold up to 100 records. The Double Hits are being offered at a 10 per cent discount "as long as the quantity lasts." A single record in the series—not in pre-pack form—sells at list price.

Among the releases in the Double Hit series are the 4 Seasons' "Dawn" b-w "Rag Doll"; Woody Herman's "Days of Wine and Roses" b-w "A Taste of Honey"; the Serendipity Singers' "Crooked Little Man" b-w "Beans in My Ears"; Nina Simone's "I Loves You Porgy" b-w "See-Line Woman"; Paul and Paula's "Hey Paula" b-w "Something Old, Something New"; the Springfield's "Silver Threads and Golden Needles" b-w "Island of Dreams," and Teresa Brewer's "Ricochet" and "Music! Music! Music!"

CAPITOL PLUGS LP'S WITH KITS

HOLLYWOOD—"Love Promotion Kits" are being provided dealers in support of Capitol Records' six pop albums released Monday (11). Each kit contains a heart-shaped centerpiece to hold Nat Cole's "Love" LP, three easel-back hearts for the Hollyridge Strings' Elvis Presley songbook, Nancy Wilson's "Show" LP, Al Martino's "We Could" LP and a small Whitman's chocolate sampler.

The final two albums are by Charlie Louvin and Sonny James. Heart-shaped window displays and Nancy Wilson blow-ups are also included.

CHANCE EDEN
YOU'D BETTER GO

CHANCE EDEN
YOU'D BETTER GO

CHANCE EDEN
YOU'D BETTER GO

**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

You'd Better Go



R-4592

**Chance
Eden**



ROULETTE

Congress Has Pocketful 'Luv' and 'Hughie' Is Of Dreams on Its Agenda Columbia Waxed

• Continued from page 3

including KRLA. The latter is in interim operation by educational Oak Knoll Broadcasting, pending outcome of a dozen show-business applications for the well-to-do AM operation, dubbed a "frantic rock 'n' roller" by its critics.

Recent hearing examiner's initial decision in the WILD, Boston renewal, may give the FCC some second thoughts about rushing into payola charges on the basis of failure to "properly identify sponsorship" under Sec. 317. FCC Hearing Examiner Cooper exonerated WILD owner Nelson B. Noble of FCC complaint on this aspect. Cooper said the FCC had never told broadcasters how proper sponsorship identification is worded for records and albums played over the air.

This one aspect could get back to the Hill, since it was the Harris Commerce Committee which put through amending and clarifying anti-payola legislation in 1960. Committee directive told the FCC to make matters clear to broadcasters in implementing the law.

Other non-payola actions by the FCC and rule-making by the Federal Trade Commission will undoubtedly send complaining broadcasters and home entertainment equipment manufacturers and retailers to parent House and Senate Committees for redress.

May Reach the Hill

The FCC's proposal to compel joint AM-FM owners to have at least 50 per cent of FM programming differ from the AM, may be taken up on the Hill. House Commerce Committee Chairman Oren Harris (D., Ark.) and Communications Subcommittee Chairman Walter Rogers (D., Tex.), have a history of reversing FCC rulings that are protested by small radio stations. The Committee last year effectively barred the FCC from a move to limit broadcast commercials by rulemaking.

Protests against the FCC's new program reporting forms for radio, subject of long argument by broadcasters, may also reach the Hill. If FCC commissioners approve proposed forms now under consideration, radio licensees will be questioned on any "substantial" changes in format, such as switch from Good Music to Top 40. Stations with "specialized" programming, rock 'n' roll, country music, or whatever, may be asked to tell how their programming differs from others in the area using the same "specialty." Broadcasters insist the FCC has no right to interfere, even by questions in reporting at renewal time, in programming. They have threatened to ask Congress, the courts, or both to decide the FCC jurisdiction on this, under its statute.

Lady Commissioner

What effect a new lady commissioner, Mary Gardner Jones, will have on the Federal Trade Commission decisions, remains to be seen. The President's new appointee is expected to get quick Senate confirmation.

In addition to continuing clarification of the trade practice rules for the record industry, the FTC has to make final decision on the Columbia Record Club case. Commissioners will decide whether the government attorneys were right to press complaint that the Club aims at eventual monopoly of all LP trade—or

whether FTC Examiner Moore was right in his initial decision, which exonerates the Columbia Club and finds record clubs promote sales throughout the record industry.

The decision will have big meaning for other record clubs, and will take the lid off use of outside product—one of the issues the FTC attorneys blasted as most conducive to monopoly, particularly if Victor and Capitol Record clubs followed suit. Record retailers who claim damage from club competition and pricing may take their protest to the Hill, but they would have to come up with careful documentation to confront formidable Columbia Club counsel, Asa Sokolow.

More Complexities

The 89th Congress, and probably the 90th, will be occupied with the complexities of the proposed copyright law revision—the first in over half a century in this country.

Hearings on the revision bill will probably go on for several years—it could run to six, Senate Judiciary Committee staffers say—before the law reaches the voting stage. But attorneys for songwriters and publishers, for record and broadcast industries, music licensors and juke box operators are hard at work right now preparing their copyright arguments for presentation to congressional committees. Committees, in turn, are providing members with background information for their difficult task.

The new copyright law, which made its historic debut last July, would change present 28-year first and renewal terms to life and 50 years. There will be big argument over proposed right of authors or rightful heirs, after 35 years, to cancel a transfer contract on two years' notice, to seek a more profitable connection.

The record industry is happy to have the compulsory licensing proviso left in the law, even if rates go up a cent or so in mechanical royalties. Songwriters and publishers will probably fight on to end compulsory licensing, which allows any number of recordings, once the copyrighted music has been recorded, on notice and payment of mechanical license royalties.

Protection From Piracy

Record manufacturers will get more protection from piracy under the proposed law. In the revised law, record labels would have to carry a copyright notice giving name and date of copyright ownership—a help to bona fide users. Any actual duplication of a recording would be an infringement under the act. Already in effect is the Celler-sponsored amendment making counterfeiting of record labels a criminal offense.

Juke box people will take their fight to the Hill for retention of the traditional performance right exemption for coin-operated play of music where no admission is charged. The 1909 exemption is knocked out of the revised copyright law, which incorporates wording of last session's Celler bill to kill the exemption. The Celler bill won a majority vote in the House Judiciary Committee for the first time in legislative history but died in the Rules Committee.

Broadcasters will fight for some sort of protection for "innocent" infringement as against willful and continued

use. The new law would have broader damage provisos, and stiffer penalties for infringement.

The old Fair Trade bills, now called Quality Stabilization, will go through the usual congressional contest. Bills to enable manufacturers of brand-name products to set retail price came close to getting floor vote, by passage through the House Commerce Committee, but the legislation never emerged from Rules and will have to be reintroduced in the 89th Congress.

The cigaret advertising and labeling battle, of prime interest to broadcasters and vending machine locations, will probably see Congressional action. The House Commerce Committee will probably have more hearings on the Federal Trade Commission's rules to require cancer hazard warnings on cigaret labels and advertising, effective in July, 1965.

Justice Department's foray into the music licensing feud may send BMI back to the Hill for redress. Justice's recent order that BMI be divested of broadcast ownership brought angry reminder from Broadcast Music President Robert Burton that all of the charges—which are in effect ASCAP charges—of unfair competition in aired music

NEW YORK—Columbia Records put its Broadway pitch into high gear this week. Over a

were sifted by the Senate Commerce Committee a few years back and found unwarranted.

Mixed Feelings

Finally, the whole entertainment world will watch, with mixed feelings the activities of the new National Advisory Council on the Arts, and the expected push for a bill to set up a National Arts Foundation. The Foundation would provide federally matched funds for local live performance projects. It has always met strong opposition in previous congresses, and probably will in this one. Within and without the government, skeptics are leary of the idea of government funds getting into the performing arts. But sponsors of the legislation say live music and the arts are in desperate need of financial help—and European countries have subsidized performing arts in every capital in the world.

In any event, fresh inspiration will flow into the performing arts by arguments in the Capitol, and especially by the prestige of the Kennedy Memorial Center for the Performing Arts, now actually under construction.

two-day period (Jan. 10-11), the record company recorded the original cast albums of "Luv" and "Hughie" and started the ball rolling for record workovers of two upcoming musicals, "Do I Hear a Waltz" and "Kelly."

"Luv," the hit show by Murray Shisgal which stars Eli Wallach, Anne Jackson and Alan Arkin, marks the first time Columbia has recorded a comedy. "Hughie" is being recorded by Columbia as part of its Eugene O'Neill series of recordings which was begun last year with "Strange Interlude." Jason Robards Jr. stars in "Hughie."

"Kelly," the musical by Moose Charlap and Eddie Lawrence, is scheduled to open on Broadway Feb. 16. "Do I Hear a Waltz," by Richard Rodgers and Stephen Sondheim, has its Broadway premiere set for March 18. Rodgers was in Columbia's offices late last week meeting with the a&r department on projected album projects of the score in addition to the original cast album. Among those he met with was Percy Faith, who is now based on the West Coast. Faith had a hit instrumental album several years ago of Rodgers and Hammerstein's "Sound of Music."

Decca Adds Eight Phono Models to Line for 1965

NEW YORK—Decca Records has added eight new phonograph models to its 1965 line of popular priced units. With these latest additions, the Decca phonograph line for 1965 now consists of five monaural manual units, six stereo portables, two monaural automatics, one monaural automatic operating either on batteries or electricity, two stereo component systems, and two console units. All of the 1965 models are now in stock at the Decca branches and ready for immediate delivery to the trade.

Among the new additions to the 1965 line is the Monitor 1 (DP 615), a de luxe full stereo automatic solid-state component system with separate speaker enclosures. The unit contains a de luxe four-speed Garrard changer with two removable

spindles providing for manual or automatic play. The suggested list price is \$159.95.

Another fully transistorized Decca unit is The Graham 1 (DPS 41). This unit features a turnover cartridge with a constant four-speed motor and an unbreakable plastic cabinet. Suggested list price is \$22.50. The Dawson II (DP 481) is a four-speed, solid-state manual portable with two front-mounted speakers. Suggested list price is \$29.95.

Randolph Is \$59.95

A first in the Decca line is The Randolph (DP 493), a solid-state battery and AC phonograph. This four-speed automatic monaural high fidelity unit has the added feature of a handsome molded luggage type carrying case for easy portability. With a removable line cord

for battery operation, The Randolph I carries a suggested list of \$59.95.

The Seaford IX (DP 597) also features the brand new attache case styling. This four-speed manual portable carries a suggested list of \$24.95. Another new Decca model is The Conway II (DP 562), a four-speed automatic portable high fidelity unit. Carrying a suggested list price of \$39.95, this model features a typewriter type case which may be played with the lid closed.

Rounding out the new additions to the 1965 line of Decca phonographs are the Palm Beach IX (DPS 19), a four-speed manual unit, carrying a suggested list of \$19.95, The Chandler I (DPS 40), a four-speed manual portable phonograph with an unbreakable plastic cabinet.

Philips Offers 10% Discount Plan

CHICAGO—Philips Records' January release of 13 albums is accompanied by a sales plan that offers a 10 per cent discount on everything in the firm's catalog. The plan is in effect from Jan. 1 through Feb. 28 and covers all material released in that period.

Philips has dubbed its program "3 for the Money-Fourth to Go." The "3" is for Philips' third year in business, "4" is for the label's coming year.

Philips' sales manager Lou Simon noted that each year Philips has observed its anniversary with greater profits.

Simon and his staff kicked off the January program with a series of regional meetings in New York, Atlanta, Chicago and Los Angeles.

Artists in the new January package include the Swingle Singers, Zizi Jeanmarie, Teresa Brewer, the Robert Farnon Ork, Lester Lanin and George Gruntz.

Issued in the Connoisseur Collection series will be a pair of prestige packages: Michel Legrand's original soundtrack recording of "The Umbrellas of Cherbourg," and "The Unknown Edith Piaf," a collection of material recently discovered in the late artist's Paris quarters. In addition, four albums are included in the classical series.

Merchandising support includes window displays of Philips' artists, featuring their phonograph and an album jacket of their latest LP. Artists include the 4 Seasons, the

Serendipity Singers, Dusty Springfield, Nina Simone, the Swingle Singers and Lester Lanin.

G. Jones Cuts Disk for Musicor

NEW YORK—George Jones, country artist who signed an exclusive recording contract with Musicor last week, held his first Musicor recording session in Nashville Wednesday (2). Art Talmadge, Musicor president, flew in from New York to attend.

Jones is cutting a country LP of his own and another with Gene Pitney. Pitney is also cutting a solo album.

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

RCA The most trusted name in sound



RCA Eyes Publishing; ABC-Para Buys Cole Co.

• Continued from page 1

2,000 copyrights, including such standards as "Marchita," "Mexicali Rose" and much material in

the country field. It is reported that ABC-Paramount has allocated a very sizable fund for the purpose of acquiring additional copyrights.

These moves—Victor's exploratory one and ABC-Para's purchase—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 owner.

In the film field it was common for large users to be publishers; but in the record field a degree of onus was attached to a diskery which also functioned as a publishing house.

Exceptions were the rhythm and blues and country fields. Diskeries in these fields found they were unable to obtain sufficient song material from publishers — so they established publishing subsidiaries of their own as copyright repositories for songs of their own artists. With the advent of the rock 'n' roll era these specialty fields acquired pop significance, and these publishing subsidiaries assumed great value.

Gradually, all major diskeries—with the exception of RCA Victor — entered publishing. Capitol owns the firms of Ardmore and Beechwood, Columbia has April and Blackwood, Decca has Northern, etc.

Tradesters feel that the joint diskery-publishing operation reflects the needs of a changing music business, and also reflects the concern of users over upcoming changes in the Copyright Act.

One of these changes, it is felt, will be an increase in mechanical royalty rates—a factor which motivates some record manufacturers to seek copyright ownership. Copyrights are increasingly a good investment, owing to the growth of the music business world-wide. Too, copyright protection is likely to increase with the upcoming revised Act, the likelihood being that the period of protection will be for 50 years after the death of the composer instead of the current two periods of 28 years each. This revision will bring the American Act in line with European practice.

Global considerations are part of the motivation behind a diskery move into the publishing field — inasmuch as a diskery can control better its product on a world-wide basis if it controls copyrights.

ABC-Paramount's acquisition of Cole was announced by Sam Clark, ABC-Paramount Theaters executive, who also announced purchase of Le-Mor Music Company, both of Chicago. The firms include close to 5,000 songs, representing Cole's 40 years in the music field.

WB-Reprise Forms 'Stabilizat'n Policy'

• Continued from page 1

these sales drives. The plan is intended to ease distributor inventory planning as well as hold the price line.

Before deciding on the one-price-year-round policy, distributors were surveyed by WB-Reprise President Mike Maitland, Reprise General Manager Mo Ostin, and Summers. The concept won near-unanimous approval, according to Summers.

Its details were explained during a series of cross-country sales meetings conducted by WB-Reprise executives in conjunction with the labels' January-February release. The new price policy is applicable to both labels' new album product. This consists of seven WB LP's, featuring Billy Byrd, Jimmy Durante, Ike and Tina Turner, Londonberry Strings, Paul Sykes, Male Serenaders and Everly Brothers. The Reprise eight LP release offers albums by Keely Smith, Sammy Davis and Sam Butera, Eddie Cano, Trini Lopez, Fred Waring, Mike Settle, Dinah Shore and "The Americanization of of Emily" soundtrack.

Rush-Release 4 LP's

In addition to these, four LP's are being rush-released to ride in on their artists' current sin-

M. M. Cole Publishing will continue its operation in its long-established publishing business, Clark announced.

In addition to "Mexicali Rose" and "Marchita," the standards acquired by ABC-Paramount include "Old Shep," "The Last Letter," "That Silver-Haired Daddy of Mine," "I Only Want a Buddy, Not a Sweetheart," and many others. Composers represented include Gene Autry, Red Foley and Smiley Burnette.

Herman Starr Dies

• Continued from page 1

it became the music publishing house of Warner Bros. Under Starr's administration, MPH expanded with the acquisition of other publishing firms.

A native of Camden, N. J., Starr joined Warner Bros. in 1920 and three years later was elected a director and assistant director.

In 1936 he organized Warner Bros. companies in England, France and Germany.

In 1928 he became president and director of First National Pictures, which was merged with Warner Bros. in 1930. He had also been a director of Decca Record Company.

MPHC has published the works of Leonard Bernstein, David Diamond, George Gershwin and Vincent Youmans.

Starr is survived by his widow, Mrs. Jeanne Geller Starr; two daughters, Mrs. Marilyn S. Weiss and Mrs. Carol S. Walden; a sister; three brothers and six grandchildren.

CRDC Buys Fender

• Continued from page 4

significant innovations and striking designs that have been widely adopted by the industry. Fender guitars and amplifiers are considered the outstanding instruments of their types by both professional musicians and amateurs. It is estimated that there are more than 15,000,000 guitar players in the U. S.

gles sellers. The albums will feature Dick and Deedee, Petula Clark, Dean Martin and Frank Sinatra.

The sales meeting will cover 24 of the firm's 29 distributors, with the labels' brass conducting sessions in Los Angeles, Chicago, New York, Seattle, Washington, Detroit, Boston, Houston, Miami, Denver and Atlanta.

Hitting the road were Maitland, Joel Friedman, merchandising director; Summers; Artie Mogull, Eastern operations director; Sid Schaffer, divisional sales manager and Joe Smith, singles a&r director for WB.

Immediately prior to the kickoff of the sales meetings, Warners-Reprise appointed its 10th promotion man. The firm now boasts the largest full-time promotion corps of any comparable company.

The new staffer is John Rhys, working in the Detroit area out of Arc Distributing. Bruce Hinton's staff of 10 full-time promotion men handling Warner-Reprise product exclusively are Frank Falanga, Boston; Nat Lapatin, Baltimore-Washington; Ronnie Singer, Philadelphia; Bill Casady, Chicago; Mike Gratz, St. Louis; Len Salamone, Los Angeles; Walt Calloway, San Francisco; Norris Green, Houston-Dallas, and Marvane Dean, New York.

In certain other markets, promotion men partially paid by WB and a distributor handle the WB, Reprise and Loma subsidiary. The label also uses promotion staffs of distributors handling other labels besides the Burbank-based lines.

Sears, Roebuck Appeals Small Claims Ruling

• Continued from page 1

Angeles Times, in which Sears advertised the following mono LP's at \$1.99: "Whiskey A Go Go," Johnny Rivers; "Hello, Dolly," Louis Armstrong; "All Summer Long," Beach Boys; "Third Barbra Striesand Album"; "Something New," Beatles; "Today," New Christy Minstrels; "Rag Doll," 4 Seasons; "Rolling Stones"; "Glad All Over," Dave Clark Five, and "Everybody Loves Somebody," Dean Martin. Pitcher said he bought all the LP's at the \$1.99 mono price, which is the price he is contesting.

Witness Wayne Tappen, Capitol's Los Angeles distributor, testified that Capitol's price to Sears was \$2.02. Pitcher explained he filed the action in small claims court (\$200 maximum) because he felt he could get a quicker decision than by filing in Superior Court. His judgment was for \$173 plus \$3.70 court costs. No date has yet been set for the case in Superior Court but Pitcher is elated because: "We made our point when we were awarded the judgment."

Representing the chain at the hearing in October was the store's hardware merchandising manager. Pitcher indicated he would consult his attorney to see if he could raise the ante since the case had been moved to a higher court.

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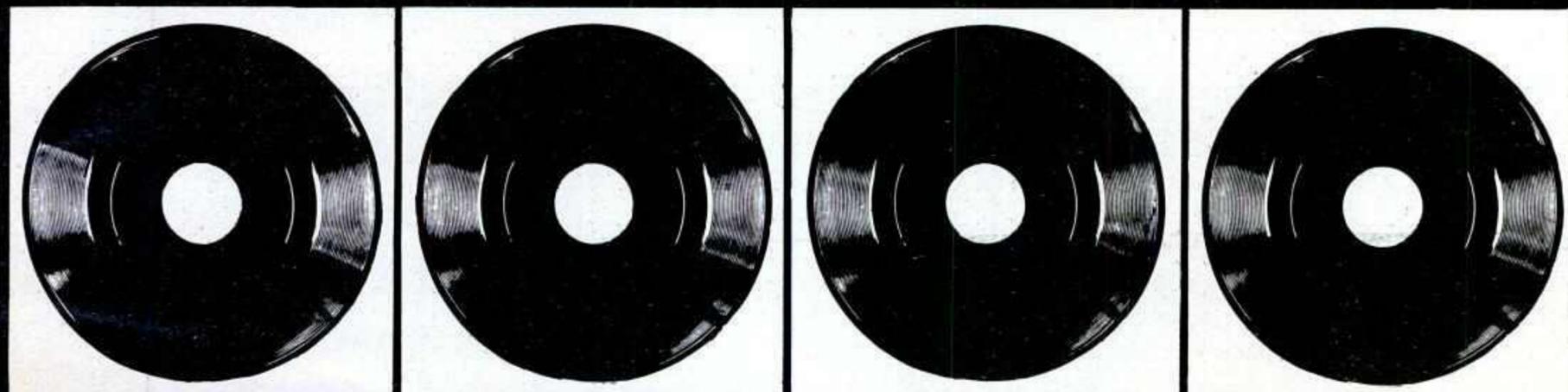
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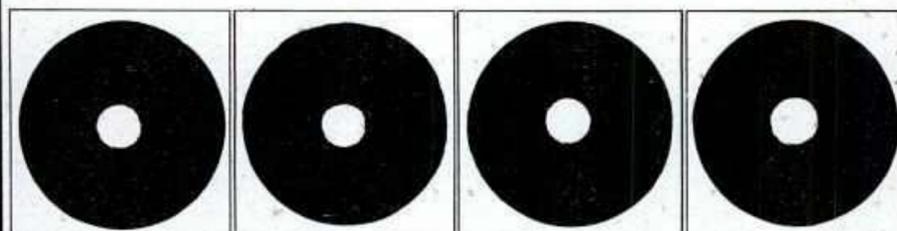
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S. R. Songfest Maker or Breaker?

• Continued from page 1

More young singers than ever will be heard at the festival because of the RCA withdrawal. These include such newcomers as Nicola di Bari, Gianni Mascolo, Don Miko, Giordano Colombo and Iva Zanicchi.

Two debut singers, competing as winners at Castrocara Terme, are Franco Tozzi and

Vittorio Inzaina. Among those who have composed their own entries are Fred Bongusto, Ricky Gianco, Bruno Lauzi, Pino Donaggio, Beppe Cardile and Peppino Gagliardi.

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

First part of final evening, featuring the Italian singers, will be seen throughout Western Europe, through Eurovision, but telecast of foreign guest vocalists will be heard only in Italy. Foreigners have a choice of singing in their own language or in Italian, but almost all will sing in Italian since the juries who do the voting usually do not understand foreign languages.

24 SAN REMO SONGS & SCHEDULED SINGERS

(In Alphabetical Order—Songs Will Be Drawn for Order of Performance)

Italian Title (Translation) Publisher	Lyricist-Composer	Italian Singer (Label)	Foreign Singer (Label) Country
Abbracciami Forte (Hold Me Tightly) Ricordi	Mogol Donida	Ornella Vanoni (Ricordi)	Udo Jurgens (Vogue) Austria
Amici Miei (My Friends) Supersonic-MM	Pallavicini Colonnello	Nicola Di Bri (Jolly)	Gene Pitney (Musicor) United States
Aspetta Domani (Wait for Tomorrow) Italcarsich-Southern	Fred Bongusto	Fred Bongusto (Ri-Fi)	Judy Rogers (Mercury) Great Britain
Cominciamo Ad Amarci (Let's Begin to Fall in Love) Leonardi	Pallavicini Mescoli	John Foster (Style)	Joe Damiano (Bluebell) United States
Devi Essere Tu (It Has to Be You) Caseroli-Leonardi	D'Acquisto Ricky Gianco	Ricky Gianco (Jaguar)	Jody Miller (Voce del Padrone) United States
Di Fronte All'Amore (Looking at Love) First Music-Ariston	Simoni Bindi	Gianni Mascolo (Ariston)	Vic Damone* (CGD) United States
E Poi Verra L'Autunno (And Then Comes Autumn) Alfiera	Amurri	Don Miko (Ariston)	Nana Mouskouri** (Philips) Greece
Ho Bisogno Di Vederti (I Must See You) Suvini-Zerboni-MM	Ramsete Ciampi	Gigliola Cinquetti (CGD)	Connie Francis (MGM) United States
Il Tuo Amore (Your Love) Ariston	Bruno Lauzi	Bruno Lauzi (CGD)	Dionne Warwick (Philips) United States
Invece No (However No) Cantico-Leonardi	Pallavicini Leoni	Betty Curtis (CGD)	Petula Clark (Cogue) France
Io Che Non Vivo Senza Te (I Am Not Alive Without You) Accordo	Pallavicini Donaggio	Pino Donaggio (Voce del Padrone)	Jody Miller (Capitol) United States
Io Non Volevo (I Didn't Want To) C. A. Rossi	Leva Reverberi	Giordano Colombo (Juke Box)	Hoagy Lands (MGM) United States
I Tuoi Anni Più Belli (Your Loveliest Years) Tiber-MM	Mogol-Gaspari Polito	Iva Zanicchi (Ri-Fi)	Gene Pitney (Musicor) United States
L'Amore E Partito (Love Is Gone) Durium	Beppe Cardile	Beppe Cardile (Durium)	Anita Harris (Decca) Great Britain
L'Amore Ha I Tuoi Occhi (Love Has Your Eye) Kramer	Pallavicini Kramer	Bruno Fillippini (MRC)	Yukari Ito (CGD) Japan
Le Colline Sono in Fiore (The Hills Are in Flower) Ricordi	Calibi Angiolini	Wilma Goich (Ricordi)	New Christy Minstrels (CBS) United States
Mia Cara (My Dear One) Star-Curci	Mogol Massara	Robertino (Carosello)	Daniel Gerard (Vogue) France
Non A Caso Il Destino Ci Ha Fatto Incontrare (We Didn't Meet By Chance) C. A. Rossi	Antartide C. A. Rossi	Franco Tozzi (Cetra)	Johnny Tillotson (MGM) United States
Prima O Poi (Sooner or Later) MAS	Amurri Ferrari	Remo Germani (Jolly)	Audrey (Ariston) France
Se Piangi, Se Ridi (If You Laugh, I You Cry) Ricordi	Mogol-Marchetti Satti	Bobby Solo (Ricordi)	New Christy Minstrels (CBS) United States
Si Vedra (You Will See) Adriatica-MM	Gentile Lentini	Vittorio Inzaina (CGD)	The Surfs (Festival) France
Ti Credo (I Believe You) Alfredo Rossi	Amendola Gagliardi	Peppino Gagliardi (Jolly)	Timi Yuro (Voce del Padrone) United States
Tu Che Ne Sai (You Who Know) Esedra	Amurri Pisano	Fabrizio Ferretti (Ri-Fi)	Dusty Springfield (Phonogram) Great Britain
Viene Con Noi (Come With Us) Bidari	Maresca Pagano	Milva (Cetra)	Bernd Spier (CBS) Germany

MM—Messaggerie Musicale
Where two publishers are named first is subsidiary of second.
*Dionne Warwick may substitute.
**Timi Yuro may substitute.

Court Fight Seen on Pirate Station Raid

THE HAGUE — A major court fight over the recent raid on a pirate TV station by Dutch police is in the offing.

The installation, Radio Noordzee, was built on stilts outside the three-mile limit. However, it was declared illegal by the Dutch government.

Government and religious groups, who control the five Dutch radio stations, regarded the operation of Radio Noordzee as an attack on their monopoly.

Radio Noordzee was said to belong to a group of Panamanians, but the Dutch prosecutor doesn't care who owns it as long as it does not operate.

It has since been reported that Radio Noordzee was taken over by a British company, High

Seas Television Ltd., whose legal advisors claim that under International law, the police had no right to seize the station, as the platform is outside Dutch territorial waters. A new Dutch law declares "equipment" (such as islands), fixed to the continental shelf assigned to Holland by International convention, to be under the sovereignty of the Netherlands. This is thought to be difficult to uphold in the International Court. Now that the Dutch government has stopped Radio Noordzee and can hold it up in court for months, it looks as though the official TV services will be carrying commercial broadcasts on its second channel.

(Continued on page 52)

WB-Reprise Overseas Push

• Continued from page 4

to garner the foreign product.

Based on the company's current hot period, the combine is a major source of revenue for foreign licensees, Smith explained. "We have some weight behind us," he said, "and we expect to be considered for domestic distribution of foreign material."

The a&r producer revealed 26-year-old Miss Clark will be in the U. S. for a few days this month and then would be pitched for major TV programs in February. Also arriving will be Tony Heath, the writer and producer of her hit single. A cover LP for the single will be released soon.

To counter the flow of European artists coming stateside, WB is sending the Everly Brothers to Europe in April to record and do promotional appearances. Smith also hopes to set tours for Connie Stevens, Dick and Deedee and Peter, Paul and Mary. Vic Damone will not be going to Europe as had been previously considered.

RCA Italiana, RAI in Joint Anti-Festival Effort

ROME—RCA Italiana and RAI-TV have joined forces to fight the San Remo Festival by sponsoring two presentations of the RCA songs intended for festival use. The songs will be presented on special TV shows.

The two dissidents are protesting the final selection method of the festival. RCA Italiana withdrew its entire entry slate.

Using an audience seated on every side of the nine top-selling singers, the program was recorded with the listeners voting on their favorite songs by holding up cards. Paul Anka, Dalida, Riccardo Del Turco, Nico Fidenco, Ennio Morricone, Gianni Morandi, Rita Pavone, Pierfilippi and Neil Sedaka par-

ticipated in the three-nation singing delegation. Anka, Sedaka, Fidenco, Morandi and Miss Pavone have all had No. 1 records during the past two years in Italy.

At least one of the two nights will be presented by RAI-TV prior to the actual San Remo event. However, the launching of these songs and their records will give RCA a head start in selling the records they had intended for the top Italian event, and it will also give RAI a chance to show that it is not opposed to presenting song events. RAI, in the past, has given considerable time to special RCA presentations in Taormina and Rome.

British Decca Widens Sights

By ANDRE DE VEKEY

LONDON — A widening of world representation, an important and adventurous classical program and a big push on the British LP market are part of British Decca's 1965 plans. Five additional territories have been added to the 27 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 long-term contracts.

Important projects in classical repertoire include the complete recording of "Gotterdammerung," with George Solti conducting the Vienna Philharmonic Orchestra and featuring Nilsson, Fischer-Dieskau, among others. This will take Decca a stage further in the "Ring" cycle, due for completion during 1965.

An hour's TV film of "Gotterdammerung" 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. Decca co-operated in the initiation of the film. Other classical recordings include the previously unrecorded works of Mozart, a 10-album set of the complete "Dances and Marches" as a follow-on to the five-album set of this composer's "Wind Music." This is a forerunner of works hitherto not captured on disk, and indicates the all-encompassing attitude of the company when it takes the trouble to search the golden treasury of music to satisfy the connoisseur collector as well as the pop fan. With unusual orchestral works and other unique recordings like the Churchill set, Decca is covering the entire field from pop to posterity.

A new departure 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 Records, who take 80 per cent of their popular catalog from British Decca and all their classical from Decca's European resources under the auspices of Maurice Rosengarten, will have strong material for the U. S. market during 1965. Decca's international popular label, London Globe, brought to the market in 1962,

is also due for some interesting new releases.

Attack on U. K. LP Market

The company which has at its head the doyen of the record industry, Sir Edward Lewis, is also planning an attack on the U. K. home market, particularly on LP's. Decca has been very successful with their Ace of Clubs label, launched in 1958 to counter the direct-to-public selling of the record clubs. Following this, came the Ace of Hearts series, with recordings of vintage American artists and evergreen material. These were all in mono, but it is understood that Decca may consider putting out stereo on these lower priced labels. Other plans in this field were not disclosed. All in all, the thinking is one of vigorous attack on the LP market in the U. K., not yet fully exploited by any means. "Price is certainly not the be-all and end-all," says Decca. "We look and work for a steady market, especially in the middle price range of LP's, where there is a big potential still," says the company.

Decca's promotion department is in full swing, having already pulled out all the stops on the Churchill set, sales of which now approach the 5,000 mark, reports the company's sales chief. One London store alone sold 200 sets at Christ-

(Continued on page 52)

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 importers and dealers in records, gramophones, radio and TV sets.

There is today an increasing interest among the people here in music, generally, and records in particular. They scan local publications for news of the latest in pops in Britain, Europe, Japan, Hong Kong and Australia. News about new pop stars and beat groups are avidly read and discussed, and dealers are besieged with inquiries about the earliest date such records are available locally.

Apart from the newspapers, local radio stations — Radio Singapore and Rediffusion — play the latest tunes, supplied by local importers who rush advance sample records to the disk jockeys, who, in turn, play these on the air. And if the teen-agers like the tunes, inquiries flow in thick and fast to local record dealers and even the importers.

Television Singapore's "Pop Inn Jury" has also helped to stimulate interest in the latest in pops and though the verdicts of the jury are often controversial, the program has helped to focus attention on the growing interest in pops. By the way, "Pop Inn Jury" is run on the same lines as the "Juke Box Jury" in Britain.

Radio request programs also reflect the tastes of local teen-agers and both radio stations are devoting more time to pops,

since they find it difficult to add more request programs to their daily schedules. However, most dealers base their programs on listeners' choice.

Confidence in the record business having a good year in 1965 is best expressed by S. P. Sim, a veteran of over 20 years in the business, who is the managing director of Cosdel Singapore, Ltd., an affiliate of Cosdel (Japan) Ltd., which has branches in Manila, Hong Kong and offices in main cities in Britain, Europe and America.

Sim Sees Peak Year

Sim said: "Insofar as Cosdel Singapore is concerned, I feel that as sole importers of some top American labels such as Tamla-Motown, Gordy, Vee Jay, Dot, Hamilton, Josie, ABC-Paramount, Electra and Roulette that 1965 is going to be a better year with bigger sales than 1964. There has been a growing interest in new American records and artists and though Cosdel Singapore has been in operation only about five months, our sales in that period have been excellent. I am confident that the sales of records in Singapore will rise with the growing interest of teen-agers and Mums and Dads in the high quality of records on American labels. Singapore is today the second biggest market in sales of records in the Far East, being second only to Japan. I feel that it's only a matter of time before Singapore becomes the biggest importers and buyers of records in the Far East. Each year, over the past 23 years, the sales figures have steadily mounted. In the past three or four years, the sales have risen even much faster and higher. There is a big and growing

market in Singapore for records — both pops and standards.

"From my own personal observation and survey, I find that youngsters 10 to 18 — will even forego their lunch or cut down their cinema visits to save the money to buy a 'hit tune' or the latest in pops if they like it."

Also confident that 1965 will be a good year for disk business is J. C. G. Ramsey, head of the record department of Borneo Company Ltd., local agents for EMI labels such as HMV, Columbia, Capitol, Parlophone, MGM, Pathe and Angel. He says: "The British beat boom in 1964, which swept America, too, also caught on in Singapore in 1964. The Beatles' phenomenal sales on both sides of the Atlantic spilled over into Singapore and Malaysia. There is a growing demand for their records here. The beat boom is on and will go on into 1965.

Importers and dealers here are also annoyed by 'pirates' in the disk business. Despite agitation by all concerned, the local government has not seen fit to tighten up local legislation which is inadequate to curb the 'pirates.'

Mrs. Daisy Devan, head of HMV Recording Studios in Singapore, said: "The year 1964 turned out better than we expected, largely due to the beat boom and the arrangements made to press hit tunes from Britain and America at EMI's factory in Dum Dum, Calcutta, for delivery to the Malaysian market. The outlook for disk business in Singapore and Malaysia for 1965 will be as good if not better than 1964, because of the growing interest among teen-agers for pops."



J. M. BURNETT, chairman and managing director of EMI (Australia), presents Aussie c&w singer Slim Dusty with his third Gold Record for the sale of his album, "Aussie Sing Song." Looking on is Slim's wife Joy, also an EMI artist.

News From the MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Artone has acquired local distribution of the Command line. Artone also reports strong sales action on one of the company's first Benelux releases from the U. A. catalog, "Come a Little Bit Closer," by Jay and the Americans. . . . Thanks to the successful TV serial "Bonanza," Lorne Green with his RCA record "Ringo" b-w "Bonanza" is getting a lot of attention. . . . Early next year, these CBS artists will appear on Dutch TV screens, German Singer Bernd Spier will sing in a big show which also features the New Christy Minstrels. The Four "Geschwister Jacob," who made a performance at the Dutch Grand Gala Du Disque, will again appear on Dutch NCRV TV, in the "Bueno de Mesquita Show." . . . Malando, Dutch orchestra leader and composer of world-famous tangos, returned to his native country from a tour through Japan. Because Malando arrived very early in the morning, Phonogram's Rolf ten Kate organized a press breakfast. . . . As published, Dutch Anneke Gronloh and the Blue Diamonds left for Indonesia. When Anneke and the duo arrived at Djakarta Airport, thousands of fans cheered. Tickets for appearances were sold out. . . . The Detroit Sound was the subject of a recent local telecast presenting the Supremes, flown over for the occasion. . . . Dutch Johnny Kendall and the Heralds scored a strike with their single, "The Hoochie Coochieman-

Jezebel." . . . Also a good seller is the late Sam Cooke's "A Cousin of Mine." . . . Dureco released the new Tonia Record, "O.K.-O.K." . . . A Dutch impresario tried to sign Lucille Starr and Roy Orbison for appearances in Holland. . . . Recently Dutch VPRO TV showed Laguna's "Latin American Show" featuring Julio B. Euson. . . . New Dutch Motow releases: "Needle in a Haystack" (the Velvettes), "Too Many Fish in the Sea" (the Velvettes), "Baby Don't You Do It" (Marvin Gaye) and the "Where Did Our Love Go" LP by the Supremes. . . . Hans I. Kellerman reports very good sales on the Delta singles, "Si J'etais Un Fils Du Roi," by Marc Aryan and "Tribute to Jim Reeves," by Larry Cunningham and the Mighty Avons. . . . A fourth Chuck Berry Chess Int'l LP has been issued in Benelux. . . . Results of record sales indicate that inviting prominent artists from abroad for local radio and TV appearances pays off very well. . . . The good reviews which Los Indios Tabajaras received after their performance at "The Grand Gala" is reflected in the sales of their single, "Martha" b-w "St. Louis Blues." . . . Producer Jean Kluger and Belgian CBS sales manager Pascal Robieffroid visited the CBS Benelux office to discuss the expansion of the local CBS production and promotion. . . . Dr. Boy Edgar, leader of the famous "Boy's Big Band," is winner of this year's jazz award and a subsidy presented by the Prince Bernhard Fund. RAYMOND DOBBE

Norway Posts Record Sales

By ESPEN ERIKSON

OSLO — The past year was the best in Norway's record industry. It is estimated that sales have soared 16 per cent. Singles show an increase of 13 per cent, EP's have remained status quo, and LP sales have zoomed to about 33 per cent. More than 200,000 LP's have been sold in Norway during 1964.

There are three reasons for this: (1) Norway has experienced its first years of TV; the public has become used to it and is beginning to turn their money on other things again. (2) The Beatles, who won high sales of their own records, also stimulated sales of other records. (3) The late Jim Reeves, highly popular in Norway, still outsells all other artists, including the Beatles.

When these three phenomena eventually fade away, the recording industry here does not anticipate another 16 per cent increase in sales during 1965. According to Haakon Tveten of Norsk Phonogram, record sales here will go up about 2 to 3 per cent as compared to 1964.

Paralleling the record sales increase, the sales of record players here also increased. During the years 1960-1963 the total sales of players has been about 40,000 a year in Norway. In 1964, sales increased to 45,000, resulting in a 12 per cent increase. The phonograph industry anticipates a further increase during 1965.

The most remarkable thing

that happened in Norway during 1964 is the increase in the number of pop singers. This country, which only a few years ago had about 50 recording artists in the pop field, today has more than a hundred. According to all indications, the number of artists will continue to grow.

Among the newcomers who stand a good chance to survive include Kirsti Sparbo, Bente Lind, the Dizzie Tunes, vocal

SONGWRITERS JOHN AND PAUL EARNED \$4 MIL.

LONDON — From songwriting alone, Beatles John Lennon and Paul McCartney earned around \$4,000,000 last year, their publisher Dick James has confirmed. Thirty of their compositions were published in 1964, of which they recorded 22 themselves.

James has added to his fast-growing organization the talents of Dennis Berger who quit his job as assistant to Philips recording manager Johnny Franz at the end of 1964.

According to James, Berger will be seeking out songwriters and artists for the company's small roster, but it is generally expected that he will handle independent production of records for the publisher.

group, Toril Stoa and Brio Band.

What makes this extraordinary, is that all this happened during a year that a musicians' strike had handicapped the record industry.

Norwegian musicians won't record until higher rates are granted. The record industry claims it is impossible to pay musicians more. Newcomers have become accustomed to accompanying themselves, or in some cases, music tracks are bought abroad.

Neither record clubs nor the use of tape recorders has affected the sales of records in Norway. The sales of records through the clubs has not increased in ratio to retail sales. Most labels here concentrate their efforts on retailers.

In Norway most diskeries also do their own distributing. There is a growing trend for the larger record shops to become bigger and — it must be added — better. Some of the shops do their own importing. Any new methods of marketing records — such as rack jobbing or discount stores — are not expected to arrive in 1965.

Radio and TV promotion in its progressive, active, form does not exist in Norway, because broadcasting here is government controlled. Each station has only one program. On the other hand, radio-TV needs the industry and vice versa.

Radio and TV still are the best promotional media here.

(Continued on page 52)



AT PYE RECORDS party held at the Lotus House, London, are, left to right: Tony Jackson, Julie Grant and Pye Managing Director Louis Benjamin.

AUCKLAND, N. Z.

Record manufacturers are feeling the pinch of import controls. Import licenses have been reduced by a further 10 per cent this year and because many items do not warrant local pressing involvements because of the small national population, product will be missing from retailer's shelves. Jazz and classical items, in particular, are affected. . . . A national tour by Louis Armstrong and Trini Lopez was successful. It was the second trip here for Armstrong, the first for Lopez.

Peak Records, independent jazz label, has been getting favorable reaction with releases culled from the Prestige catalog from the U. S. and released for the holidays. . . . Local artists are finding increasing favor in personal appearances and records here as they are in Australia. Christchurch singer Dinah Lee seems headed for bigger popularity after her recent success (Continued on page 16)



AMERICA'S MOST
TALKED ABOUT
VOCAL GROUP...

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NOW NOT QUITE
#6 IN SALES

News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 14

with her Bluebeat single. Max Merritt and the Meteors is another Christchurch group that has come to Auckland and moved into the big time. Locally produced TV shows like Auckland's "In the Groove" 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 who has 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 24, including vocalists, groups. Entrants are asked to send to the West Berlin newspaper Nacht-Depeche (Telegraf), on tape or wax, two pop hits or lieder sung or played by the contestant, 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 Jans-Juergen Klich, editor of Nacht-Depeche; Hans Carste, Radio Rias, Berlin; Helmut Wahl, music editor of the illustrated magazine, Quick; Paul Kuhn, TV and disk recording star; Arno Flor, disk arranger; Carl U. Blecher, lyricist; Guenter Toppel, composer; and the Berlin distribution chiefs for Telefunken, Polydor, Ariola, Deutsche Vogue and Metronome. Siegel will produce a recording in Berlin with the winner, with release by 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 have been released in the U. S. on Dot, London, ABC-Paramount, Laurie and Kapp, and in West Germany on Teldec, Ariola and Metronome.

Kurt Edelhagen will make a tour of Communist East Germany next March with his orchestra, another step 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 28 German evergreens released by Hoer-Zu-Electrola on a new LP, "Tanz mit Catrin," with Caterina Valente... 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 Meisel's Monopol label has produced two juke box hits—"I Gehe Ohne..." with Susi Doree, and "Lustiges Wien." The Meisel label also has a big German juke box market for these seven current favorites: "Will Meisel zum Tanz," "Evergreen Parade," "Stimmung im Dixieland," "Tango Noturno," "Annette," "Rummelplatz," "Sloppin' Time"... Philips threw one of the biggest bashes of the season recently at Berlin's Kempinsky Hotel to celebrate the fantastic success of its "Fair Lady" LP, which has sold 500,000 copies in three years with virtually no promotion. A "My Fair Lady" cocktail was concocted for the occasion. Philips' success with "MFL" is all the more spectacular in view of the fact that no fewer than 237 different "My Fair Lady" disks have been cut in Germany featuring almost every well-known vocalist and musical organization, including Willy Millowitsch, Bruce Low, Caterina Valente, Helmut Zacharias, Klaus

Wunderlich and the orchestras of Hazy Osterwald, Werner Mueller, Kurt Edelhagen, and Horst Janowsky... Writing a love poem to his wife for each wedding anniversary may lead Sgt. Jerry M. Crampton, of the 168th Medical Detachment, Berlin, down international 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 put in German by Klaus Neumann, composer of the million-seller hit, "Wonderland by Night." The new song is to be published in Berlin, featured on West German TV English by A-Rex Music Publishers Company, in New York. Siegel's Paul Siegel Musikverlag of Berlin will publish and distribute the song throughout Europe.

OMER ANDERSON

COLOGNE

Deutsche Vogue's "Suzie" is climbing on the best seller lists. It has sold 125,000 copies, 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 Vogue has just issued the German version of Ray Charles' "Unchain My Heart"—"Baby, Shake mit Mir"—with the Modern Sounds... The diskery, which has a policy of promoting talent overlooked by other German diskeries, is introducing its newest singing star, Regine, on a series of radio programs... Jimmy Makulis' latest record, "Mit Jedem Tag, da Liebe Ich Dich Mehr," has just been issued by Deutsche Vogue... Gerig Musikverlage has a new dance from Finland—"Letakis," by Jenka, 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—singing—with the Skandias, "Schoen, Schoen." Gerig also has a new tune sung by Ralf Bendix headed for the best seller list, "Unser Papa Hat Kein Geld," which Bendix has recorded for Columbia. And Gerig's Western, "Viel Gold and Keine Freunde" (A Lot of Money But No Friends) is featured in the German film (Constantin) "Die Goldsucher von Arkansas." The song is sung by Ralf Paulsen, and has been released by Electrola... Electrola is distributing on the German market five Capitol releases with Tennessee Ernie Ford. Electrola has stirred a sensation on the German market with its classic release of Wolfgang Amadeus Mozart'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 diskeries 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 "Es Braust Ein Ruf Wie Bonner Hall," an unroarious parody on the Bonn political scene. Electrola also has released "Die Mordsplatte," a collection of spine-chilling murder mysteries.

OMER ANDERSON

WEST GERMANY

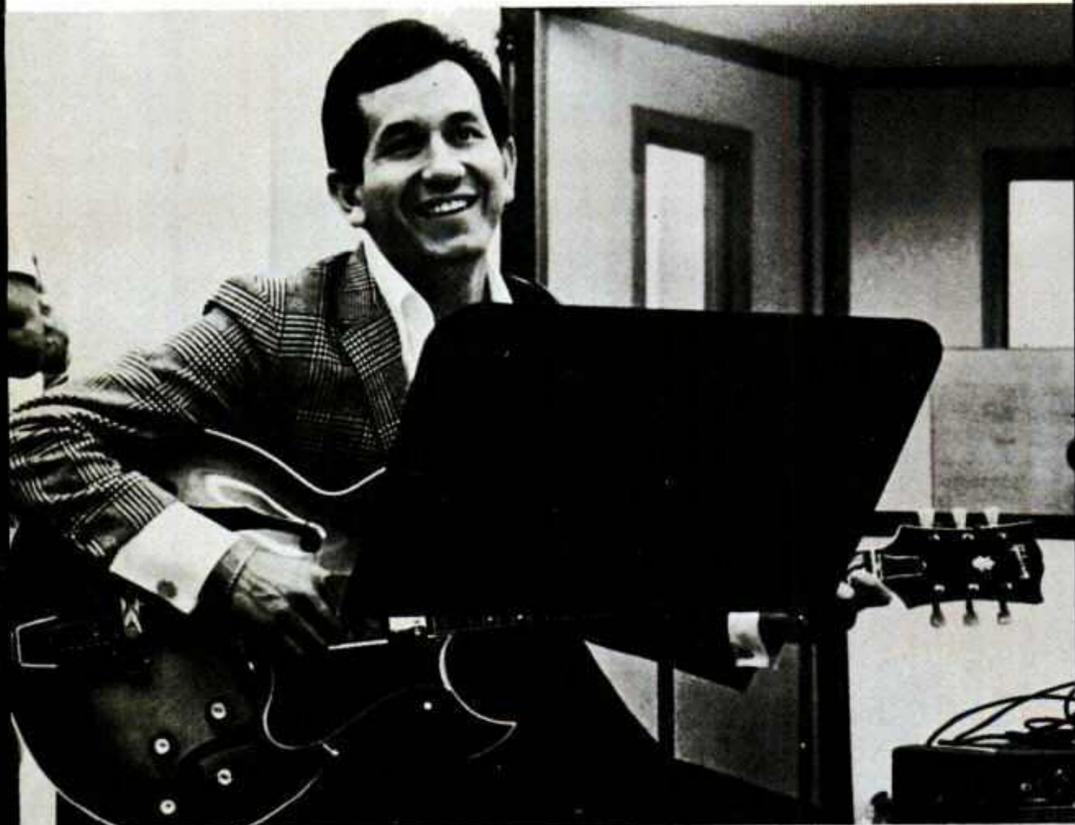
Philips boss Hans Schrade made gold records with a diamond on them to celebrate 500,000 sold LP albums of the original Berlin cast

(Continued on page 18)

Trini

"LEMON TREE"

THE INCOMPARABLE
TRINI LOPEZ
REINVIGORATES THE MOST
ENDURING FOLK SONG
OF OUR TIME



"LEMON TREE"

0336

PRODUCED BY DON COSTA

ANOTHER SIGNIFICANT SINGLE FROM



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 Carolines 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

already in New York—the Nashville Teens, the Zombies and the Hullabaloo—as well as threatening return tours by even the Beatles and the Rolling Stones, for although they already hold H-1 visas, these could be cancelled under the new policy.

It has also meant a breakdown of plans for American groups and bands set to come here since the Musicians Union insists on an exchange deal in every case. Don Arden has already had to cancel plans for Fats Domino to tour in March since the Nashville Teens' tour had been arranged as the exchange for Domino's musicians.

The British agents are now awaiting the outcome of a meeting of the U. S. promoters at which ways of getting around the new ruling were being discussed. But they have already been told that separate applications to local authorities for permission for each concert—as allowed by H-2 visas—would be tremendously time-consuming and make most tours impractical.

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.

Philips 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 Philips 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 (22) for TV and radio appearances and a concert with Nina and Frederik.



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

PETER, PAUL & MARY

"FOR LOVIN' ME"

THE PERENNIAL CHART CHAMPS UNLIMBER THE FIRST SURE-SHOT SINGLE OF 1965



"FOR LOVIN' ME"

5496

ANOTHER SINGLES WINNER FROM



WARNER BROS. RECORDS

Winners of Awards in Spain

By RAUL MATAS

MADRID—For the sixth consecutive year Discomania has given gold records to the top voted talent. The Beatles, French star Silvie Vartan and

Argentinian chansonnier Luis Aguile were winners in the international field. Gelu, Jose Guardiola and the Duo Dinamico were the local champions. "Be My Baby," recorded by the Surfs, won as "Best Record of the Year."

Government-owned and-operated Radio Nacional has been giving away gold records since 1962 through "Hit Parade." And the winners among Spanish talent were Salome, Luis Gardey and Pekenikes, and the Beatles, Mina and Luis Aguile, among foreigners. The "National Hit Parade" also awarded "Gracias" as the top Spanish song of the year (Guijarro and Alguero

wrote it), and "La Mamma" (by Gall and Charles Aznavour) was awarded best foreign tune of 1964.

First smash hit of the new year is 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. Also a song specially written for the boys, "Vamos a la Cama," has been a tremendous hit. The writers, Maxi Baratas and Tonio Areta, claim that it never happened before in the record industry in Spain.



ADAMO, left, Belgian artist who returned from an engagement in Lebanon, is greeted by Charles Aznavour in Paris. Adamo appears this week in the Olympia Music Hall.

Cap. of Canada Widens Catalog

TORONTO — Taking a second step in the move to widen its general catalog, Capitol Records of Canada has announced its appointment, effective Jan. 1, as exclusive Canadian distributors of the World-Pacific and Pacific Jazz labels, carrying 50 of their albums initially.

Last month Capitol announced its first step into the distribution of outside labels with an agreement to distribute the product of Hawk Records, the Canadian label formed by artist Rompin' Ronnie Hawkins, who is under contract to Roulette in the U. S. Latest release on Hawk is "Bluebirds Over the Mountain" and "Diddley Diddley Daddy," by Hawkins.

Jeff Kruger in U. S.; to Talk With UA

NEW YORK—Jeff Kruger, Ember Records' president, arrived here this week for a three-week trip of the United States. The British executive is resuming a tour interrupted Dec. 11 by the death of his father, Sam Kruger, senior director of Kruger Enterprises, in Toronto.

Kruger will meet with United Artists' executives here to discuss promotion and publicity on his new artists—Ray Singer, Marcus Tro and Sheila and Jenny. Kruger owns the world rights to these artists.

He will also attempt to sell the U. S. rights to John Barry to a record company. Kruger will meet with World Artist Record executives to discuss the future of Chad and Jeremy.

Also on the itinerary are visits to Memphis, 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 record company.

In his last visit to the U. S., Kruger concluded a deal with UA for that label to distribute Ember Records here.

LEBANON ADDS 28 TO THEIR BLACKLIST

BEIRUT — Harry Belafonte, Dinah Shore, Frank Sinatra and Juliette Greco are among the 28 on the latest blacklist issued by the Lebanese cabinet of artists who have figured in pro-Israel activities. The decree specifically prohibits the entry, distribution or the playing of records or films in which the artists participate in any form and also lists a number of films which may not be projected.

INTERNATIONAL NEWS REPORTS

News From the

MUSIC CAPITALS OF THE WORLD

• Continued from page 16

recording of "My Fair Lady." The diamond records were given to Karin Huebner Paul Hubschmid, Friedrich Schoenfelder, Alfred Schieske, Franz Allers, Hans Woelffer, Gustav Wally, Theo Knobel, Lars Schmidt and Harry Bielefeldt. . . . One of the biggest German music publishing groups has been formed in Munich by Rudolf Foerster. The group incorporates Wiener Boheme Verlag, Ufa Ton Verlag, Bavaria Ton Verlag, Dreiklang, Drei Masken, Alberti and Alrobi. The group's activities cover hit tunes, standard numbers, operetta and variety music. Michael Oehring handles serious music of this group. Their first LP album, "Chansons and Songs of Yesterday," sold 10,000 records. The album features Violetta Ferrari, Edith Hanke, Helen Vita, Fred Bertelmann, Heinz Maria Lins, Peter Igelhoff, Albert Pasch and Fred Weyrich.

U. S. composer George Klepa arrived in Munich to meet music publishers and radio producers. . . . Telefunken singer Ronny got a "Gold Colt" in Munich for 1 million records sold. . . . The Bavarian Radio Network broadcast two one-hour shows featuring U. S. music, one for the 70th birthday of Arthur Fiedler, the other for the memory of Glenn Miller. This show was produced by deejay Werner Goetze. . . . Radio Luxembourg resumed the weekly Hit Parade after one year. . . . Mondial is the new German label produced by the Rhenus firm featuring singer-comedian Jupp Schmitz. . . . Polydor reps Helmut Haertel and Johannes E. F. Ellrich returned from a visit to Latin America where they met reps of Polydor Overseas. . . . The Big City Blues package toured Poland and East Germany. They guest-starred at the jazz jamboree in Warsaw, and at jazz nights in East Berlin, Potsdam and Dresden. JIMMY JUNGERMANN

HAMBURG

Philips has brought out Star-Club Records, a new label exclusively devoted to recordings by artists appearing at the Star Club in Hamburg. The label's initial production program envisages eight singles and six LP's. Hamburg's Star Club stakes the claim to booking more top U. S. and British recording artists than any other Continental night club. It was there that the Beatles played their first engagement in Germany when they were still an unknown quartet. . . . Polydor picks as its 10 top singles of 1964: "Gib mir dein Wort" (Freddy), "Vergangen, vergessen, vorueber" (Freddy), "Sein bestes Pferd" (Martin Lauer), "Seide und Aamt" (Peter

Alexander), "Der Platz neben mir" (Sacha Distel), "Skinny Minny" (Tony Sheridan), "Was Frauen Traeumen" (Peter Alexander), "Napoli" (Connie Francis), "Mama" (Margot Eskens), "Das Maedchen mit dem Traurigen Blick" (Mal Sondock). Polydor's 10 top LP's were: "Spirzenreiter '64," "Freddy und das Land der Praerie," "Schlagerrennen '64," "Spaziergang durch das Land der Operette" (Peter Alexander), "Spitzenreiter '63 and "Winer Spaziergaenge" (Peter Alexander), "Als Oma noch Kniefrei ging" (Friedel Hensch), "In der Bar um Mitternacht" (Fritz Schulz-Reichel), and "Kosakenlieder" (Serge Jaroff's Don Cossack Choir).

OMER ANDERSON

LONDON

Brian Epstein has formed a new film company with Bud Ornstein, who recently quit his job as British production head of United Artists. The new company will be closely allied to Epstein's present production firm—Subafilms, and it is almost certain that the Beatles will make their fourth film for it. Their contract with United Artists calls for them to make two more. . . . The Bachelors and their agent, Phil Solomon, are negotiating to buy the pirate station Radio Invicta, whose seaman founder was drowned just before Christmas while taking out supplies. . . . Cilla Black has covered the Righteous Brothers' U. S. hit, "You've Lost That Lovin' Feelin'." Both versions are issued this week—Cilla's on Parlophone by EMI, the Righteous Brothers' on London by Decca, a third by new Pye artist Barbar Ann. . . . Under Johnny Franz's direction, Dusty Springfield has recorded a new album for trans-Atlantic re-



INTERNATIONAL SINGING STAR—Elke Sommer will guest star at the San Remo Song Festival this month. In Munich, Elke is shown in rehearsal for the San Remo songfest.

lease in February. Following Dusty's deportation from South Africa because she refused to sign a statement that she would no longer continue to sing to multi-racial audiences, Adamo was refused a visa to work in that country because he refused to sign a similar document. . . . Manfred Mann's manager Kenneth Pitt and agent Vic Lewis are planning a U. S. return for the group in April.

The BBC and most ITV companies have banned plays of the Shangri-Las' latest Red Bird release "Leader of the Pack." . . . To promote their next American release, "I Believe," Freddie and the Dreamers fly to California on Feb. 11 to tape a spot in Dick Clark's TV spectacular and possibly appear in Jack Good's "Shindig." . . . A "Dial-A-Disk" service launched by Hull record dealer Sidney Scarborough has met with such enormous response that lines in the city have been jammed. Hull has the only private telephone exchange in Britain and Scarborough hit on the idea of buying time to plug records on a continuous tape. . . . Graham Pauncefort has quit his job as British sales manager of Deutsche Grammophon. A replacement has yet to be appointed. . . . Decca has issued an English-language version of Marlene Dietrich's "Where Have All the Flowers Gone" coupled with "Blowin' in the Wind." . . . The Righteous Brothers are due in this week to promote their Decca single "You've Lost That Lovin' Feeling" which has been covered here for EMI by Cilla Black; also due in this week is Del Shannon for TV and radio dates. Yet another arrival is Gene Pitney's recording manager Jimmy Radcliffe, who is in for major promotion on his own single "Long After Tonight Is All Over." . . . Vogue's Anita Harris will join Philips' Dusty Springfield at Italy's San Remo Song Festival later this month. . . . Lynn Music is enjoying world-wide success with "Come to Me" which Julie Grant has recorded here, Richard Anthony in France and other artists in Holland and Spain. Manager Dick Heeny is now negotiating American records on the song. . . . New release from Cliff Bennett and the Rebel Rousers features Drifters' U. S. hit "I'll Take You Home." CHRIS HUTCHINS

MANILA

Derrick Coupland, Far East supervisor of British Decca and managing director of their subsidiary Decca Records Orient, Ltd., here for discussions with his local licensee—Super Records' president and general manager, Sian Yok Cheng, with a view to expanding the label's already hard impact on the local market. The latter is inaugurating his Associated Banking Corporation—with the Bank of America, Chase & Manhattan banks, etc., as affiliates — this month.

In Tokyo, Coupland reports, he has signed up King Record Company to press and issue Argo records for the Decca group. He has also touched Seoul and Hong Kong where he observed the latest record market trends.

Ren da Silva, of Diamond Music (Hong Kong) here to help launch the Fabulous Echoes' first

single on Liberty label through Dyna Products, Inc. The vocal group from Hong Kong is composed of four Filipinos, a Ceylonese and a French-Scotsman. In America with them are Frances Kirk, Da Silva's daughter, who wrote the lyrics for the vocal group's initial Liberty release; and Tony Carpio, musical director of Diamond Records, who arranges and handles their recordings.

The next Decca artist to be visiting Japan and Hong Kong, and probably the Philippines, is Stanley Black and His Latin Rhythm next April. . . . Pat Boone and Jack Krutzen will visit Manila, Japan and Hong Kong sometime this year. . . . Ronnie Villar and the Fire-dons left for Okinawa on their initial Oriental personal engagement. Vocalist Tessa Apolinario was unable to join the teenage-age combo when she got married. . . . Foreign singing talents here recently were Ray Vasquez, of Las Vegas (the Pilita Corrales TV show); Californian Ursula Parker (who terminated her 10-day singing engagement at Alba Supper Club (the Dinna Show), and Hong Kongite Elizabeth Wong (the Buhay Artista TV show).

LUIS MA. TRINIDAD

ROME

RCA is beginning to give emphasis to film theme songs, which up to now have been an almost exclusive preserve of another Rome label, CAM. Currently on the lists are three RCA film disks by Ennio Morricone, Sergio Endrigo and Jimmy Fontana. Very few songs get more than one recording in Italy, but "Do Wah Diddy Diddy," already released in its "Billboard Award" version of Manfred Mann by Voce del Padrone has now been recorded by Armando Savini, 18-year-old debut singer, for Polydor. . . . Decca and Francis Day Musical Editions are pushing Lalla Castellano, 16, whose second disk contains numbers which made the finals in festivals in Rome and Basle, Switzerland. . . . CAM has issued its first LP of a TV series, "The Gift of the Nile," shot in English by an Italian director. Program will be shown both in U. S. and Great Britain. Music is by Piero Umiliani. . . . Giuseppe Giannini, director of CGD International, is back from a series of meetings in New York, Hollywood, Las Vegas and Mexico City, with representatives of companies he represents in Italy. . . . Gigliola Cinquetti, Cinderella girl of 1964 in Italian recording history, outgained all other vocalists in "Naples Against Everyone" TV song competition to place two songs in the final six, "Anema E Core" on the Naples side and "I'm Not Old Enough to Love You," on the opposition side. After the program she begins a world tour which will follow three weeks at the Paris Olympia and will include South Africa, Japan and Mexico.

RCA is readying an album of the songs Rita Pavone sings in her current eight-part TV series, "Gian Burrasca." . . . Tony Renis, having completed his military service, will probably debut with a new label. . . . Film based on Gianni Morandi's hit song, "On My Knees Before You," premiered simultaneously in 60 Italian cities.

SAM'L STEINMAN
(Continued on page 26)

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)—Leeds
2	2	THE WEDDING	Julie Rodgers (Philips)—Boosey & Hawkes
3	—	OVER THE RAINBOW	*Billy Thorpe & the Aztecs (Parlophone)—Alberts
4	3	PEOPLE	Barbra Streisand (CBS)—Chappell
5	—	ON THE BEACH	Cliff Richard (Columbia)—Allans
6	—	REMINISCING	*Jay Justin (HMV)—Castle
7	12	I'M GONNA BE STRONG	Gene Pitney (CBS)—Allans
8	5	SOMEPLACE GREEN	Jimmie Rodgers (Festival)—Alberts
9	—	ENDLESS SUMMER	Sandelles (Philips)
10	—	I GO TO PIECES	Peter & Gordon (Columbia)—Belinda
11	9	THEME FOR YOUNG LOVERS	Shadows (Columbia)—Allans
12	10	ASK ME	Elvis Presley (RCA)—Belinda
13	4	SHE'S NOT THERE	Zombies (Decca)—Essex
14	6	LEADER OF THE PACK	Shangri-Las (Red Bird)
15	7	TWELFTH OF NEVER	Shadows (Columbia)—Allans

BAVARIA

This Week	Last Week	Title	Artist
1	4	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
2	1	I SHOULD HAVE KNOWN BETTER	The Beatles (Odeon)—Budde
3	2	DA WAH DIDDY DIDDY	Manfred Mann (Electrola)
4	3	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose-Siegel
5	7	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
6	9	AUF DER HUETTEN	Vico Torriani (Decca)—Melodie der Welt
7	11	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
8	12	KENN EIN LAND	Ronny (Telefunken)—Marbot
9	8	MEMPHIS TENNESSEE	Bernd Spier (CBS)—Gerig
10	6	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baessler (CBS)—Melodie der Welt
11	5	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
12	10	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig

BRITAIN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	*Beatles (Parlophone)—Northern Songs, Ltd.
2	2	DOWNTOWN	*Petula Clark (Pye)—Welbeck Music
3	4	WALK TALL	*Val Doonican (Decca)—Shapiro-Bernstein
4	5	SOMEWHERE	P. J. Proby (Liberty)—Chappell
5	10	I COULD EASILY FALL	*Cliff Richard (Columbia)—Shadows-Belinda
6	3	I'M GONNA BE STRONG	Gene Pitney (Stateside)—Screen Gems-Columbia Music
7	6	YEH, YEH	*Georgie Fame (Columbia)—Roar Music
8	7	NO ARMS CAN EVER HOLD YOU	*Bachelors (Decca)—Burlington Music
9	8	I UNDERSTAND	*Freddie and Dreamers (Columbia)—Maddox Music
10	11	TERRY	*Twinkle (Decca)—Favourite Music
11	12	GIRL DON'T COME	*Sandie Shaw (Pye)—Glissando Music
12	9	LITTLE RED ROOSTER	*Rolling Stones (Decca)—Jewel Music
13	14	BLUE CHRISTMAS	Elvis Presley (RCA)—Pic Music
14	13	PRETTY PAPER	Roy Orbison (London)—Acuff-Rose
15	20	GENIE WITH THE LIGHT BROWN LAMP	*Shadows (Columbia)—Shadows-Belinda
16	18	WHAT HAVE THEY DONE TO THE RAIN	*Searchers (Pye)—Essex Music

17	15	MESSAGE TO MARTHA	*Adam Faith (Parlophone)—Sea Lark Music
18	16	GO NOW	*Moody Blues (Decca)—Starta Music
19	17	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA)—Burlington Music
20	26	CHRISTMAS WILL BE JUST ANOTHER LONELY DAY	Brenda Lee (Brunswick)—Ahab Music
21	28	LIKE A CHILD	*Julie Rogers (Mercury)—Shapiro-Bernstein
22	21	FERRY ACROSS THE MERSEY	*Gerry and the Pacemakers (Columbia)—Pacermusic
23	25	CAST YOUR FATE TO THE WIND	*Sounds Orchestral (Piccadilly)—Mellin
24	24	WALK AWAY	*Matt Monro (Parlophone)—Ardmore & Beechwood
25	18	BABY LOVE	Supremes (Stateside)—Belinda Music
25	22	BEATLES FOR SALE (LP)	*Beatles (Parlophone)—Northern Songs/Jewel/Chappell/Macmelodies/Southern/Aberbach/Knox
27	23	ALL DAY AND ALL OF THE NIGHT	*Kinks (Pye)—Kassner Music
28	30	LOSING YOU	*Dusty Springfield (Philips)—Springfield Music
29	29	MRS. MILLS PARTY MEDLEY	Mrs. Mills (HMV)—Chappell
30	—	ET MEME	Francoise Hardy (Pye)

CHILE

This Week	Last Week	Title	Artist
1	9	YOU CAN'T BUY ME LOVE	Beatles (Odeon)
2	4	A TU RECUERDO	Red Juniors (Polydor)
3	—	ADIOS SANTIAGO QUERIDO	Cuatro Cuartos (Demon)
4	—	ALELUYA	Cecilia (Odeon)
5	—	SHOW DE NAVIDAD	Luis Dimas (Philips)
6	2	ESTO	Leo Dan (CBS); Carlos Gonzalez (Demon)
7	—	LEYENDA DEL BESO	Carmen Maureira (CRC)
8	1	JAMAS	Los Ramblers (Odeon)
9	—	COLLAR DE CARACOLAS	Los de Las Condes (RCA); Ramona Galarza (O); Ginette Acevedo (RCA); Las Cuatro Brujas (Demon); Cantores de Quilla Huasi (Philips)
10	—	NUUESTRO OCULTO AMOR	Palmentia Pizarro (Philips)

FRANCE

This Week	Last Week	Title	Artist
1	1	ECOUTE CE DISQUE	Sheila (Philips)—Tutti
2	5	DONNA DONNA	Claude Francois (Philips)—Tutti
3	—	SACRE CHARLEMAGNE	France Gall (Philips)—Bagatelle
4	2	AMSTERDAM	Jacques Brel (Barclay)—None
5	3	COWBOY	Romuald (A.Z.)—Tutti
6	—	PETIT PAPAP NOEL	Tino Rossi (Columbia)—Eschig
7	—	VOUS PERMETTEZ MONSIEUR	Adamo (Pathe)—Pathe Marconi
8	—	FAUCHE	Eddy Mitchell (Barclay)—Salvet
9	6	MA VIE	Alain Barriere (RCA)—Tutti
10	7	UNA LACRIMA SUL VISO	(Festival)—Caravelle

FRENCH (WALLOON)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A VOT' BON COEUR/ DOLCE PAOLA	*Adamo (HMV)—Ardmore & Beechwood
2	2	VOUS LES COPAINS/ ECOUTE CE DISQUE	Sheila (Philips)—Belindamusic
3	3	LA CORDE AU COU/ SOUVIENS-TOI	Richard Anthony (Columbia)
4	4	QUE C'EST TRISTE VENISE	Charles Aznavour (Barclay)—Aznavour/Peter Plum Music
5	5	LES FILLES DU BORD DE MER	*Adamo (HMV)—Ardmore & Beechwood
6	6	AMORE SCUSAMI	John Foster (Show)—Moderny

7	7	DONNA DONNA/DU PAIN ET DU BEURRE	Claude Francois (Fontana)—Acuff-Rose
8	8	LE PENITENCIER	Johnny Hallyday (Philips)—World
9	9	OH PRETTY WOMAN	Roy Orbison (London)—World
10	10	TCHICK TCHANG	Monty (Barclay)—World

WEST GERMANY

This Week	Last Week	Title	Artist
1	1	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
2	2	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
3	3	MAMA	Margot Eskens (Polydor)—Sikorski
4	4	KENN EIN LAND	Ronny (Telefunken)—Marbot
5	5	LA MAMMA	Corry Brokken (Philips)—Busse
6	14	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
7	10	SCHNEEMANN	Manuela (Telefunken)—Hansa
8	12	COWBOY-VAGABUNDEN	Peter & Su (Ariola)—Nero
9	11	TENNESSEE WALTZ	Alma Cogan (Columbia)—Peer
10	9	ABENDS IN DER MONDSCHEN-ALLEE	Connie Francis (MGM)
11	9	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)—Aberbach
12	6	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose-Siegel
13	20	SWEET SWEET ROSALIE	Paul Anka (RCA)—Arnie
14	7	MEMPHIS TENNESSEE	Bernd Spier (CBS)—Gerig
15	13	MELANCHOLIE	Peppino di Capri (Italia)—Accord; Bambis (Columbia)—Accord
16	18	GIB DEM BUB' DIE GEIGE	Paul Kahn (Electrola)—Melodie der Welt
17	15	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baessler (CBS)—Melodie der Welt
18	17	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
19	16	DU, DU GEHST VORBEI	Suzie (Vogue)—Montana
20	8	ICH WILL IMMER AUF DICH WARTEN	Brenda Lee (Polydor)—Gerig

HONG KONG

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)—Northern Sounds, Inc.
2	—	PLEASE LEAVE HER TO ME	Fabulous Echoes (Diamond)
3	7	SHA LA LA	Manfred Mann (Parlophone)
4	3	WONDERFUL WORLD	Danny Diaz (Diamond)
5	5	THOSE FABULOUS ECHOES (EP)	Fabulous Echoes (Diamond)
6	—	ASK ME	Elvis Presley (RCA Victor)
7	—	HIGH NOON	Claire Shah (Columbia)
8	8	EVERYBODY KNOWS	Tony Myatt (Diamond)—Diamond Music
9	—	LITTLE RED ROOSTER	Rolling Stones (British Decca)
10	10	A HARD DAY'S NIGHT (EP)	Beatles (Parlophone)—Northern Sounds, Inc.

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NON SON DEGNO DI TE	*Gianni Morandi (RCA)
2	3	BAMBINI MIEI	*Adriano Celentano (Cian)
3	2	E ADESSO TE NE PUOI ANDARE	Les Surfs (Festivals)
4	5	CRISTINA	*Bobby Solo (Ricordi)
5	4	LA MIA FESTA	Richard Anthony (Columbia)
6	6	VIVRO	Alain Barriere (RCA)
7	7	IO E TE	*John Foster (Style)
8	9	PER UN PUGNO DI DOLLARI	*Ennio Morricone (RCA)
9	8	TE LO LEGGO NEGLI OCCHI	*Dino (Arc)
10	10	IO SONO QUEL CHE SONO	*Mina (Ri Fi)
11	13	TI AMO	*Sergio Endrigo (RCA)
12	14	QUESTA SERA NON HO PIANTO	*Peppino Gagliardi (Jolly)

13	12	L'UOMO DEL BANJO	*Ico Cerutti (Fantasy)
14	11	PECCATO CHE SIA FINITA COSI'	Udo Jurgens (Vogue)
15	—	E QUANDO VIEN LA NOTTE	Gene Pitney (Musicor)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OZASHIKI KOUTA	*Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
2	2	LA RAGAZZA DI BUBE	Sound Track (Fontana)—Victor
3	3	OSAKA GURASHI	*Frank Nagai (Victor)—JASRAC
4	4	UNA SERA DI TOKIO	*Mahina Stars (Victor); C. Valente (London); Milva (Seven Seas)—JASRAC
5	7	ANKO TSUBAKI WA KOI NO HANA	Miyako Harumi (Columbia)—JASRAC
6	6	ORE WA OMAE NI YOWAINDA	*Ishihara Yujiro (Teichiku)—JASRAC
7	8	THE HOUSE OF THE RISING SUN	Animals (Odeon)—SHINKO
8	5	KOI O SURUNARA	*Hashi Yukio (Victor)—JASRAC
9	10	JIDOSHA SHOW KA	*Kobayashi Akira (Crown)—JASRAC
10	—	NANIMO IWANAIDE	Sono Mari (Polydor)—JASRAC

MALAYSIA

This Week	Last Week	Title	Artist
1	2	I FEEL FINE	Beatles (Parlophone)
2	1	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)
3	3	I GOT A WOMAN	Elvis Presley (RCA)
4	—	RINGO FOR PRESIDENT	Young World Singers (Life)
5	—	BE MY LOVE AGAIN	Brenda Lee (Life)
6	—	BEACH GIRL	Pat Boone (Stateside)
7	—	COME ON BACK	Hollies (Parlophone)
8	—	CLINGING RHYME	Bobby Vinton (Columbia)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I LOVE HER	Santo and Johnny (Gamma)—Grever
2	2	POLLERA COLORA	*Carmen Rivero (CBS)—Mundo Musical
3	3	NAVIDAD NEGRA	*Carmen Rivero (CBS)—Mundo Musical
4	4	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical
5	6	PRETTY WOMAN	Roy Orbison (London)—Mundo Musical
6	7	NOVIA DEL SOL	*Sonora Santanera (CBS)—Mundo Musical
7	5	INVIERNO TRISTE	(Blue Water)—Connie Francis (MGM)—Grever
8	8	BE MY BABY	Surfs (Gamma)—Grever
9	9	Y VOLVAMOS	Marie Laforet (Gamma)—Pending
10	10	I WANT TO HOLD YOUR HAND	Beatles (Musart)—Meximusic

NORWAY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)—Edition Lyche
2	2	IF I FELL	Beatles (Parlophone)—Edition Lyche
3	5	OH PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose, Scandi
4	7	JEG MARSJERDER VED DIN SIDE	*Wenche Myhre (Triola)—Belinda
5	4	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA Victor)—Palace Music/Stig Anderson
6	9	FROKEN FRAKEN	Sven-Ingvars (Philips)—Carl M. Iversen
7	6	GABRIELLE	Hootenanny Singers (Philips)—Polar Music
8	3	I GUESS I'M CRAZY	Jim Reeves (RCA Victor)—No publisher
9	8	LITTLE RED ROOSTER	Rolling Stones (Decca)—Belinda

10	10	PAPPA'N TIL TOVE METTE	*Rolf Just Nilsen (Nor-Disc)—No publisher
10	—	I COULD EASILY FALL	Cliff Richard (Columbia)—No publisher

PERU

This Week	Last Week	Title	Artist
1	1	CIUDAD SOLITARIA	Luis Aguile (Odeon); Tony Laredo (Sono Radio); Mina (Primary)
2	2	Y YO LA QUERRIA	Beatles (Odeon)
3	3	A HARD DAY'S NIGHT	Beatles (Odeon)
4	4	EL TANGAZO	Pepe Miranda (Virrey); Raul Lavie (RCA); Adriano Celentano (Reprise)
5	8	MUCHACHA BONITA	Roy Orbison (London)
6	5	VESTIDA DE NOVIA	Carmita Jimenez (Sono Radio); Palito Ortega (RCA); Koko Montana (Sono Radio); Pedrito y su Ritmo (Odeon)
7	6	LA POLLERA AMARILLA	Tulio Enrique Leon (Odeon); Los Corraleros del Sinu (Virrey)
8	9	VENGAN TODOS	Elvis Presley (RCA)
9	7	PERDONAME MI VIDA	Javier Solis (Columbia)—Hnos. Silva (RCA); Elmo Riveros (Odeon); Anamelba (Virrey)
10	—	TE SEGUIRE QUERIENDO	Javier Solis (Columbia); Hnos. Arraigada (Odeon)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	THIS IS MY PRAYER	Linda Scott (Kapp)—Mareco, Inc.
2	3	EVERYBODY DO THE CLICK	Jose Feliciano (RCA)—Filipinas
3	2	THE GOOD LIFE	Tony Bennett (CBS)—Mareco, Inc.
4	4	I'LL DREAM OF YOU	Matt Monro (Parlophone)—Dyna, Inc.
5	7	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)—Filipinas
6	5	TO YOU FROM ME	Eydie Gorme (ABC-Paramount)—Mareco, Inc.
7	6	ANGELITO	Trini Lopez (Reprise)—Cosdel Phil.
8	8	AND I LOVE HER	Beatles (Parlophone)—Dyna, Inc.
9	10	FUN, FUN, FUN	Beach Boys (Capitol)—Mareco, Inc.
19	9	ALL MY LOVIN'	Chipmunks (Liberty)—Dyna, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	9	MICHAEL	Trini Lopez (Reprise)
2	1	MY BOY LOLLIPOP	Millie Small (Mercury)
3	—	BIANCO NATALE	Rita Pavone (RCA Victor)
4	3	SOMOS IGUAIS	*Altemar Dutra (Odeon)—Noss Terra
5	—	JINGLE BELLS	Dorinha Duval & Castrinho (RCA)
6	8	A HARD DAY'S NIGHT	Beatles (Odeon)
7	5	RANCHO DA PRACA ONZE	*Dalva de Oliveira (Odeon)—Vitale
8	4	DEIXA ISSO PRA LA	*Jair Rodrigues (Philips)—Todamerica
9	2	LADO A LADO	*Carlos Alberto (CBS)—Embi
10	7	CALHAMBEQUE	(Round Hog)—Roberto Carlos (CBS)

SINGAPORE

This Week	Last Week	Title	Artist
1	3	WALK AWAY	Matt Monro (Parlophone)
2	1	BABY LOVE	Supremes (Motown)
3	4	G.T.O.	Ronny & Daytonas (Stateside)
4	5	SUMMER IS OVER	Frank Ifield (Columbia)
5	6	SHA LA LA	Manfred Mann (HMV)
6	7	OFF THE HOOK	Rolling Stones (Decca)
7	9	I FEEL FINE	Beatles (Parlophone)
8	8	THE FORTUNE-TELLER	Dale Ward (Dot)
9	—	LITTLE TEAHOUSE IN YOKOHAMA	Kirk Hansard (CBS)
10	2	OH, PRETTY WOMAN	Roy Orbison (London)

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'Come See About Me', 'I Feel Fine', 'Love Potion Number Nine'.

Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'Hawaii Tattoo', 'Let's Lock The Door', 'Do-Wacka-Do'.

Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'I'm Gonna Love You Too', 'Laugh, Laugh', 'Boom Boom'.

HOT 100—A TO Z (Publisher-Licensee)

Table listing songs A-Z with artist and label information.

Table listing songs A-Z with artist and label information.

Table listing songs A-Z with artist and label information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with artist and label information.

**EVERY
WOMAN
WANTS...**

A MARRIED MAN

FROM THE FORTHCOMING MUSICAL "BAKER STREET"



RICHARD BURTON

K-13307



This eagerly awaited single, and the following selections from the forthcoming Broadway musical "Baker Street," are now available on MGM/Verve Records: FRAN JEFFRIES: *I'd Do It Again* • RICHARD HAYMAN: *Jewelry and Finding Words For Spring* • KAI WINDING: *Baker Street Mystery* • BAKER STREET: the original cast album E/SE-4288 OC

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TOP LP's

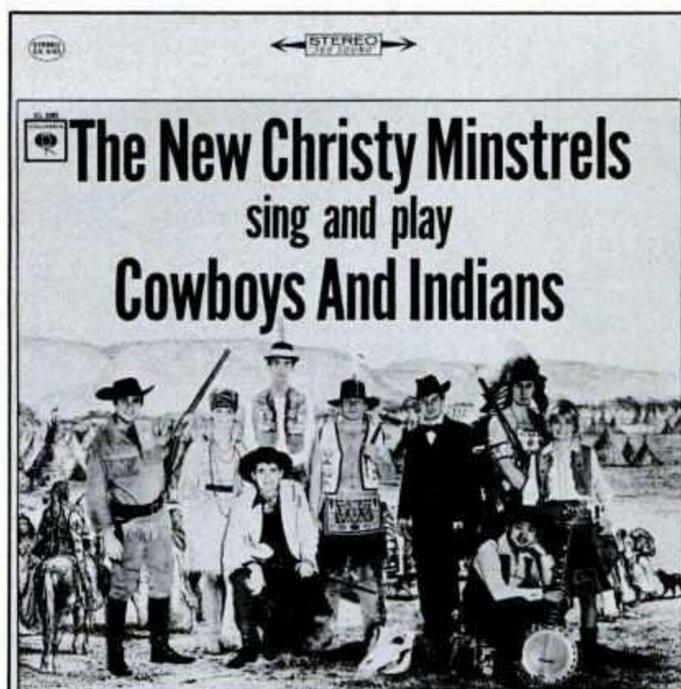
★ **STAR performer**—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BEATLES '65 Capitol T 2228 (M); ST 2228 (S)	3	52	56	I STARTED OUT AS A CHILD Bill Cosby, Warner Bros. W. 1567 (M); (no Stereo)	9	102	112	LAST KISS J. Frank Wilson & the Cavaliers, Josie JGM 4006 (M); JGMS 4006 (S)	10
2	3	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	18	53	55	PETER AND THE COMMISSAR Allan Sherman/Boston Pops (Fiedler), RCA Victor LM 2772 (M); LSC 2772 (S)	9	103	103	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	48
3	4	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	16	54	50	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	125	104	93	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	63
4	5	THE BEACH BOYS CONCERT Capitol TAO 2198 (M); STAO 2198 (S)	11	55	66	SOFTLY, AS I LEAVE YOU Frank Sinatra, Reprise F 1013 (M); 1013 (S)	5	105	—	MR. LONELY Bobby Vinton, Epic LN 24136 (M); BN 24136 (S)	1
5	6	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)	27	56	38	WALK, DON'T RUN, VOL. 2 Ventures, Dolton BLP 2031 (M); BST 8031 (S)	15	106	99	RAG DOLL 4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)	24
6	2	ROUSTABOUT Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	10	57	44	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	23	107	110	FROM HELLO DOLLY TO GOODBYE CHARLIE Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	4
7	7	THE BEATLES' STORY Capitol TBO 2222 (M); STBO 2222 (S)	6	58	51	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 S (S)	17	108	113	JOHNNY'S GREATEST HITS Bobby Darin, Capitol T 2194 (M); ST 2194 (S)	350
8	9	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	15	59	40	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	20	109	92	THE LATIN ALBUM Trini Lopez, Reprise R 6123 (M); RS 6123 (S)	22
9	8	THE ROLLING STONES 12 X 5 London LL 3402 (M); PS 402 (S)	10	60	41	THIS IS LOVE Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)	14	110	102	WITHOUT YOU Robert Goulet, Columbia CL 2200 (M); CS 9000 (S)	14
10	10	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	16	61	53	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	29	111	105	AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR YOUNG LOVERS Ray Charles Singers, Command KS 870 (M); RS 870 SD (S)	20
11	12	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2305 (M); CS 9005 (S)	17	62	57	DREAM WITH DEAN Dean Martin, Reprise R 6123 (M); RS 6123 (S)	21	112	133	PEARLY SHELLS Billy Vaughn, Dot DLP 3605 (M); DLP 25605 (S)	3
12	14	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	23	63	64	WEST SIDE STORY Soundtrack, Columbia DL 5670 (M); OS 2070 (S)	169	113	118	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	74
13	11	THE DOOR IS STILL OPEN TO MY HEART Dean Martin, Reprise R 6140 (M); RS 6140 (S)	10	64	68	WHO CAN I TURN TO Tony Bennett, Columbia CL 2285 (M); CS 9085 (S)	5	114	142	DEAR HEART AND OTHER GREAT SONGS OF LOVE Jack Jones, Kapp KL 1415 (M); KS 3415 (S)	2
14	17	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	12	65	69	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	51	115	115	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	27
15	15	JOAN BAEZ/5 Vanguard VRS 9140 (M); VSD 79140 (S)	9	66	71	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	143	116	109	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 24117 (S)	21
16	16	BOBBY VINTON'S GREATEST HITS Epic LN 24098 (M); BN 24098 (S)	16	67	63	LICORICE STICK Pete Fountain, Coral CRL 57460 (M); CRL 757460 (S)	22	117	116	MAKE WAY FOR DIONNE WARWICK Scepter LP 323 (M); (no Stereo)	19
17	13	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	24	68	87	THE KENNEDY WIT John F. Kennedy, RCA Victor VDM 101 (M); (No Stereo)	4	118	—	SOUTH OF THE BORDER Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S)	1
18	20	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	33	69	65	AMOR Eddie Gorme & the Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	19	119	107	MARY WELLS GREATEST HITS Motown 616 (M); (no Stereo)	34
19	22	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	48	70	80	LOUIE LOUIE Kingsmen, Wand 637 (M); (no Stereo)	53	120	123	THE GREATEST LIVE SHOW ON EARTH—JERRY LEE SHOW Smash MGS 27056 (M); SRS 67056 (S)	7
20	21	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	70	71	70	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	39	121	136	YOUR CHEATIN' HEART Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	3
21	18	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 493 (M); ABCS 493 (S)	24	72	73	SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S)	12	122	122	SANDY NELSON LIVE! IN LAS VEGAS Imperial LP 9272 (M); LP 12272 (S)	9
22	24	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	38	73	74	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	37	123	119	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	71
23	23	PETER, PAUL & MARY IN CONCERT Warner Bros. 2W 1555 (M); 2WS 1555 (S)	23	74	78	BURL IVES SINGS PEARLY SHELLS AND OTHER FAVORITES Decca DL 4578 (M); DL 74578 (S)	7	124	141	THE GOLDEN MILLIONS Lawrence Welk, Dot DLP 3611 (M); DLP 25611 (S)	2
24	19	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	18	75	81	YOU REALLY GOT ME Kinks, Reprise R 6143 (M); RS 6143 (S)	6	125	127	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	73
25	25	THE SIDEWINDER Leo Morgan, Blue Note 4187 (M); 84187 (S)	15	76	72	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	17	126	134	PETE'S PLACE Pete Fountain, Coral CRL 57453 (M); CRL 757453 (S)	3
26	26	SUGAR LIPS Al Hirt, RCA Victor LPM 2968 (M); LSP 2968 (S)	22	77	60	IT HURTS TO BE IN LOVE Gene Pitney, Musicor MM 2019 (M); MS 3019 (S)	10	127	131	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	208
27	28	HELLO, DOLLY! Lauri Armstrong, Kapp KL 1364 (M); KS 3364 (S)	36	78	79	BREAD AND BUTTER Newbeats, Hickory LPM 128 (M); (no Stereo)	16	128	120	LAND OF GIANTS New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	21
28	32	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	35	79	62	BE MY LOVE Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	21	129	100	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	11
29	27	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	24	80	86	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	428	130	104	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	18
30	31	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	25	81	75	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM T 4222 (M); SE 4222 (S)	27	131	111	OSCAR PETERSON TRIO + ONE Mercury MG 20975 (M); SR 60975 (S)	12
31	94	COAST TO COAST Dave Clark Five, Epic LN 24128 (M); BN 24128 (S)	3	82	82	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	65	132	125	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	6
32	33	FOR SWINGIN' LIVERS ONLY! Allan Sherman, Warner Bros. W 1569 (M); WS 1569 (S)	8	83	89	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	65	133	124	ST. LOUIS TO LIVERPOOL Chuck Berry, Chess LP 1488 (M); LPS 1488 (S)	6
33	30	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops (Fiedler), RCA Victor LM 2729 (M); LSC 2729 (S)	17	84	77	THE CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388 (M); LST 7388 (S)	20	134	135	BEN FRANKLIN IN PARIS Original Cast, Capitol VAS 2191 (M); SVAS 2191 (S)	4
34	29	HOW GLAD I AM Nancy Wilson, Capitol T 2185 (M); ST 2185 (S)	20	85	84	DISCOTHEQUE DANCE DANCE Enoch Light & His Ork, Command RS 873 (M); RS 873 SD (S)	11	135	—	THE KINGSTON TRIO Decca DL 4613 (M); DL 74613 (S)	1
35	35	THE PEOPLES CHOICE Ferraro & Telcher, United Artists UAL 3385 (M); UAS 6385 (S)	8	86	85	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	24	136	128	THE SLIGHTLY IRREVERENT MITCHELL TRIO Mercury MG 20944 (M); SR 60944 (S)	10
36	34	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	41	87	91	RUNNIN' OUT OF FOOLS Aretha Franklin, Columbia CL 2281 (M); CS 9081 (S)	5	137	126	THE NEW EBB TIDE Frank Chacksfield & His Ork, London LL 3022 (M); LSP 44032 (S)	8
37	37	INVISIBLE TEARS Ray Conniff & the Singers, Columbia CL 2264 (M); CS 9064 (S)	16	88	67	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	31	138	—	I'M ON THE OUTSIDE (Looking In) Little Anthony & the Imperials, DCP DCL 3001 (M); DCS 6001 (S)	1
38	36	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	22	89	90	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	25	139	144	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8689 (S)	133
39	48	WELCOME TO THE PONDEROSA Lorne Greene, RCA Victor LPM 2843 (M); LSP 2843 (S)	8	90	88	THE ROLLING STONES London LL 3375 (M); PS 375 (S)	30	140	143	WHERE LOVE HAS GONE Jack Jones, Kapp KL 1396 (M); KS 3396 (S)	21
40	42	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LRP 3377 (M); LST 7377 (S)	15	91	96	SONGS FOR LONESOME LOVERS Ray Charles Singers, Command RS 874 (M); RS 874 SD (S)	7	141	149	OLDIES BUT GOODIES, VOL. 7 Various Artists, Original Sound OSB-LPM 30-12 (M); OSB-LPS 8057 (S)	2
41	58	A BIT OF LIVERPOOL Supremes, Motown MLP 623 (M); SLP 623 (S)	8	92	117	TOUR DE FARCE AMERICAN HISTORY AND OTHER UNRELATED SUBJECTS Smothers Brothers, Mercury MG 20948 (M); SR 60948 (S)	5	142	129	GERRY AND THE PACEMAKERS SECOND ALBUM Laurie LLP 2027 (M); SLLP 2027 (S)	9
42	47	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 3002 (S)	17	93	139	RIGHT NOW Righteous Brothers, Moonglow M 1001 (M); S 1001 (S)	3	143	—	HAWAII TATTOO Walkie, Kapp KL 1366 (M); KS 3366 (S)	1
43	43	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); FS 1012 (S)	22	94	95	HERE WE A GO GO AGAIN! Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	14	144	—	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	87
44	52	THE MANFRED MANN ALBUM Asot AM 13015 (M); ALB 16015 (S)	9	95	90	RIDE THE WILD SURF Jan & Dean, Liberty LRP 3368 (M); LST 7368 (S)	14	145	—	HAWAII TATTOO Martin Denny, Liberty LRP 3394 (M); LST 7394 (S)	1
45	45	THE INCOMPARABLE MANTOVANI London LL 3292 (M); PS 392 (S)	11	96	114	PRESENTING THE FABULOUS RONETTES FEATURING VERONICA Philly PHLP 4006 (M); (No Stereo)	4	146	—	THE SOUND OF MUSIC Original Cast, Columbia KOL 5490 (M); KOS 2020 (S)	234
46	39	TRINI LOPEZ LIVE AT BASIN ST. EAST Reprise R 6134 (M); RS 6134 (S)	13	97	98	TRINI LOPEZ AT PJ's Reprise R 6093 (M); SR 6093 (S)	74	147	—	SOME BLUE-EYED SOUL Righteous Brothers, Moonglow MLP 1002 (M); SLP 1002 (S)	1
47	46	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	47	98	97	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	15	148	—	THE SWINGLE SINGERS GOING BAROQUE Phillips PHM 200-126 (M); PHS 600-126 (S)	14
48	49	SHE CRIED Lettermen, Capitol T 2142 (M); ST 2142 (S)	10	99	106	I DON'T WANT TO SEE YOU AGAIN Peter & Gordon, Capitol T 2220 (M); ST 2220 (S)	3	149	—	TAKE YOUR SHOES OFF WITH THE SERENDIPITY SINGERS Phillips PHM 200-151 (M); PHS 600-151 (S)	1
49	61	MY LOVE FORGIVE ME Robert Goulet, Columbia CL 2296 (M); CS 9096 (S)	4	100	101	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	93	150	150	TOPKAPI Soundtrack, United Artists UAL 4118 (M); UAS 5118 (S)	2



Their albums are always the winningest...
 (Watch the charts)



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 discount-house record departments effectively, according to Joe Netzley, operator of the big Recordland shop in the Thomas Mall Shopping Center here.

Netzley has one of the most expensive record shop locations in the Arizona capital, with lease payments of \$800 a month. In order to keep a prime spot in an all-air-conditioned luxury shopping center, he has had to maintain a full-list-price situation and to provide his customers with sufficient extra attractions to overcome the lure of discount prices.

That's why Netzley provides an exceptionally large classical record department and "keeps it all on the wall" so that any entering customer will invariably note with surprise that almost one entire wall is taken up with classical records. "It's an impression we are deliberately striving to make," Netzley said. "Our customers already know that we carry all of the pops and so there is little point in placing these on the wall displays. Instead we show 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 sort of customer who isn't overly concerned with discount prices.

Netzley is a practicing expert on classical music and doesn't hesitate to let the customer know it. In addition, he has developed an important touch. Classical records suggested to his customers are demonstrated in a rear, separate salon, devoted to stereo phonographs, away from the busy self-service sales area. This step aids substantially in building Recordland's image as a classical record center, and incidentally has sold a lot of stereo phonographs in the process.

In order to meet his \$800 per month lease cost, Netzley has constantly explored the market carried by discount stores and which again do not depend upon price appeal. Thus the Phoenix store carries a wide inventory of special-use records such as tap-dance accompaniment, beat music for instrument practice, many thousands of imports, educational records. Combined with the big classical record display, these "specialties" have built the store's volume to more than it was before Phoenix became one of the most competitive markets in the country from a price standpoint.

Everest, UCLA's Classical Plan

By ELIOT TIEGEL

HOLLYWOOD—Everest Records and UCLA's music department are working on projects to increase the amount

Milan Contest Is Opened for Musical Work

MILAN—A prize of \$4,800 (3 million lire) is being offered by La Scala Opera and City of Milan for an unpublished and unperformed symphonic composition of between 15 and 45 minutes in the Third Annual City of Milan Competition.

Entries will be received by Award Secretariat, E. A. Teatro alla Scala, Via Filodrammatici, 2, Milan, until Sept. 30, 1965, and will be judged by a jury of three to five musicians. Entries must bear only a motto and no name, but should be accompanied by a sealed envelope on which the motto is written with full name, address, nationality and date inside, as well as a statement of clearance of copyright.

Winner will receive the entire prize plus publication with all rights and royalties. The winning work will have its world premiere by the La Scala Symphony after its announcement on Dec. 7, 1965, opening night of the season. Right to refuse to make any award is reserved.

Chi Symphony, Gould to Wax

CHICAGO — The Chicago Symphony Orchestra under the direction of Morton Gould will cut two contemporary works on RCA-Victor in a February session at Orchestra Hall here.

The works are Copeland's "Dance Symphony" and "Spirituals for Orchestra," by Gould.

The session will coincide

of classical recording activity on the West Coast. The first announced project is the taping of the complete Bach "Well-Tempered Clavier" for harpsichord in stereo, President Bernie Solomon reveals.

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 February.

Everest will also feature other specialists of the music department performing works of a non-warhorse nature. "We hope our efforts will fill a cultural recording lag here," Solomon explained. "We are the only active classical label on the Coast recording here," the executive emphasized. He said Angel does all its work in Europe.

Berkshire Four Signed by Vox

NEW YORK—The Berkshire Quartet has signed an exclusive long-term recording contract with Vox Productions. Ward Botsford, Vox vice-president, said that the chamber music group's Vox Box presentations have been steady sellers.

The Berkshire Quartet has been in residence at the University of Indiana for nine years and has a 10-week session at Music Mountain, Fall Village, Conn.

Their first Vox album, to be released this spring, will include the Dvorak Quartet in B Flat, Cypress Quintet in G Major Op. 87 and Piano Quintet in A Major Op. 87. This will be the third in a Dvorak chamber music series issued by Vox.

with Gould's appearance as guest conductor with the Symphony while musical director Jean Martinon is filling conducting commitments in Dusseldorf, Germany.

The album is to be produced by Joseph Habig.

In an attempt to expand its classical catalog, Everest has acquired the two-record set of John Gay's "The Beggar's Opera" from the Library of Recorded Masterpieces. The LRM operation is owned by the late conductor Max Goberman, who is heard on the opera LP.

Solomon said he is negotiating for the purchase of the other 50-60 titles in LRM. Goberman, who died eight months ago, had recorded the opera in New York in 1962. It had been sold through subscriptions. Among the packages in the LRM library are works by Haydn, Vivaldi and Corelli.

Philly (No Moonlighting) Sonata

By MAURIE ORODENKER

PHILADELPHIA — Cause celebre has been created here in classical music circles by the announcement this week by the Philadelphia Orchestra that the "no moonlighting" clause in the 1966 musicians' contract will be strictly enforced. Apart from the fact that it means no more playing for the opera programs of the Philadelphia Grand Opera Company and the Lyric Opera Company, along with the many other concert pit jobs, the order also spells doom for the city's three chamber orchestras.

Hit by the decision of the Philadelphia Orchestra Association as announced by President Wanton C. Balis Jr., are the Amerita Orchestra, now in its eighth year; the Philadelphia Chamber Orchestra, in its fourth year, and the Philadelphia Concerto Players, in its first full season.

The no moonlighting clause was written into the contract during negotiations in 1962 at which time the players were guaranteed 52 weeks of employment starting in the 1955-1966 season. It was the first year-round contract for an American symphony orchestra. Orchestra sources place minimum salaries under the new contract at \$12,500. The no moonlighting clause

BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

1. **VAUGHN WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli); Vanguard SRV-134 SD (S), SRV-134 (M).
2. **STRAUSS**—Ein Heldenleben; Chicago Sym. (Reiner); RCA Victrola VICS 1042 (S), VIC 1042 (M).
3. **SIBELIUS**—Symphony No. 1 in E; Halle Orch. (Barbirolli); Vanguard SRV-132 SD (S), SRV-132 (M).
4. **HAYDN**—Symphonies Nos. 6 (Morning), 7 (Noon) 8 (Evening); Chamber Orch. of the Sarre (Ristenpart); Nonesuch H-71015 (S), H-1015 (M).
5. **TCHAIKOVSKY**—Concerto No. 1 in B Flat for Piano & Orch.; Gilels, Chicago Sym. (Reiner); RCA Victrola VICS 1039 (S), VIC 1039 (M).
6. **TCHAIKOVSKY**—Symphony No. 4; Halle Orch. (Barbirolli); Vanguard SRV-135 SD (S), SRV-135 (M).
7. **VERDI**—Aida; Tebaldi, Del Monaco, Stignani, Protti, Erede; Richmond (3-12") 63002 (M).
8. **STOLZEL**—Concerto Grosso-**TELEMANN**—Concerto for Three Trumpets & Suite in A; Various Soloists and Chamber Orch. of Versailles (Wahl); Nonesuch H-1017 (M).
9. **VIVALDI**—La Cetra, Op. 9; Mankowitzky, Boskovsky, Vienna St. Opera Chamber Orch. (Golschmann); Vanguard SRV-159 SD (S), SRV-159 (M).
10. **TCHAIKOVSKY**—1812 Overture-**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati); Mercury SRD-19 (S), MGD-19 (M).
11. **HAYDN**—Symphonies Nos. 31 in D, 19 in D & 45 in F Sharp; The Little Orch. of London (Jones); Nonesuch H-71031 (S), H-1031 (M).
12. **BRAHMS**—Concerto No. 2 in B Flat for Piano; Gilels, Chicago Sym. (Reiner); RCA Victrola VICS 1026 (S), VIC 1026 (M).
13. **MOZART**—Concerto for 2 Pianos & Orch. In E Flat-Concerto for 3 Pianos & Orch. in F; Orch. of Lamoureux (Chorafas); Nonesuch H-71028 (S), H-1028 (M).
14. **BEETHOVEN**—Fantasia in C for Piano, Chorus & Orch., Op. 80; Brandel, Stuttgart Phil. & Lehrergesangverein (Boettcher); Vox 514160 (S), 14160 (M).
15. **TCHAIKOVSKY**—Concerto in D for Violin & Orch.; Szeryng, Boston Sym. (Munch); RCA Victrola VICS 1037 (S), VIC 1037 (M).

was inserted as a guarantee that the players would be fresh for 48 performing weeks.

In announcing the decision, Balis said the orchestra board is trying to work out a means of continuing chamber orchestra concerts. The musicians' contract prohibits participation in outside groups of six or more musicians. As a result, 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 also announced that following the conclusion of his 29th season next June as conductor of the Philadelphia Orchestra, Eugene Ormandy will be off to Europe for guest-conducting engagements in Helsinki, Zurich, Vienna, Strasbourg, Paris, Berlin and Munich. The tour will run from June 3 to July 2 when he returns to the States.

MacNeil Replaced After Incident at Performance

PARMA — This "toughest opera town in the world" which was home to Verdi took its revenge on American baritone Cornell MacNeil. He offered to return to sing on the second night of "The Masked Ball" after quitting in mid-performance on the opening night because he objected to a slurring remark from the audience. He was replaced by Italian baritone Mario Zanasi.

A call from the gallery, reported to be, "That's enough, you boor!" set off the explosion by MacNeil, who has made his home in Rome for several years. He locked himself in his dressing room and refused all

apologies and entreaties to return. According to Superintendent Giuseppe Negri of the Teatro Regio, Negri was held by MacNeil's 17-year-old son and then was kicked and punched when he attempted to induce the baritone to return.

At a 3 a.m. press conference in his hotel room, MacNeil stated that he had not acted from fear but because he was disturbed by the disrespect for Verdi in his home area. He offered to carry out his contract to sing the following night. At this point the theater announced it had already contacted Zanasi to sing in MacNeil's place.

4 New Recordings
for New Year's Profits
from RCA "Victrola"



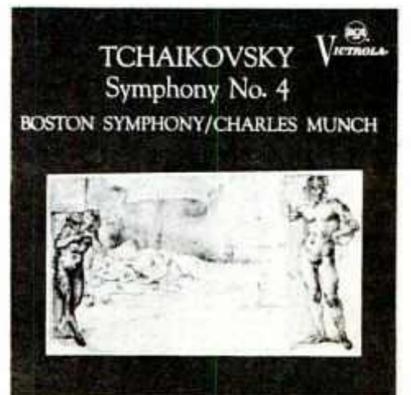
Ponchielli: La Gioconda
(complete on 3 records)
A first-rate performance
of Ponchielli's master-
piece, superbly recorded.
Zinka Milanov is featured
in the title role, with
Giuseppe Di Stefano,
Leonard Warren and
Rosalind Elias.
VIC/VICS-6101



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.
VIC/VICS-1053



Tchaikovsky:
Symphony No. 4.
The Boston Symphony under
Charles Munch gives us
a beautiful interpretation of
Tchaikovsky's great work.
A superb addition to the
Romantic repertoire.
VIC/VICS-1100



Rachmaninoff:
Concerto No. 1.
Strauss:
Burleske
Byron Janis and the
Chicago Symphony
under Reiner are heard
in "performances which
even surpass what one
always expects from two
such noted artists."
VIC/VICS-1101



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

- Puccini: Tosca (Complete)**
—Milanov; Bjoerling; Warren;
Leinsdorf, Rome Opera House Orchestra
VIC/VICS-6000
- Beethoven: Symphony No. 5**
—Munch, Boston Symphony Orchestra
VIC/VICS-1035
- Rimsky-Korsakoff: Scheherazade**
—Monteux, London Symphony Orchestra
VIC/VICS-1013
- Tchaikovsky: Concerto No. 1**
—Gilels, Chicago Symphony Orchestra, Reiner
VIC/VICS-1039
- Beethoven: Symphony No. 3**
—Monteux, Vienna Philharmonic Orchestra
VIC/VICS-1036
- Tchaikovsky: 1812 Overture/
Liszt: Mephisto Waltz/ Debussy: Iberia**
—Reiner, Chicago Symphony Orchestra
VIC/VICS-1025
- Stravinsky: Firebird Suite**
—Monteux, Paris Conservatoire Orchestra/
Debussy: Nocturnes
—Monteux, Boston Symphony Orchestra
VIC/VICS-1027
- Puccini: Madama Butterfly (Complete)**
—Moffo; Elias; Valletti; Leinsdorf,
Rome Opera House Orchestra
VIC/VICS-6100

 **RCA VICTROLA**

News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 18

BOSTON

Garry 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 weekends called The Thirsty Ear and the operators are negotiating for Prince Spaghetti Minstrels 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," b-w "Paul Revere." . . . Roberta Sherwood gave the Hub's newest supper club, Thru the Looking Glass, a crowded send-off for its opening week. . . . Vaughn Monroe, although he has lived around these parts most of his life, will play his first engagement at Framingham's Monticello after Abbe Lane gets through packing them in. . . . Another local group aiming for the stars is the Barbarians. Eddy Joy of Joy Records is about to bring out the Beatle-type foursome's first record and they will appear on Ed Sullivan's show soon. . . . Asher Shuffer, RCA Victor head man here, reports Elvis Presley is bigger than ever despite rock 'n' roll groups and sees lots of money around for a tremendous new year. CAMERON DEWAR

HOLLYWOOD

The guarania, a romantic rhythm from Argentina, will be introduced to U. S. publishers and record companies by Mrs. Debora Frenkiel, West Coast rep for the Fermata Group. The new rhythm is hoped to be the follow-up to the bossa nova. Mrs. Frenkiel anticipates receiving records within a month and will then begin making the rounds. There are two guaranias in an RCA LP by Neil Sedaka cut in Spanish, Mrs. Frenkiel points out. Her boss, Enrique Lebendiger, head of the Latin American publishing combine, recently met her here to open his Coast office. Fermata is the original publisher of the top bossa nova hits and has 50 more Jobin copyrights. Mrs. Frenkiel transferred here from Fermata'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 all-jazz LP in some time. . . . John Tranchitella re-elected president of Local 47, AFM. . . . Named general sales manager of KABC is George Green, replacing Ira Laufer, shifting over the KHJ as general manager. . . . KLAC's new program director is Willis Duff, replacing Jim Lightfoot, who shifts to Westinghouse Broadcasting.

Industryites talking about the supposedly forthcoming departure of a record librarian from a major station.

The Supremes, Motown's hot female vocal group, were being feted at the Brown Derby recently, when Lloyd Thaxton, host of his nationally syndicated TV show,

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MR. LONELY

Bobby Vinton, Epic LN 24136 (M); BN 26136 (S)

SOUTH OF THE BORDER

Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S)

★ NEW ACTION LP's

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

THE ED AMES ALBUM . . .

RCA Victor LPM 2944 (M); LSP 2944 (S)

BLUE MIDNIGHT . . .

Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)

YOU'VE LOST THAT LOVIN' FEELIN' . . .

Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S)

THE HANK WILLIAMS STORY . . .

MGM E 4267-4 (M); (No Stereo)

INTIMATELY YOURS . . .

Arthur Prysock, Old Town LP 2008 (M); LP2008 S(S)

SPY WITH A PIE . . .

Soupy Sales, ABC-Paramount ABC 503 (M); ABCS 503 (S)

OLE . . .

Johnny Mathis, Mercury MG 20988 (M); SR 60988 (S)

MALAMONDO . . .

Soundtrack, Epic LN 24126 (M); BN 26126 (S)

called to ask the girls to appear on the show already under way. The trio left the press-deejay bash for the Channel 13 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 MESIG, the p.r. firm handling the event, breathe easy.

KHJ'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 Night With Horace Heidt." Color film was shot by NBC.

David Gates has signed 13-year-old Margaret Mandolph for Planetary Records, Dot's r&b subsidiary. Gates works as a&r head under a nonexclusive past with Dot and

just completed arrangements for Jody Miller and Lon Chaney singles at Capitol.

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

Keely Smith and Count Basie, currently appearing at the Coconut Grove, will record an album together for Reprise. The label is teaming more and more of its artists on LP projects, several of which will bow in the January-February release package.

Vee Jay's President Randel Wood, after enjoying French vocalist Jacques Foti 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 Record Productions. . . . KHJ-TV is becoming

the teen beat TV music station, airing "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 Julian T. Abeles. The firm will be known as Abeles and Clark. . . . George David Weiss wrote the lyrics to the score to Cinerama's "Mediterranean Holiday." . . . The Gary McFarland Quintet will supply the music for Tobe Associates' 21st annual reception at the St. Regis Hotel Jan. 13. McFarland will play several selections from his forthcoming Verve Album, "Soft Samba" to about 800 fashion executives who'll be hosted by Tobe, fashion and merchandising consultants. . . . B. F. Wood Music has published four more selections from the Swingle Singers' Philips

(Continued on page 31)



MILLIONS SEE HIM ON TV DAILY.
NOW THEY'LL WANT TO HEAR HIS
EXCITING DEBUT RECORDING ON



MIKE DOUGLAS SINGS

"PASS ME BY"

FROM THE UNIVERSAL
PICTURE "FATHER GOOSE"

c/w

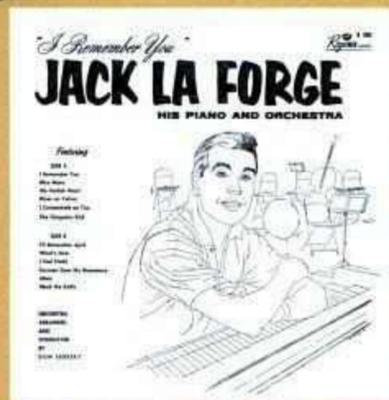
"EV'RYONE HERE
LOVES KELLY"

FROM THE BROADWAY
MUSICAL PRODUCTION "KELLY"

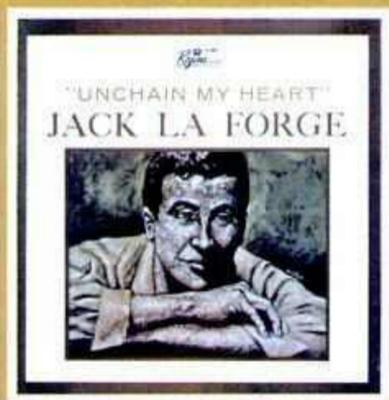
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The Golden Touch of Jack La Forge



R-RS282 I REMEMBER YOU



R-RS288 UNCHAIN MY HEART



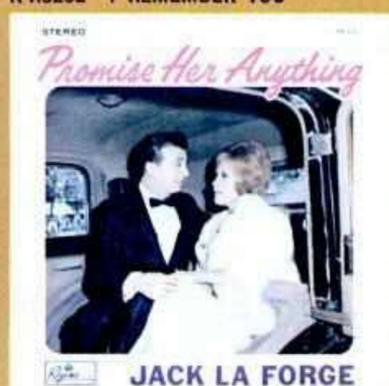
R-RS301 YOU FASCINATE ME SO



R-RS309 COMIN' HOME BABY



R-RS314 A JAZZ PORTRAIT OF JACK LA FORGE



R-RS313 PROMISE HER ANYTHING



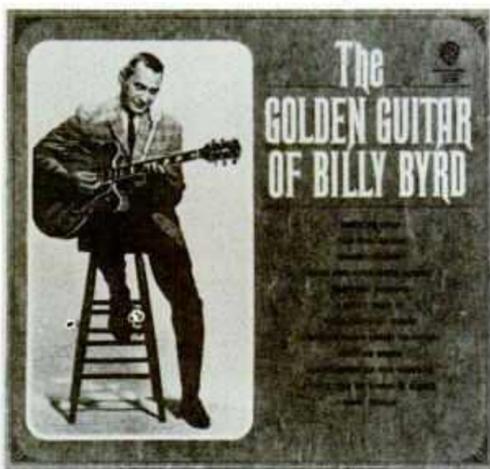
NEW YORK — HOLLYWOOD — LONDON

CONSUMER

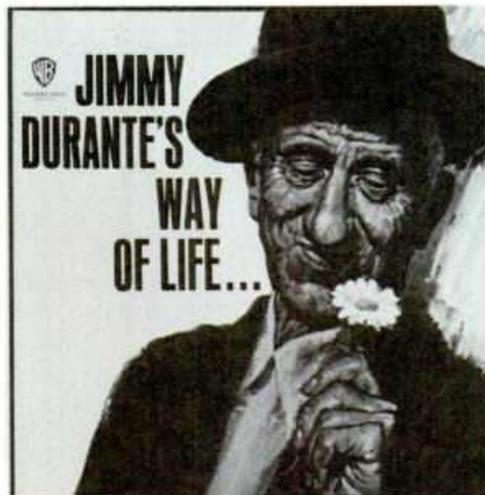
7 WAYS TO START A '65 WIN STREAK WITH



WARNER BROS.
RECORDS



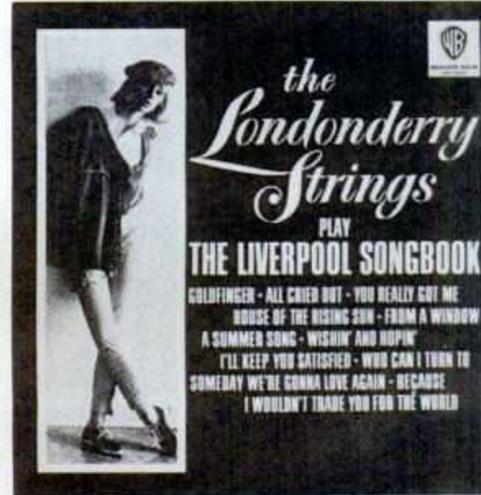
THE GOLDEN GUITAR OF BILLY BYRD 1576



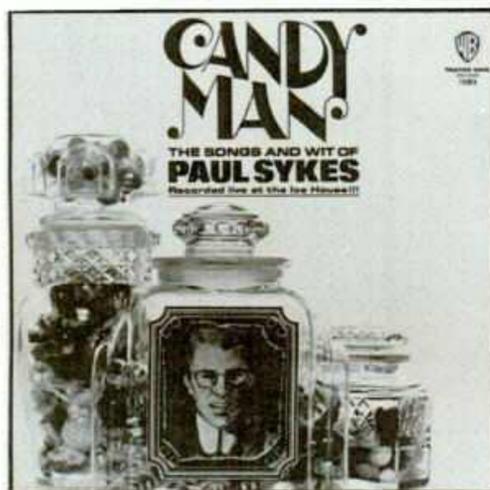
JIMMY DURANTE'S WAY OF LIFE 1577



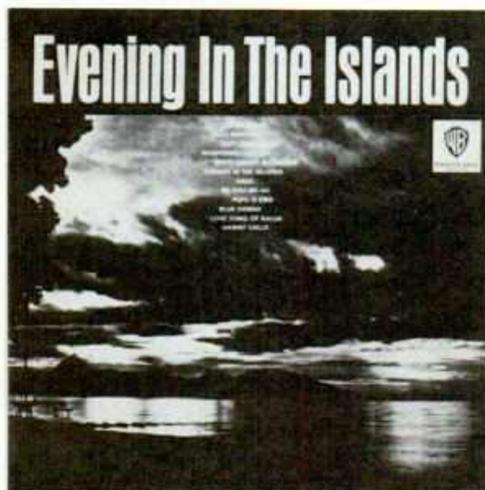
THE IKE AND TINA TURNER SHOW - Live 1579



THE LIVERPOOL SONGBOOK -
The Londonderry Strings 1580



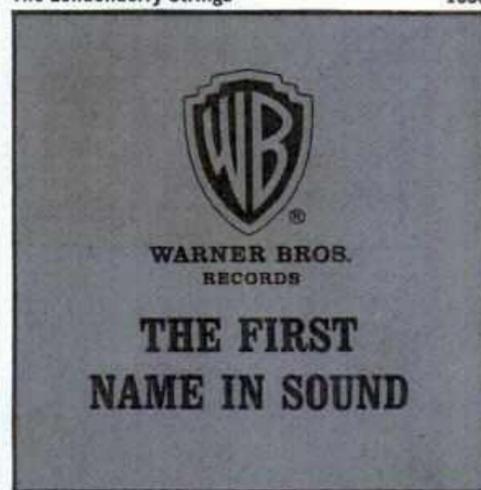
CANDY MAN - Paul Sykes 1583



EVENING IN THE ISLANDS -
The Maile Serenaders 1584



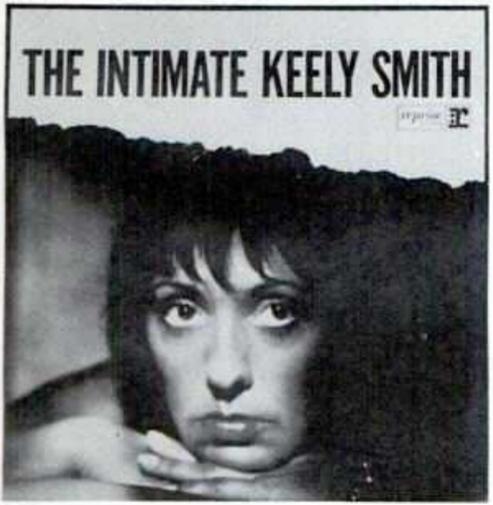
GONE, GONE, GONE - The Everly Brothers 1585



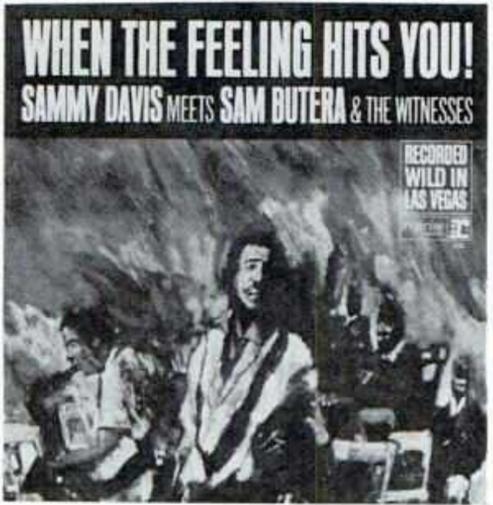
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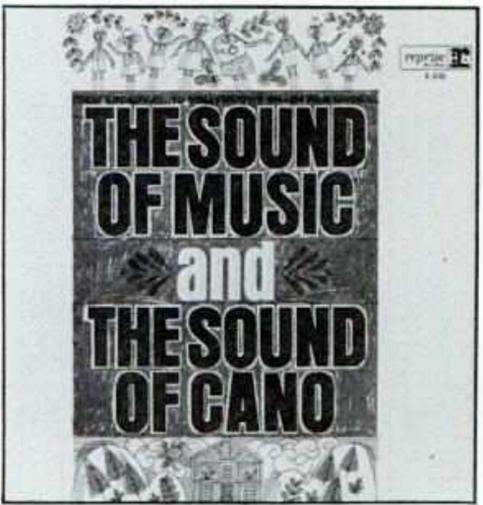
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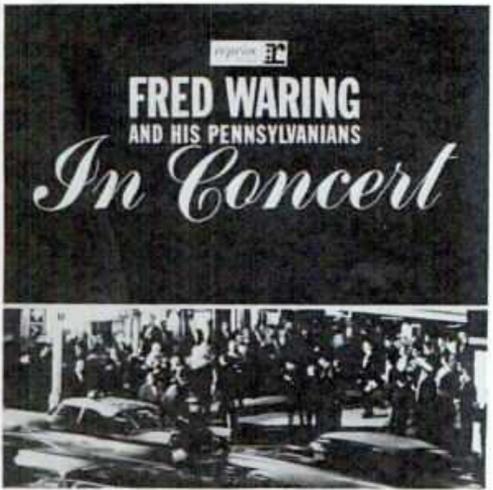
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BLUE CAT



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 Swingle. . . . Ivan Mogull's Harvard Music has acquired the U. S. and Canadian publishing rights to the selections in the recent Broadway revue, "Zizi." Philips Records has the original cast album of the musical. . . . Bobby Vee became the father of a son in Los Angeles. . . . Eddy Manson has been set to score the new Liberty Mutual Insurance TV commercials. . . . Mrs. Jerry Rader, wife of ABC-Paramount's foreign supervisor, 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

Latimer Club is the latest of the local after-dark spots to put in special Discotheque sound equipment. . . . After a six-month run at the Cynwyd Lounge, Freddie Gray has had his option picked up for a longer stay. . . . With a week off after 16 weeks in the West, Jackie Vitale, saxophonist with the Frank Moore Four, takes model Lena Ferrante as his bride. . . . Bill Haley and the Comets set for a European-Middle East tour in March and April. . . . Irving Granz brings Ella Fitzgerald, who just completed a Latin Casino stand, for an Academy of Music concert on Sunday, Jan. 24, teaming her with Oscar Peterson and Clark Terry.

Cozy Morley, nitery comic, has recorded his release on the newly formed Angelsea label, singing "You're Nobody Till Somebody

Love You." . . . Mark Tully, warbler at Frank Palumbo's Cafe, cut "Laura Lee" on the Dawn label—tune written by the club's trumpeter, Pep Lattanzi. . . . Billy Marshall, who leads the Meyer Davis society dates here, off to Palm Beach, Fla., for his 15th winter season at the Everglades.

Harry Chipitz has set duo pianists John Keller and Ray Costanzo for their first album, "Favorite Love Songs," on the Wyncote label, a Cameo subsidiary. . . . Musicians' Union of Pennsylvania, which is not a labor unit, 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 Intercollegiate Jazz Festival. . . . Duke Ellington headed up the Academy of Music show Jan. 3 staged by the Prince Hall Masons, along with Arthur Prysock, Jackie Mabley, Irene Reid and Clark Terry. . . . Jazz accordionist Art Van Damme named to the Accordion Hall of Fame by the local Arcari Accordion Foundation.

MAURIE H. ORODENKER

Apologies to Allen

NEW YORK — Henry Allen was inadvertently omitted from the round-up of Atlantic Records' promotional staff set-up in a recent Billboard. Allen, a veteran promotion man, covers 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.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

THIS DIAMOND RING

Gary Lewis and the Playboys, Liberty 55756

★ REGIONAL BREAKOUTS

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

DO-DO DO BAH-AH . . .

Bert Keyes, Clock 1048 (Bromaur, ASCAP) (Baltimore, Washington)

LEROY . . .

Norma Tracey, Day Dell 1005 (Ranger 7-Fajob, ASCAP) (Pittsburgh)

SOMETHING'S GOT A HOLD ON ME . . .

Sunny and the Sunliners, Tear Drop 3045 (Figure, BMI) (Houston)

WALK SOFTLY . . .

Joanne Touchstone, Sound Stage 7 2535 (Triumvirage, BMI) (Memphis-Nashville)

TRY TO REMEMBER . . .

Ed Ames, RCA Victor 8483 (Chappell, ASCAP) (Chicago)

I WANT MY BABY BACK . . .

Jimmy Cross, Tollie 9039 (Rock, BMI) (Houston)

SOMEWHERE . . .

P. J. Proby, Liberty 55757 (Schirmer-Chappell, ASCAP) (Seattle)

WALK . . .

Fenways, Imperial 66082 (Screen Gems-Columbia, BMI) (Pittsburgh)

(With All My Heart) I'D DO IT AGAIN . . .

Bobby Wood, Joy 291 (Drury Lane-Beckie, BMI) (Memphis-Nashville)

IF I KNEW THEN . . .

Ray Conniff Singers, Columbia 43168 (Tobey, ASCAP) (Minneapolis-St. Paul)

REVIEW

Golden Bows 4 Kiddie LP'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 Zam and Jackie Reinach 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 kiddie parties, with 15 games, including such favorites as "Simon Says" and "Button, Button."

WALT DISNEY MOTION PICTURES HITS
Golden LP107

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 Beatle 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 LP125
SHOW AND TELL
Golden LP118
HAPPY BIRTHDAY
Golden LP129

A.S.

BREAKING NATIONALLY

SHABBY LITTLE HUT

GOLDEN
WORLD
#19

#3 Rhythm & Blues Group in USA

THE REFLECTIONS

Golden World
Records, Inc.

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RELEASED TODAY!
"TAKE
ME BACK"
FREDDIE
GORMAN
RIC-TIC 102

NEW ALBUM RELEASES

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

ATCO

CASEY ANDERSON "Live" at the Ice House; LP 33-172, SD 33-172
Swinging the BARD; LP 33-171, SD 33-171
BENT FABRIC—The Drunken Penguin; LP 33-173, SD 33-173
BEN E. KING—Seven Letters; LP 33-173, SD 33-174

ATLANTIC

DON COVAY—Mercy; LP 8104

ART FARMER QUARTET WITH JIM HALL—To Sweden With Love; LP 1430
JOHNNY GRIFFIN & MATTHEW GEE—Soul Groove; LP 1431
The Good Life With THE DRIFTERS; LP 8103
ANTONIO CARLOS JOBIM—Herbie Mann & Joao Gilberto; LP 8105
HUBERT LAWS—The Laws of Jazz; LP 1432
JOHN LEWIS Plays the Arrangements & Compositions of Gary McFarland—Essence; LP 1425
ESTHER PHILLIPS—And I Love Him; LP 8102
JOE TEX—Hold What You've Got; LP 8106

BACH GUILD

MAUREEN FORRESTER—Famous Arias of Bach and Handel; BG 669, BGS 70669
HANDEL: ALEXANDER'S FEAST—Various Artists/Oriana Concert Choir & Orch. (Deller); BG 666/7, BGS 7066/7
Music of Medieval France 200-1400 Sacred & Secular — The Deller Consort/Concentus Musicus, Wien; BG 656, BGS 70656

BROADSIDE

The BROADSIDE SINGERS; BR 303

CAPITOL

TONY OSBORNE—Nights to Remember; T 6095, ST 6095

DAVID CURRY & HIS BAND—My Ireland Vol. 11; T 6097
ROBERT WILSON—Scotland's Favorite Singer; T 6098
Coast to Coast With the DAVE CLARK FIVE; T 6103
ED ALLEN—Time Exercises; T 6105
GERRY & THE PACEMAKERS—Gerry's Second Album; T 6107
PADDY BUTLER'S CEILI DANCE; T 6112

COLUMBIA

VARIOUS ARTISTS—Stravinsky Conducts the Rake's Progress; M3L 310, M3S 710

DEUTSCHE GRAMMOPHON

BRAMMS: CONCERTO FOR VIOLIN AND ORCH. IN D MAJOR—Christian Ferras, Berliner Philharmoniker (Von Karajan); SLP 138930

BRUCKNER: SYMPHONIE NO. 8 IN C MINOR (ORIGINAL VERSION) — Berliner Philharmoniker (Jochum); SLP 138918/19
DEBUSSY: LA MER PRELUDE A' L'APRES-MIDI D'UN FAUNE—Berliner Philharmoniker (Von Karajan); SLP 138923
MOZART: FANTASIA IN F MINOR, K 608—Karl Richter; SLP 138906
LIEDER VON RICHARD STRAUSS—Evelyn Lear, Soprano, Erik Werba, Piano; SLP 138910
VERDI: RIGOLETTO—Various Artists; SLP 136280

DISC

LEADBELLY, PETE SEEGER, WOODY GUTHRIE—38 Favorite American Folk Songs; FF 1

EPIC

BOBBY VINTON—Mr. Lonely; LN 24136, BN 26136

FOLKWAYS

IVAN ANNAN—The Chana Language; FL 9189
RUTH I. GOLDEN—Instrumental Record for Changing Regional Speech Patterns; FL 9323
ELLA JENKINS—Rhythm and Games for the Little Ones #2; FC 7057
MORRIS SCHREIBER—Understanding and Appreciation of Shakespeare; FL 9124
MORRIS SCHREIBER—Teaching Reading in the Elementary School; FL 9123
MARIAN SELDES—Prayers From the Ark/Prieres Dans L'Arche; FL 9727
VARIOUS ARTISTS—Hughes: Jerico-Jim Crow; FL 9671

KAPP

ROBERTO MENESCAL—The Boy From Ipanema Beach; KL 1418
LINDA SCOTT—Hey, Look at Me Now!; KL 1424
THE WAIKIKIS—Hawaii Tattoo; KL 1366

RCA VICTROLA

ROSSINI—RESPIGHI: LA BOUTIQUE FANTASQUE—Boston Pops Orch. (Fiedler); VIC 1053, VICS 1053

SMASH

The Return of ROGER MILLER; MGS 27061, SRS 67061

TIME

THE MANHATTAN POPS ORCH.—Motion Picture Themes; S2169

20th CENTURY-FOX

THE NEW YORK SAXOPHONE QUARTET; TFM 3150

VANGUARD

BARBIROLI CONDUCTS WAGNER—Sir John Barbirolli, Halle Orch.; SRV 149, SRV 149 SD
BEETHOVEN: SYMPHONY NO. 1 IN C MAJOR, OP. 21—The Halle Orch. (Barbirolli) SRV 146, SRV 146 SD
THE DELLER CONSORT—Album of Beloved Songs; SRV 141, SRV 141 SD
HAYDN: SYMPHONY NO. 39 IN G MINOR—The Esterhazy Orch. (Blum); VRS 1123, VSD 71123
MOZART: PIANO CONCERTO NO. 20 IN D MINOR NO. 24 IN C MINOR—Vienna State Opera (Swarowsky) SRV 142, SRV 142 SD
PURCELL: FOUR SUITES FOR STRING ORCH.—Chamber Orch. of the Hartford Symphony (Mahler); SRV 155, SRV 155 SD
SCHUBERT: SONATAS FOR VIOLINS AND PIANO, OP. 137—Schneider, Violin; Serkin, Piano; VRS 1128, VSD 71128
TCHAIKOWSKY: SYMPHONY NO. 6 IN B MINOR, OP. 74—The Halle Orch. (Barbirolli); SRV 148, SRV 148 SD
JAN TOMASOW—A Bouquet of Bartini & Nardini Concerti; SRV 154, SRV 154 SD
VIVALDI: L'ESTRO ARMONICO 12 CONCERTI GROSSI—Chamber Orch. of the Vienna State Opera (Rossi); SRV 143/5, SRV 143/5
VIVALDI: LA CETRA OPUS 9/CONCERTI 4, 8, 9, 12—Chamber Orch. of the Vienna State Opera (Golschmann); SRV 159, SRV 159 SD
EARL WILD—The Virtuoso Piano; VRS 1119, VSD 71119

VISTA

ANNETTE—Something Borrowed, Something Blue; BV 3328

VRS

ALMEDA RIDDLE—Songs & Ballads of the Ozarks; 9158

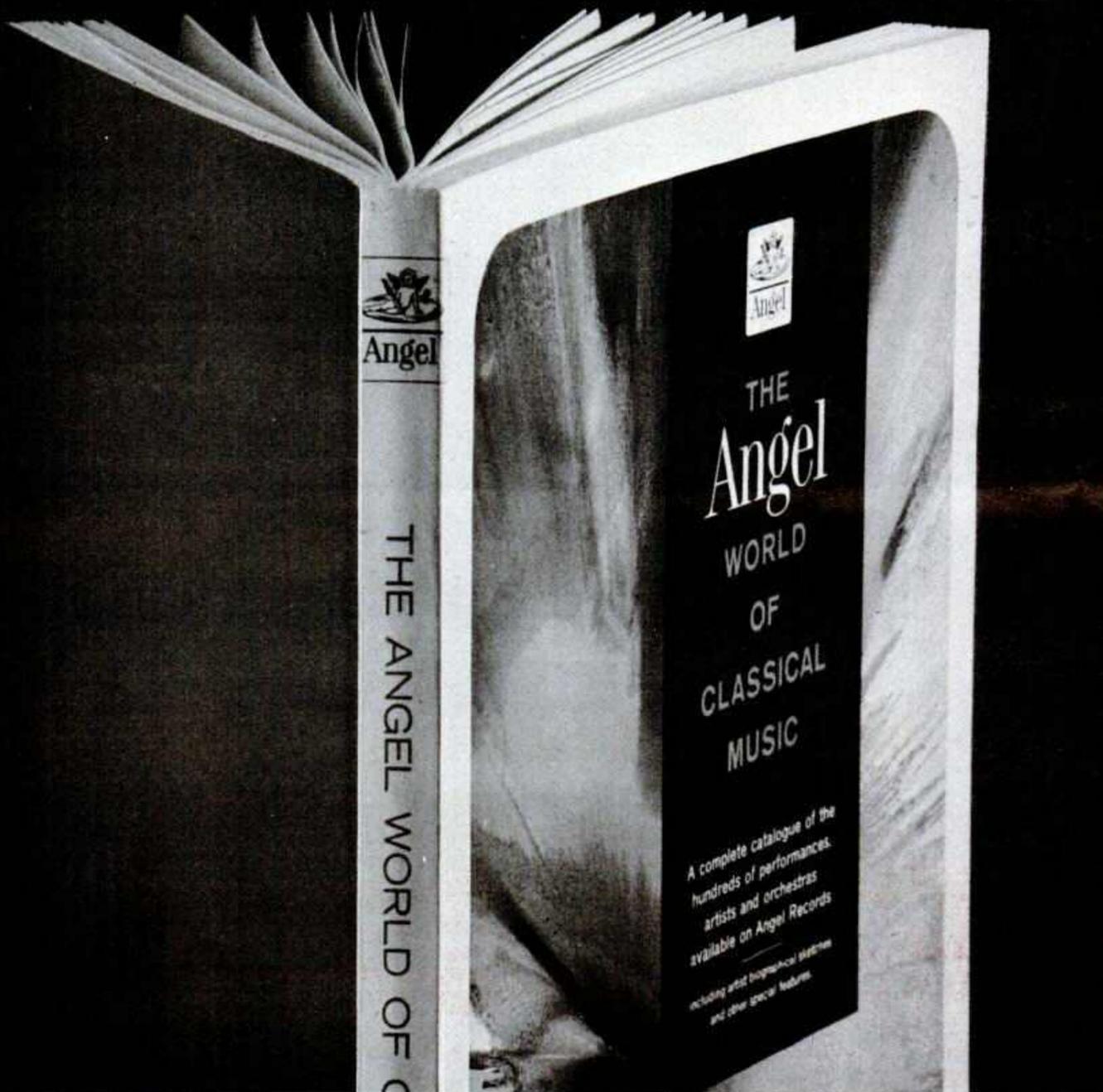
WORD

ED LYMAN—My Song; W-3333, WST 8333
STEVE MUSTO—Singing for You; W 3305, WST 8305

ZAK

TITO GUIZAR at Town Hall with Josie Roell; LP 333

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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.

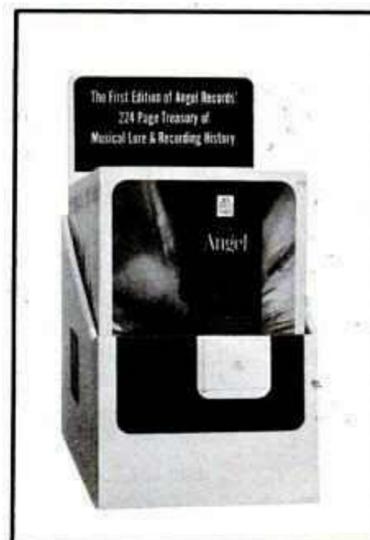
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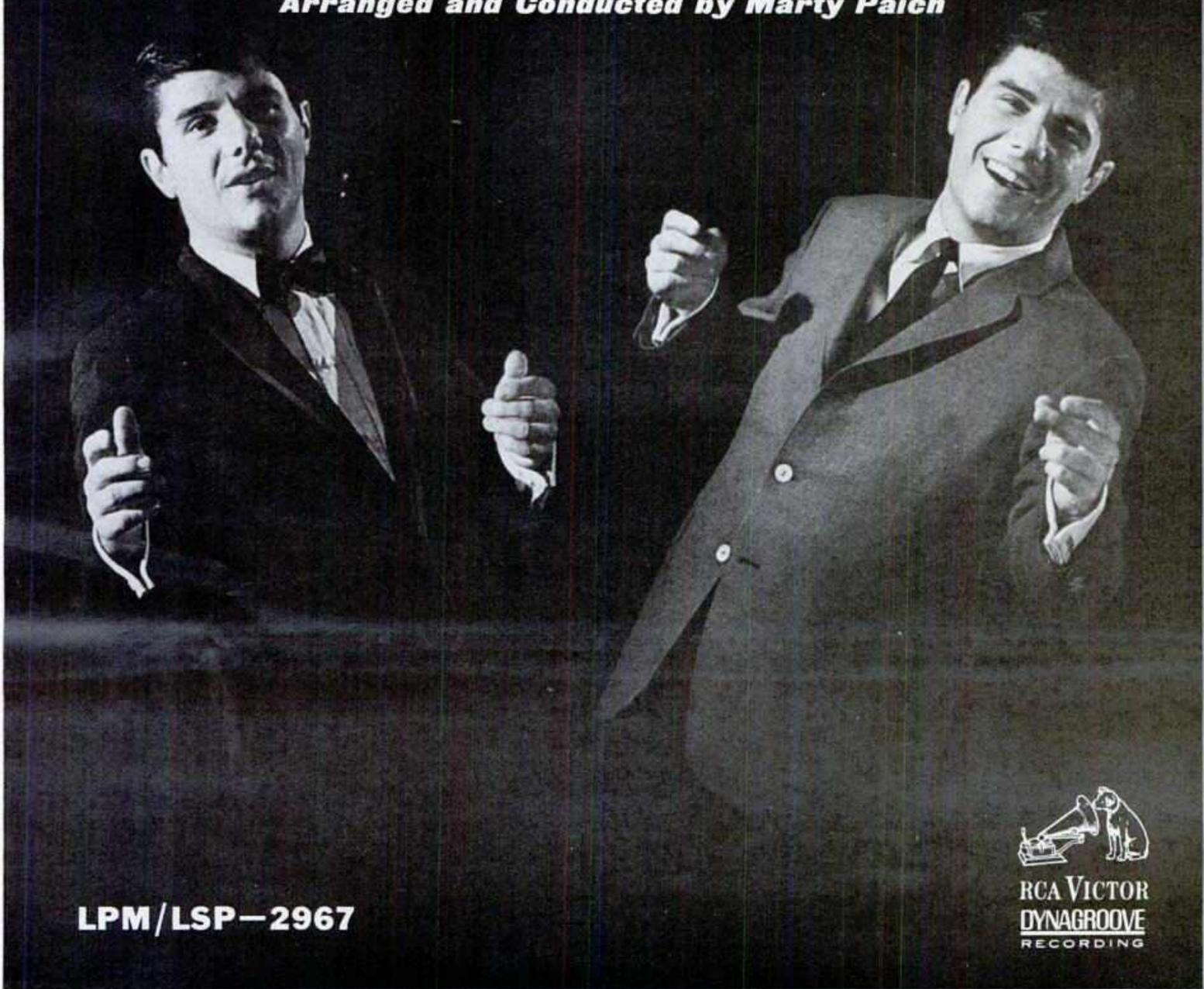
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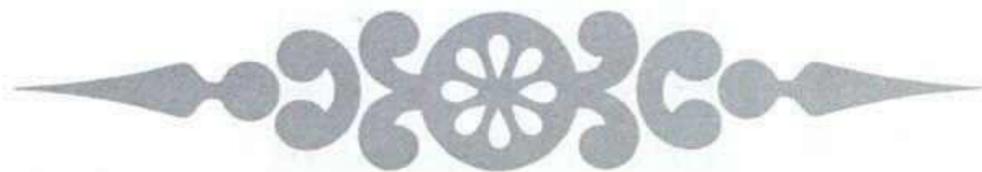
Arranged and Conducted by Marty Paich



LPM/LSP-2967



FRANKIE RANDALL



The first album by a dynamic new singer!



The most trusted name in sound

COUNTRY MUSIC

Starday in Trade Stamp Promotion

• Continued from page 3

dlers and the Big Train Express by various artists.

Phase 2, starting February 15, offers an additional six albums in the regular line: These include an album of prison songs and packages featuring such stars as Dottie West, Jonie Mosby, Patsy Cline, Sue Thompson, Margie Singleton, Betty Amos, Rose Maddox and others. Also included are albums by Joe Maphis, George Jones, the Lewis Family, Cowboy Copas, Carl Story, the Stanley Brothers, Arthur (Guitar Boogie) Smith, the Willis Brothers and others.

Don Pierce, Starday president, stated that the use of trading stamps directed to the consumer with the purchase of an album is a first for the record industry. Pierce stated the program is being backed by

Agencies Set Talent Dates

NASHVILLE — Heralding what promises to be a banner year for c&w artists, several Music City talent agencies last week announced talent bookings for upcoming weeks.

The Denny-Moeller Agency is sending artists across the sea, with Johnny and Kitty Wells set for shows in Germany, Italy and France this month, and with Justin Tubb booked for dates in Germany. The agency also has Faron Young and Carl and Pearl Butler booked in several shows in California this week.

The Wil-Helm Agency has Loretta Lynn, the Wilburn Brothers, Harold Morrison, Don Helms, the Osborn Brothers and Ernest Tubb in North Carolina and Indiana this month for several shows. Miss Lynn is also set for a show with T. Tommy Cutler in Jackson, Miss., Jan. 23.

North Carolina will get another group of top country music stars when artists from the Hubert Long stable visit Durham and Charlotte. Among those slated for showings in those cities this month are the Carters, Del Reeves, Flatt and Scruggs, Billy Walker, Cousin Jake, Uncle Josh, Stonewall Jackson, Bill Anderson, Ruby Wright, Ray Pillow and Jim and Jesse.

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 Warsaw, 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 after five months' residence and plan to settle in Nashville. York concluded a week stand at the Nicabox Club here last week. The Browns, another country music turn, open at the same club Jan. 20 for a week's engagement.

national advertising and promotion and point of sale merchandising, plus a special incentive sales plan.

The dealer incentive plan is a 15 per cent discount on over 200 Starday regular line albums, including the new re-

leases during the period. A 5 per cent discount is given to dealers on the special Starday and Nashville Economy series. Chellman stated that Starday is offering commensurate discounts to distributors to offset the dealer discounts.

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.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/16/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	ONCE A DAY Connie Smith, RCA Victor 8416	17	26	31	WHEN IT'S OVER Carl Smith, Columbia 43124	6
2	2	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	10	27	28	MULTIPLY THE HEARTACHES George Jones & Melba Montgomery, United Artists 784	6
3	3	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	10	28	25	LONELY GIRL Carl Smith, Columbia 43124	14
4	4	THE RACE IS ON George Jones, United Artists 751	17	29	30	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	19
5	5	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	15	30	27	LESS AND LESS Charlie Louvin, Capitol 5296	6
6	7	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	8	31	32	WHAT I NEED MOST Hugh X. Lewis, Kapp 622	4
7	6	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	11	32	26	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	20
8	9	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	11	33	33	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	8
9	8	I DON'T CARE Buck Owens, Capitol 5240	21	34	37	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	6
10	10	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	7	35	29	HE CALLED ME BABY Patsy Cline, Decca 31671	12
11	12	THREE A. M. Bill Anderson, Decca 31681	10	36	34	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	9
12	14	ONE OF THESE DAYS Marty Robbins, Columbia 43134	12	37	40	(My Friends Are Gonna Be) STRANGERS Merle Haggard, Tally 179	3
13	13	THE LUMBERJACK Hal Willis, Sims 207	12	38	43	DON'T GIVE UP THE SHIP Johnny Wright, Decca 31679	3
14	15	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	11	39	45	BETTER TIMES A-COMING Jim & Jesse & the Virginia Boys, Epic 9729	5
15	11	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	15	40	35	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	16
16	16	ODE TO THE LITTLE BROWN SHACK Billy Edd Wheeler, Kapp 617	8	41	42	ANNE OF A THOUSAND DAYS Leroy Van Dyke, Mercury 72360	2
17	17	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	8	42	44	PASS THE BOOZE Ernest Tubb, Decca 31706	4
18	18	GO CAT GO Norma Jean, RCA Victor 8433	15	43	41	ANOTHER WOMAN'S MAN—ANOTHER MAN'S WOMAN Margie Singleton & Faron Young, Mercury 72312	7
19	19	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	10	44	—	(From Now On All My Friends Are Gonna Be) STRANGERS Roy Drusky, Mercury 72376	1
20	20	DO-WACKA-DO Roger Miller, Smash 1947	6	45	48	A THING CALLED SADNESS Ray Price, Columbia 43162	2
21	38	I'LL REPOSSESS MY HEART Kitty Wells, Decca 31705	4	46	—	DJ WHAT YOU DO DO WELL Ned Miller, Fabor 137	1
22	21	RINGO Lorne Greene, RCA Victor 8444	7	47	47	ENDLESS SLEEP Hank Williams Jr., MGM 13278	4
23	23	MAD Dave Dudley, Mercury 72308	15	48	—	WHAT MAKES A MAN WONDER? Jan Howard, Decca 31701	1
24	24	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	7	49	50	A TEAR DROPPED BY Jean Shepard, Capitol 5304	2
25	22	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	22	50	—	GATOR HOLLOW Lefty Frizzell, Columbia 43169	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	8	10	9	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	20
2	2	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	20	11	10	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	17
3	3	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	24	12	12	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	8
4	4	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	28	13	13	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	19
5	5	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	20	14	14	COUNTRY MUSIC TIME Kitty Wells, Decca DL 4554 (M); DL 74554 (S)	8
6	6	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	10	15	15	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	14
7	8	HAVE I TOLD YOU LATELY THAT I LOVE YOU Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	5	16	17	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	13
8	11	THE FABULOUS SOUND OF FLATT & SCRUGGS Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	3	17	20	THE PICK OF THE COUNTRY Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	2
9	7	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	16	18	18	FAITHFULLY YOURS Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	4
				19	19	THANK YOU FOR CALLING Billy Walker, Columbia CL 2206 (M); CS 9006 (S)	3
				20	16	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	24



"DO WHAT YOU DO DO WELL"

By

Ned Miller

On Fabor #137

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YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES—

5 Years Ago
January 18, 1960

1. El Paso, Marty Robbins, Columbia
2. Same Old Me, Ray Price, Columbia
3. He'll Have to Go, Jim Reeves, RCA Victor
4. There's a Big Wheel, Wilma Lee & Stony Cooper, Hickory
5. Amigo's Guitar, Kitty Wells, Decca
6. Country Girl, Faron Young, Capitol
7. Riverboat, Faron Young, Capitol
8. Scarlet Ribbons, Browns, RCA Victor
9. No Love Have I, Webb Pierce, Decca
10. Under Your Spell Again, Buck Owens, Capitol

COUNTRY SINGLES—

10 Years Ago
January 15, 1955

1. Loose Talk, Carl Smith, Columbia
2. More and More, Webb Pierce, Decca
3. Let Me Go, Lover, Hank Snow, RCA Victor
4. If You Ain't Lovin', Faron Young, Capitol
5. This Ole House, Stuart Hamblen, RCA Victor
6. I Don't Hurt Anymore, Hank Snow, RCA Victor
7. One By One, Kitty Wells & Red Foley, Decca
8. This Is the Thanks I Get, Eddy Arnold, RCA Victor
9. Hearts of Stone, Red Foley, Decca
10. New Green Light, Hank Thompson, Capitol

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 Jimmy Dean TV-er on the ABC network Thursday (14) to drum-beat his new Capitol release, "When the Wind Blows in Chicago." Roy has just concluded a stand at the Tideland, Houston, and is slated to return there for another date in the spring. . . . Ramlin' Lou, veteran deejay and promoter in the Niagara Falls sector for many years and now whirling the country wax on WWOL, Buffalo, has his first show of 1965 set for the State Theater, Niagara Falls, N. Y., Jan. 24, highlighting Buck Owens and band. Buck pulled SRO business for Lou at the same spot last September. Lou will use his own band, the Twin Pine Mountaineers, on the same show with Owens. On May 1, Ramlin' Lou will again make a guest shot on WWVA's "Jamboree," Wheeling, W. Va., on which occasion he will again bring two bus loads of his listeners along with him.

George A. Crump, president of WCMS, Norfolk, Va., reports that the station's recent country music show pulled more than 6,000 paid to Norfolk's Municipal Auditorium. Headliners were Stonewall Jackson, Hank Snow and His Rainbow Ranch Boys, Carl and Pearl Butler, Charlie Wiggs, George Jones and the Jones Boys, the Four C's, Melba Montgomery and Cliff Armstrong. Emcee chores were handled by Sheriff Tex Davis, Hopalong Joe Hoppel, Carolina Charlie Wiggs, Travelin' Jesse Travers, Wild Bill Karrol and Lean Gene Lester. WCMS's next "Opry" show is scheduled for the third week in February.

Barbara Allen, who will head her own folk 'n' country show in 1965, featuring Jeff Simmons and the Seminoles, has already been set for the Reinholds, Pa., Fire Celebration June 12, 1965. Miss Allen will be featured at State fair managers' meetings in West Virginia, North Carolina, Virginia, Pennsylvania and New York during January. Bookings were ar-



BILL HUDSON chats with Decca artist Bill Anderson (right) as they take a break from the taping of a segment for Hudson's c&w radio series, "Country Music Reports," now heard on radio stations in this country and Canada.

ranged through her manager, Jim Gemmill, Richmond, Va. . . . Johnny and Jonie Mosby, Columbia Records artists, have announced their affiliation with the Bob Neal Agency, Nashville. . . . Slim Anderson, currently appearing nightly at the Neptune Lounge, Charleston, S. C., has a new release on the Nashville label—"Tavern Town" b.w. "Let's Walk the Line."

August C. Thomas, general manager of WTID Radio, Newport News, Va., passes the word that country music artists can come in for some valuable publicity by communicating with H. Reed, who writes a weekly column for The Newport News Daily Press. Reed's column, Spins and Needles, has a circulation of over 89,000, and Reed reviews all country records sent to him, according to Thomas. Reed would also like to receive artist biogs, Thomas says. . . . John Lair's "Renfro Valley Barn Dance" at Renfro Valley, Ky., is featuring a pair of topnotch comedians in Pete Stamper, formerly of "Ozark Jubilee," and O' Joe Clark. Pete is making personals around the Kentucky and Indiana sector, and Joe recently concluded a string of bookings in the East. Another "Renfro" regular, Red Brigham, is doing 10 hours of record spinning a week on WRVK, Renfro Valley, and says he can use records from the artists and diskeries.

Rudy Thacker, Del-Ray Records artist and writer for Vokes Music Publishing Company, is in Lake County Memorial Hospital, 36000 Euclid Avenue, Willoughby, Ohio, for a major operation. Friends are urged to drop him a cherry note. . . . Dan McKinnon, general manager of KSON, country music station with headquarters at Highway 94 and College Avenue, San Diego, Calif., says he is attempting to set up a display of autographed photos of country music artists in the station's large picture-window studio. He would appreciate receiving 8 by 10 photos, appropriately autographed. . . . Tex Clark, manager of Brite Star Records, of Cleveland and Newbury, Ohio, is due back on the job this week after undergoing surgery recently at St. Luke's Hospital, Cleveland.

Station WCNW-AM, Hamilton-Fairfield, Ohio, went full-time country music effective Jan. 1, with Mary Hald in the music director slot. WCNW also has a new power rating of 29,000 watts. . . . Judy Lynn will be one of the top features at the Southwestern Exposition & Rodeo, Fort Worth, Jan. 29-Feb. 7, and the San Antonio Livestock Exposition & Rodeo Feb. 12-21. . . . Barbara Allen, now working under the personal management of Jim Gemmill, Richmond, Va., will serve as hostess for the Cooke & Rose Theatrical Enterprises and entertain with her own show at fair managers' meetings in Durham, N. C., Jan. 15; Richmond, Va., 16; Harrisburg, Pa., 21, and Greensburg, Pa., 30. Miss Allen will tour this season with her own folk 'n' country show from the "New Dominion Barn Dance," Richmond, Va.



DON SNYDER (left), of Centralia, Wash., is congratulated by Billboard's Bill Sachs on his winning the recent Country Music Record Club of America contest sponsored by Starday Records. Looking on is the club's secretary Cindy Lou. The contest covered the U. S. and Canada, with the prize for the winner an all-expense-paid trip to Nashville for two. Snyder's long-time friend, Wes Quimby, accompanied him on the week-long jaunt to Music City and the "Grand Ole Opry."

Warrens Sever Long Association

LINDEN, N. J.—The Warren Brothers, Shorty and Smokey, have split up after 27 years association in the country music field, including personals, records, radio and TV. Shorty has disposed of his interest in the Copa Club, c&w nitery in Secaucus, N. J. Smokey will continue at the nitery as band leader and manager.

Shorty and his family are moving to North Hollywood, Calif., where he will manage his daughter Barbara, who is associated with the dramatic end of show business.

Smokey will continue to promote and produce country music shows and acts and work personals as a single. His "Country Music Revue" is scheduled to leave Feb. 1 for a six-week trek through Newfoundland and Labrador. The Smokey Warren unit comprises Dottie Mae, Chet Tyler, Harvey Reynolds, Jimmie Reinhardt, Sonny Campbell and the Toothless Twins.

K. Arnold Album Kicks Off Well

NASHVILLE — Initial response to the "Kay Arnold Sings Eddy Arnold" album has been excellent, according to Gary Walker, of the Painted Desert Music office here.

The album features guitar work by Little Roy Wiggins and attempts to recapture the original sound of the late 1950's Eddy Arnold recordings.

Included in the deck are "Bouquet of Roses," "I'll Walk Alone," "I'll Hold You in My Heart," "To My Sorrow," "Many Tears Ago," "You Know How Talk Gets Around," "Chained to a Memory" and "Echo of Your Footsteps." Miss Arnold also includes four originals, "Break Out," "Not Worth Crying For," "Three Letters" and "The Flower."

Hank Thompson On Long Trek

LOS ANGELES — Hank Thompson and His Brazos Valley Boys last week embarked on an extended tour of one-nighters that will carry them through Oklahoma, Texas, New Mexico, Arizona and California through January.

The California dates will be worked for Charlie Williams and Stew Carnell of the Universal Talent office. While on the Coast, Hank and the band are also set to appear on the Cliffie-Stone-produced "Melody Ranch."

NOVEL PROMO ON MACK DISK

HENDERSON, N. C. — A Henderson woman, Mrs. Laverne Bernard, turned in the record promotion stunt of the year here recently and has been rewarded with a savings bond, courtesy of Station WIZS, Henderson. Mrs. Bernard, a legal secretary, spent Dec. 26 in a local cafe, complete with gown, paper napkins and toothpicks, to promote the Decca release of Warner Mack's "Sittin' in an All-Nite Cafe." Customers who entered during the night were rewarded with complimentary copies of the record and many had their "many cups of coffee" served by the begowned beauty. WIZS, which makes the award monthly for the best record promotion dreamed up by a listener, termed it "the most successful promotion of the year."

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ON NUGGET

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. However, few 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 member songwriters and publishers in seeing to it they receive compensation for the use of their creative efforts. The efforts of the performing rights organizations have done much to keep the world supplied with music of all types. Today, although many broadcasters sharply disagree as to the fee they are charged for the service, ASCAP, BMI and SESAC are helping provide more than 83 per cent of the total programming on the nation's 4,000-plus radio stations.

Founded in 1931, by its president, Paul Heinecke, veteran music publisher, the firm licenses the performance, mechanical and synchronization rights to music within their catalog to the entire entertainment industry—radio and TV stations, theaters, hotels, night clubs, record companies, motion picture producers, advertising agencies, etc.

SESAC is the second oldest music rights organization. In the earliest days of its existence, the bulk of the publishers represented by the firm were primarily European in origin. Because of this, the name "Society of European Stage Authors and Composers," S.E.S.A.C., came into being. The repertory so rapidly expanded, however, to include numerous American publishing firms, that it soon outgrew its initials and the one-word name SESAC, Inc., was adopted. The firm currently represents more than 300 publishers' catalogs, the overwhelming majority of which are American.

Radio-TV Licensing

SESAC is a burgeoning organization, expanding its activities in virtually every area where music is used. Performance licenses are in effect with approximately 98 per cent of all the radio stations and 96 per cent of all the television stations in the United States.

Serving its affiliates, as well as its licensees, is certainly no routine, uncomplicated task. Helping to see that everybody's interests are served is the Station Relations Department headed by W. F. (Jim) Myers. The Depart-

ment's staff experience adds up to more than 90 years. Myers, a SESAC executive for 17 years, is backed by eight traveling field men who handle sales, licensing and public relations. M. K. (Vic) Vickrey, whose tenure with the company exceeds Jim's by one year, is an Alabamian who covers his home State plus Louisiana, Mississippi, Georgia and North Florida. Glenn Ramsey, with 13 years behind him, handles Virginia, North and South Carolina and Southern Florida. Another 13-year veteran is Harold Fitzgerald, whose responsibility is Ohio, Indiana, Illinois, Wisconsin and Hawaii. Earl Brewer, nine years with the company, rides herd on Texas, Oklahoma, Kansas and New Mexico. Six-year veteran Ed Cooney, a former radio man from Montana, travels Minnesota, North and South Dakota, Nebraska, Iowa and Missouri. Another ex-radio man, Earl Pollock, nine years with SESAC, checks California, Nevada, Utah and Arizona, West Virginia, Kentucky, Tennessee, Arkansas are reached by another former radio man, Frank Watkins, now in his seventh year with the firm.

Constantly on the lookout for topnotch men with broadcasting experience, SESAC was successful 18 months ago in wooing Ray Van Hooser away from his own station and the Oklahoma Broadcasters Association to represent the firm in Washington, Oregon, Montana, Wyoming and Northern California.

For the past 13 years Sid Guber has been working with broadcasters in the Middle Atlantic States, New England, Maryland and New York. Guber was named sales manager for SESAC six months ago and the company will be placing a new man into the vital area.

Despite the myriad of duties to be performed in SESAC's ultramodern offices at 10 Columbus Circle in Manhattan, either Myers, Guber or SESAC Vice-President Alice Heinecke Prager, plus the field staff, are on hand at every regional, State and national meeting in which broadcasters are involved.

"It is impossible to administer to the needs of our organization's members and the radio station people from a leather chair in New York," said Guber. "Personal contact and an awareness of broadcasters' everyday operating problems have been the key to our many services designed to specifically aid radio people in day-to-day programming."

"At least every station is visited once per year, twice a year,

when possible," said Myers. "We never take anybody for granted."

SESAC Hospitality

One of the highlights of the past two National Association of Broadcasters Annual Conventions has been the SESAC Celebrity Suite. At times, more broadcasters were jam-packed into the suite than attended many of the official sessions. The reasons were evident. SESAC offered continuous entertainment (and refreshment) from such topflight performers as Duke Ellington, Hildegard, Woody Herman, Billy Taylor, Margie Singleton, Ernest Tubbs, Bill Snyder, to name only a few.

The company last year set up a recording studio at the convention for the convenience of broadcasters who wished to interview celebrities and government officials for their stations back home. More than 3,000 station breaks were recorded by the SESAC artists.

The results of effective working personal relationships with the broadcast fraternity are the SESAC services to radio, designed specifically to help them meet the sticky problem of pro-



SESAC STATION relations director, W. F. Myers (left), and sales manager, Sidney Guber, check current file of firm's specialized recordings.

gramming a station a minimum of 10 hours a day, seven days a week.

SESAC recordings LP Program Service, for air use only, offers the programmer LP's in 12 different musical categories and are sold outright at moderate cost. A few of the categories included are mood, dance and big bands, country and western, religious, holiday and military band. The artists featured on the recordings are the top names from nearly every major record label who are free to make such recordings because they are not sold to the consumer.

Constant experimentation as well as an educated ear to the broadcaster's needs lead to "Just a Minute," one-minute instrumentals recorded specifically to help solve a programmer's most heady problem—time. Deejays who have had to suffer through cueing in and back timing a record in order to get off in time consider the series the best thing next to the invention of the tape cartridge.

Another serious problem was solved for many a broadcaster (and I must admit that they personally pulled me out of a programming bind on several important occasions) with the introduction in 1958 of "Drummers"—musical production aids, station promotions, themes, fanfares, time, weather, news and sports intros and sales starters.

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER



THE EFFORTS of the various departments are co-ordinated in weekly meetings of department heads. Left to right: Bob Thompson, director of public relations; Norman Odium, Co-ordinator of Mechanical Licensing and Copyright Indexing; W. F. Myers, director of station relations; Albert F. Ciancimino, general counsel, and Sidney Guber, sales director.

Sometimes called the Sears, Roebuck of the programming aids, the SESAC "Drummers" enabled hundreds of stations to achieve a distinctive sound and improve their programming and sales, all at a cost that has not been topped by anyone serving the industry. The "Drummers" are "open end" and "insert calls" type, but the voices, instrumentations and lyrics, as well as the technical sound have always been among the best. Customized, the entire series would be financially unattainable for most broadcasters.

During my tenure at KYW, Cleveland, and WJAS in Pittsburgh, many a sale was made locally by creating a "custom-made" spot for a client using a "sales starter" cut from one of the SESAC LP's.

"The 'Drummers' are exclusive, one station per market," explained Guber. "Presently they are being used in 900 markets."

'Pacemakers' Series

"Our latest production package is the 'Pacemakers' series, music geared to the time of day. This first package, 'Music for the Morning Man,' has been purchased in over 350 markets. Our next series will be unveiled at the NAB Convention in Washington next March," explained Guber.

Additional program material is offered to radio stations gratis by SESAC in the form of "repertory recordings." The promotional 45's which contain samples from the SESAC Recordings LP's also help build a station's record library. The firm has released more than 90 "repertory recordings."

In an effort to keep broadcasters informed as to SESAC and other broadcasting activities, "SESAC Music," a 16 to 27-page magazine with a circulation of over 17,000 is published five times each year. Edited by Charles Scully, it is mailed to all radio-TV stations and allied industries here and abroad and carries features on stations, deejays, programming and the latest additions to and deletions from the repertory.

Also of interest to broadcasters is the Public Service Department. The expanding use of SESAC music on practically all record labels is due in large measure to this department—a unique function among licensing organizations. SESAC executives meet regularly to determine whether to supplement regular record company promotional activities on SESAC compositions

with an extra push. The department also decides what material should be submitted to a&r men and recording artists at the various labels.

SESAC found its long activity in the gospel and religious music fields a natural entree to the country music area. Last January the company opened an office in Nashville which is manned by Mercury recording artist Roy Drusky and two other staffers.

"We hope to do bigger things from this office as time goes on," said Sal Candilora, office administrator. "This effort is meshing neatly with our gospel, folk and religious publishers already in the area."

SESAC tunes have been represented frequently this past year on the country music chart.

Special Divisions

Among the newer departments of the organization is the Special Projects Division which works with advertising agencies, commercial producers and commercial and industrial film producers in providing background and bridge music.

Another is the rapidly expanding foreign music field overseered for SESAC by its general counsel, Albert F. Ciancimino. Until 1961, SESAC was represented by MCPS in Europe and in Asia by D. Davis. Today SESAC has direct agreements with 24 overseas performance and/or mechanical rights organizations which include SACEM, France; GEMA, Germany; PRS, England; SADAIC, Argentina; JASRAC, Japan; SIAE, Italy; STIM, Sweden; KODA, Denmark; AKM, Austria; TONO, Norway.

Ciancimino works to interest foreign recording companies in SESAC material and lease arrangements for company master tapes as a service to the firm's publisher members. In addition, they enter into subpublishing agreements with foreign music firms on a per-song basis working on a guarantee cover record or advance basis so that no accepted tune is "sat on." Another important phase of the foreign department is establishing background music services overseas.

Constantly striving to better the music and broadcasting industries, SESAC last month announced the establishment of a series of informal evening meetings for the purpose of bringing together leading executives from major record companies, trade press, advertising agencies, mu-

(Continued on page 39)



SESAC'S MODERN OFFICES at 10 Columbus Circle, New York, contain a constantly up-dated file system on all music works represented by the music licensing organization.



By GIL FAGGEN

Rust Records' Randy and the Rainbows wowed the crowd at

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"BLIND MAN"**

DUKE 386

— AND —

**LEE LAMONT'S
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Kingston, N. Y., to the tune of \$1,600 profit for the Ulster County Cerebral Palsy effort. Through special arrangements with the Kingston Air Force recruiter, S-Sgt. Bob Milling (center, with light sports jacket) and WKNY deejay Joe Shuler, the group performed their latest recording "Little Star" for the 1,750 teen-agers that turned out during the season's worst snow-storm.

Perry Cooper, 18-year-old production man on the Murray the K show, WINS (New York), is doing his own air trick for one hour each day on WNJH (Hammonton, N. J.) plus four hours on Saturday and Sunday.

John Krance, WPAT (New York) music director, was guest conductor of the Northshore Concert Band at the Annual Mid-West Band Clinic held in Chicago recently.

I understand that WHLL

(Wheeling) DJ Guy Newman has learned all of the words to "The Name Game" by Shirley Ellis. Guy sings along with the Congress record while its being aired.

KLIF (Dallas) airmen Jack Rabbit, Irv Harrigan, Charlie Brown and Johnny Dark were on hand at the appearance in Dallas of the Dave Clark Five which was promoted by the station and the Dallas Theater League.

SEGUE

Morton (Doc) Downey Jr., one of radio's most peripatetic deejays, joins WFUN (Miami)



from WCPO (Cincinnati). Downey during the past two years has done air stints on KDUL (Kansas City), WPOP (Hartford), KRIZ (Phoenix) and KDEO (San Diego). Gary Allyn, music director-DJ at KONO (San Antonio) moves in 3-7 slot at WCPO and music director's chair.

Shift changes at WKNR (Detroit) places Gary Steves in 3-7 p.m. slot; Bob Green, 7-10 p.m.; Bill Phillips, 10 p.m.-1 a.m. and Paul Cannon, former WKMH DJ, in all-night slot. Stevens is slated for his own one-hour across-the-board TV dance show beginning Jan. 18. The station's Robbin Seymour is already a TV veteran with a Saturday dance party on CKLW-TV.

Birmingham radio team of Layton and Charles are in business for themselves effective today with WAQY. The boys have put in a plea for singles and

YESTERYEAR'S HITS

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

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, Toni Fisher, Signet
5. Way Down Yonder in New Orleans, Freddy Cannon, Swan
6. Go, Jimmy Go, Jimmy Clanton, Ace
7. Teen Angel, Mark Dinning, MGM
8. The Village of St. Bernadette, Andy Williams, Cadence
9. Pretty Blue Eyes, Steve Lawrence, ABC Paramount
10. Among My Souvenirs, Connie Francis, MGM

POP SINGLES—10 Years Ago January 15, 1955

1. Mr. Sandman, Chordettes, Cadence
2. Let Me Go, Lover, John Weber, Columbia
3. Naughty Lady of Shady Lane, Ames Brothers, RCA Victor
4. Hearts of Stone, Fontane Sisters, Dot
5. Teach Me Tonight, DeCastro Sisters, Abbott
6. This Ole House, Rosemary Clooney, Columbia
7. Count Your Blessings, Eddie Fisher, RCA Victor
8. Let Me Go, Lover, Theresa Brewer, Coral
9. I Need You Now, Eddie Fisher, RCA Victor
10. Make Yourself Comfortable, Sarah Vaughan, Mercury

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

1. Smokie (Part II), Bill Black Combo, Hi
2. You Got What It Takes, Marv Johnson, United Artists
3. Talk That Talk, Jackie Wilson, Brunswick
4. I'll Take Care of You, Bobby (Blue) Bland, Duke
5. Come Into My Heart, Lloyd Price, ABC Paramount
6. Why, Frankie Avalon, Chancellor
7. Running Bear, Johnny Preston, Mercury
8. The Clouds, Spacemen, Alton
9. Uh! Oh! (Part II), Nutty Squirrels, Hanover
10. How About That, Dee Clark, Abner

POP LP's—5 Years Ago January 18, 1960

1. Here We Go Again, Kingston Trio, Capitol
2. Heavenly, Johnny Mathis, Columbia
3. Sound of Music, Original Cast, Columbia
4. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
5. Inside Shelley Berman, Verve
6. Fabulous Fabian, Chancellor
7. Outside Shelley Berman, Verve
8. Let's All Sing With the Chipmunks, Liberty
9. The Lord's Prayer, Mormon Tabernacle Choir, Columbia
10. Kingston Trio at Large, Capitol

albums for their station at 2700 Bessemer Road.

Allan Hotlen, music director for WRCV (NBC, Philadelphia), named music director for Metro-media's WIP, same city, replacing Gertrude Katzman. Bob Connors, DJ at WEEP (Pitts-

burgh), exits the station to join WTVN (Columbus, Ohio).

Glenn Bell, program director of KIMN, Denver's top-rated pop music station for the past seven years, has departed to accept the programming helm of *(Continued on page 39)*

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.

RADIO RESPONSE RATING

NEWARK SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WABC (NYC)	47%
2.	WMCA (NYC)	37%
3.	WINS (NYC)	16%
★ POP LP's		
1.	WNEW (NYC)	38%
2.	WJZR	35%
3.	WVNJ	19%
Others (WCBS, (NYC) WHN, (NYC) WOR, (NYC)) 8%		
★ R&B		
1.	WNJR	79%
2.	WWRL (NYC)	16%
3.	WADO (NYC)	5%
★ CONSERVATIVE		
1.	WPAT	100%
★ CLASSICAL		
1.	WQXR-AM-FM (NYC)	43%
2.	WVNJ-AM-FM	33%
Others (WPAT-AM-FM WDOA-FM (Dover, N. J.) WRLB-FM (Long Branch, N. J.)) 24%		

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

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrument music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

NEWARK, NEW JERSEY AREA: 30th Radio Market (Metro area including NYC). 3 AM; 3 PM: 1 Pop Standard, 2 Standard, 1 Rhythm & Blues, 1 Religious, 1 Foreign Language.

(For Station Format of stations: WABC; WCBS; WHN; WINS; WMCA; WNEW; WOR; WPAT; WQXR; WWRL; WADO, & WEVD—see NYC Radio Response Rating feature—Billboard, 8-22-64 issue)

WFME-FM: ERP 20,000 watts. FM outlet for WJZR. Music format: Religious. Gen. mgr. and address same as WJZR.

WHBI-FM: ERP 6,000 watts. Independent. Music format: Foreign Language (Italian, Spanish, German, Chinese, Turkish, Portuguese, Bulgarian). Special programming includes: "Voice of Chinatown" 5-6 p.m., M-F. "Community Corner" interview and discussion

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Bruce Morrow	WABC	33%
2.	Murray Kaufman	WINS	27%
3.	B. Mitchell Reed (Tie)	WMCA	20%
3.	Scott Muni (Tie)	WABC	20%
BY TIME SLOT			
Morning Herb Oscar Anderson, WABC			
Mid-Morning Jack Lacy, WINS			
Early Afternoon Jack Spector, WMCA			
Traffic Man Dan Ingram, WABC			
Early Evening (Tie) 1. B. Mitchell Reed, WMCA			
2. Murray Kaufman, WINS			
3. Scott Muni, WABC			
(Close 2d)			
Late Evening Bruce Morrow, WABC			
★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN			
(Most Co-Operative in Exposing New Records)			
Norm Roslin, WJZR Music Director			
Bob Leonard, WNJR Program Director			
★ TOP TV BANDSTAND SHOW			
(Exposing Artists & Records)			
Clay Cole Show, WPIX-TV (Sat. 6:30-7:30 p.m.)			
★ POP LP's			
1.	William B. Williams	WNEW	31%
2.	Bob Brown	WJZR	29%
3.	Lee Arnold	WJZR	11%
4.	Ed Neilson	WJZR	8%
5.	Les Davis	WJZR	6%
Others (Ted Brown, WNEW; Bob Landers, WNEW; Klavan & Finch, WNEW; John Gambling, WOR; Wally King, WNEW) 15%			
BY TIME SLOT			
Morning (Tie) 1. Paul Brenner, WJZR			
2. Klavan & Finch, WNEW			
Mid-Morning 1. William B. Williams, WNEW			
2. Lee Arnold, WJZR			
Early Afternoon Ed Neilson, WJZR			
Late Afternoon Bob Brown, WJZR			
Early Evening Les Davis, WJZR			
Late Evening Gene Stuart, WJZR			
★ R&B			
1.	George Hudson (Tie)	WNJR	23%
1.	Herman Amis (Tie)	WNJR	23%
3.	Danny Stiles	WNJR	18%
4.	Clint Miller	WNJR	16%
5.	Hal Jackson	WNJR	12%
Others (Jocko Henderson, WWRL; Mark Allen, WNJR; Charlie Green, WNJR) 8%			
★ JAZZ			
1.	Sym. Sid	WADO	39%
2.	Mort Fega	WEVD	33%
3.	Charlie Green	WNJR	14%
4.	Bob Brown	WJZR	12%
5.	Billy Taylor	WLIB	2%
★ FOLK			
1.	Jerry White	WJZR	100%

show in Italian, 6-6:30 p.m., M-F. "Roving Reporter" with Barbara Buchanan, 6:45-7 p.m., Wed. "Italian-American Hit Parade" 1-2 p.m., M-Sat. Complete racing results 6:30-6:45 p.m., M-Sat. Italian soccer results 6:30-6:45 p.m., M-Sat. 15-min. news on the hour. Gen. mgr., William A. Masl. Prog. dir., Jack Bilby. Send one copy each of 45's and LP's to Ass't. pro. dir., Sandra Davis, 1180 Raymond Blvd.

WJZR: 5,000-watts. A Communication Industries Corp. Station. Music format: Pop-Standard. Editorializes occasionally. Special programming includes: Rutgers University football in season. "Lone Ranger," 5:05-5:30 p.m., "The Shadow" 5:30-6 p.m., "Green Hornet" 6-6:30 p.m., "Danger With Grainger" 6:30-7 p.m., "Peril" 7-7:30 p.m., "Radio Novels" 7:30-8 p.m., "BBC Theater" 8-9 p.m., Sundays. Bob Leeder is director of 15-man news dept. 10-min. news on the hour and half hour during

SEGUE

• Continued from page 38

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

Phil McLean, free-lance announcer and formerly WNEW (New York) staffer, joins WFAS



White Plains, N. Y.) for 4-7 p.m. daily show. WFAS, recently purchased by Cleveland radio men Norman Wain, 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.-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 Katzman, WIP music director, as WNEW music director replacing station veteran Al Trilling, who has retired.

The SESAC Story

• Continued from page 37

sic 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 over-all picture. By bringing together people in all facets of the music business to talk of industry-wide practices, problems and hopes for the future, we can reach a mutually beneficial point of view."

drive time 6-9 a.m. and 4-7 p.m. At other times news on the hour and headlines on the half hour. 1 fully equipped mobile unit, 3 radio-equipped units and 1 mobile studio. Pres. and gen. mgr., Emanuel Lazar, Music dir., Norman Roslin. Send 5 copies of new 45's and 3 copies of new LP's to Norman Roslin, 32 Green St.

WNJR: 5,000 watts. A Rollins Group Station. Negro-oriented programming. Music format: Rhythm & Blues. Special programming includes: "Urban League Presents" 5:30-5:45 p.m., Sunday. "Essex County CORE" 11:15-11:30 a.m., Sat. "Newark Board of Education" 6:35-6:50 p.m., Sat. All are interview and discussion shows. "Jocko Maxwell Sports" 6:50-7 p.m., M-Sat. Gen. mgr., Leonard Mirelson. Send 3 copies each of 45's and LP's to prog. dir., Bob Leonard, Box 1258.

WVNJ: 5,000 watts. Independent. Music format: Standard. Editorializes occasionally. Special programming includes: Princeton University football in season and "The Drew Pearson Show" 6-6:15 p.m., Sunday. 5-man news dept. with 5-min. news on the hour. Every half hour during drive time. Subscribers of U.P.I. Audio news. Gen. mgr., Irvon B. Newman. Prog. dir., Stephen Van Gluck. Send 1 copy of new LP's to Music dir., Don Cope, 786 Broad St.

WVNJ-FM: Simulcast with WVNJ.

JUST RELEASED— ANOTHER A-OkéH HIT!



The Vibrations 'KEEP ON KEEPING ON' 4-7212

CURRENT BEST-SELLING POP & R&B SINGLES



Major Lance 'SOMETIMES I WONDER' 4-7209



Billy Butler and the Chanters 'NEVERTHELESS' 4-7207



SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

Singles With Top 50 Chart Potential Suitable for Most Radio Station Formats.

LORNE GREEN—THE MAN (Greene, BMI) (2:49)—Mellow country-flavored ballad with religious overtones. Complete change of material from "Ringo." Side penned by Merle Kilgore. Flip: "Pop Goes the Hammer" (E.P.I., ASCAP) (2:34).
RCA Victor 8490

BOBBY DARIN—HELLO, DOLLY! (Morris, ASCAP) (3:12)—**GOODBYE CHARLIE** (Miller, ASCAP) (2:23)—Dolly ain't down yet! Darin's at his swayingest. Rousing Dick Wess big band arrangement helps him move along in great "Mack the Knife" style. Flip is another fine tune, well arranged and hipply belted.
Capitol 5359

KAI WINDING—THE UMBRELLAS OF CHERBOURG (South Mountain-Ware, BMI) (2:00)—Many records on this movie theme but this arrangement has the hit sound of "More" almost down to the last note. Flip: "Baker Street Mystery" (Marks, BMI) (1:40).
Verve 10343



HOT POP SPOTLIGHTS

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

CONNIE FRANCIS—WHOSE HEART ARE YOU BREAKING TONIGHT? (Francon, ASCAP) (2:21)—Big, beautiful country-flavored ballad with a top performance by Connie. Class and commercialism combined. Flip: "Come On Jerry" (Merna, BMI) (1:54).
MGM 13303

BOBBY GOLDSBORO—LITTLE THINGS (Unart, BMI) (2:25)—Gutsy rocker with loads of sales potential. Bobby delivers the well-worded message with plenty of authority. Flip: "I Can't Go On Pretending" (Unart, BMI) (2:48).
United Artists 810

J. FRANK WILSON—SIX BOYS (LeBill, BMI) (2:20)—Emotionally charged performance to triplet backing. Another Wilson heart-breaker a la "Last Kiss." Flip: "Say It Now" (LeBill, BMI) (2:06).
Josie 929

JACKIE ROSS—JERK AND TWINE (Chevis, BMI) (2:35)—Combining both popular dances, Jackie comes up with another smooth rocker aimed right at the chart. Flip: "New Lover" (Chevis, BMI) (2:45).
Chess 1920

ARETHA FRANKLIN—CAN'T YOU JUST SEE ME (Lily, BMI) (2:00)—Gal really takes off on this gospel-flavored rocker. Wailer is supported by great beat and echoing chorus. Flip: "Little Miss Raggedy Ann" (14th Hour, BMI) (2:01).
Columbia 43202

GEORGE MAHARIS—I'M COMING BACK FOR YOU (Wood, ASCAP) (2:11)—"Telstar" sound featuring George with four-track vocal. Plenty of pizzazz. Could be a big one. Flip: "Lonely People Do Foolish Things" (Valencia, ASCAP) (2:10).
Epic 9753

ADAM WADE—CRYING IN THE CHAPEL (Valley, BMI) (2:37)—Brand-new commercial sound for Adam. Performance, arrangement and production are first rate. Listen to this one. Flip: "Broken Hearted Stranger" (Jimskip, BMI) (2:22).
Epic 9752

REVIEWED THIS WEEK, 84—LAST WEEK, 47

GUEST PANELIST OF THE WEEK

BOB RALEIGH

WWDC, Washington,
7-10 p.m.

"BREAK AWAY (From That Boy)"
(Acuff-Rose, BMI) (2:25)

The Newbeats
Hickory 1290



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

JEWEL AKENS—THE BIRDS AND THE BEES (Patern, ASCAP) (2:07)—Catchy familiar lyric, good dance beat with all the sounds of a hit. Flip: "Tic Tac Toe" (Bamboo, BMI) (2:12).
Era 3141

THE UNIQUES—NOT TOO LONG AGO (Gallico, BMI) (2:11)—Shreveport label creates ballad with beat that should register well with the teen-agers. Fine performance on well-made record. Flip: "Fast Way of Living" (Su-Mac) (2:07).
Paula 219

TWANGY REBELS—REBEL ROUSER "65" (Virtu-Independence, ASCAP) (2:12)—Well-performed revival of Duane Eddy hit. Exciting arrangement. Has all the earmarks of a smash. Flip: "Lazy Rebel" (Virtu-Independence, ASCAP) (2:19).
General American 719

THE CALENDER GIRLS—PEOPLE WILL TALK (Saturday Music, ASCAP) (3:06)—Teen-grooved hit sound produced by Bob Crewe. Combination of strong infectious Detroit beat and smooth vocal performance. Not to be overlooked. Flip: "Sha-Rela-Nova" (Saturday Music, ASCAP) (2:29).
4 Corners 4118

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

- NANCY WILSON—Don't Come Running Back to Me (Leeds, ASCAP) (2:11). CAPITOL 5340
- TERRY BLACK—Everyone Can Tell (Trousdale, BMI) TOLLIE 9041
- BOBBY VEE—Cross My Heart (Saima, BMI) (2:17). LIBERTY 55761
- CHEAT ATKINS—Cloudy and Cool (Acuff-Rose, BMI) (2:14). RCA VICTOR 8492
- ETHEL ENNIS—For a Little While (Regent, BMI) (2:39). RCA VICTOR 8491
- THE TAMS—Why Did My Little Girl Cry (Lowery, BMI) (2:11). ABC-PARAMOUNT 10614
- THE OXFORD 12—Goldfinger (Unart, BMI) (1:39). WORLD ARTISTS 1039
- ROY CLARK—Live Fast, Love Hard, Die Young (Central Songs, BMI) (1:51). CAPITOL 5350
- LAVERN BAKER—Ain't Gonna Cry No More (Screen Gems-Columbia, BMI) (2:07). ATLANTIC 2267
- THE CHANCELLORS—Little Latin Lupe Lu (Conrad, BMI) (2:32). SOMA 1421
- DIAN JAMES—High Blood Pressure (Acc, BMI) (2:42). GROOVE 0053
- LONZINE CANNON—Cold at Night (Chu-Fin, BMI) (2:27). PHILIPS 40240
- SCOTT MCKENZIE—Look in Your Eyes (Gil, BMI) (2:20). CAPITOL 5348

MIDDLE ROAD

- HARRY SIMEONE CHORALE—Walking Alone (Chappell, ASCAP) (2:24). KAPP 643
- GLORIA LYNNE—Fly Me to the Moon (Almanac, ASCAP) (2:45). EVEREST 2055
- BOBBY DARIN—Minnie the Moocher (Mills, ASCAP) (2:25). ATCO 6334
- MIKE DOUGLAS—Pass Me By (Morris-Northern, ASCAP) (1:57). EPIC 9760

COUNTRY & WESTERN

- SHIRLEE HUNTER—Billy Christain (Newkeys, BMI) (1:58). SALEM 535
- TOM TALL & GINNY WRIGHT—I Want You (Yonah, BMI) (2:10)—In the Shadows of the Night (Peach, SESAC) (2:25). CHART 1170

POLKA

- MATYS BROTHERS—Jashy Found "The Keeshka" (Bac-Virtu, ASCAP) (2:14). FAYETTE 1627

RHYTHM & BLUES

- DON GARDNER—I'm in Such Misery (Kismet-Benell, BMI) (2:35). JUBILEE 5493
- THE VIBRATIONS—Keep on Keeping On (Jalynnc, BMI) (1:53). OKEH 7212
- OTIS LEAVILL—Let Her Love Me (Curtom, BMI) (2:20). BLUE ROCK 4002
- JOHNNIE MAE MATTHEWS—Baby What's Wrong (Conrad, BMI) (2:38). BLUE ROCK 4001



PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 50 chart potential.



MIDDLE ROAD SPOTLIGHTS

FRANK FONTAINE—I'M COUNTING ON YOU (Pamco, BMI) (2:38)—Frank's big voice is joined by a beautiful choral backing on a strong piece of material and it all adds up to a top programmer with definite hit potential. Flip: "Mexicali Rose" (Parem, BMI) (2:56).
ABC-Paramount 10618

BUDDY GRECO—JAMBALAYA (Rose, BMI) (2:35)—Buddy combines his singing and arranging talents on this fine Hank Williams material, and is in top form in both categories. Swinging, happy sound. Flip: "I Can't Help It" (Rose, BMI) (2:35).
Epic 9750

KATHY KEEGAN—I WANT TO BE WITH YOU (Morley, ASCAP) (2:48)—Pretty love ballad from Broadway's "Golden Boy." Many have recorded this tune, but this one has the winning sound and feel of her "Good Life" success. Fine performances by Kathy and arranger Costa. Flip: "This Is the Life" (Morley, ASCAP) (1:53).
DCP 1127

BACK PORCH MAJORITY—OL' DAN TUCKER (New Christy, BMI) (2:10)—Spirited rouser in the same vein as the "New Frankie and Johnny Song." Powerful performance and arrangement with strong sales appeal. Flip: "Hey Nelly Nelly" (Hollis, BMI) (2:40).
Epic 9754

JANE MORGAN—OH, HOW I LIE! (S & J, ASCAP) (2:25)—Infectious import from Germany with Jane giving one of her finest performances to date. With enough exposure this has chart potential. Flip: "After the Fall" (Colgems, ASCAP) (2:45).
Colpix 761

STEVE ALAIMO—REAL LIVE GIRL (E. H. Morris, ASCAP) (2:22)—ABC-Paramount 10620.

BRUCE FORSYTH—REAL LIVE GIRL (E. H. Morris, ASCAP) (2:22)—Blue Cat 105—Two individually well-performed renditions of the Cy Coleman-Carolyn Leigh tune from Broadway's "Little Me." The Alaimo version is a departure from the rock field and he makes the transition well. Forsyth is currently featured in the musical on the English stage and this is his British import. Both have chart potential. Flip on Alaimo: "Need You" (Malapi-Jamie, BMI) (2:20). Flip on Forsyth: "Deep Down Inside" (E. H. Morris, ASCAP).

Album Reviews on Page 56



COUNTRY & WESTERN SPOTLIGHTS

TEX RITTER—I DREAMED OF A HILL-BILLY HEAVEN (Sage & Sand, SESAC) (3:08)—New lyric on the fine country standard. The late greats of the c&w fields are all mentioned. Top performance by Ritter which should put him on the charts fast. Flip: "She Loved This House" (Vidor, BMI) (2:50).
Capitol 5347

CARL SMITH—SHE CALLED ME BABY (Central Songs, BMI) (2:48)—Strong rhythmic piece of material and a well-done vocal by Carl. Can't miss. Flip: "My Friends Are Gonna Be Strangers" (Yonah, BMI) (2:57).
Columbia 43200

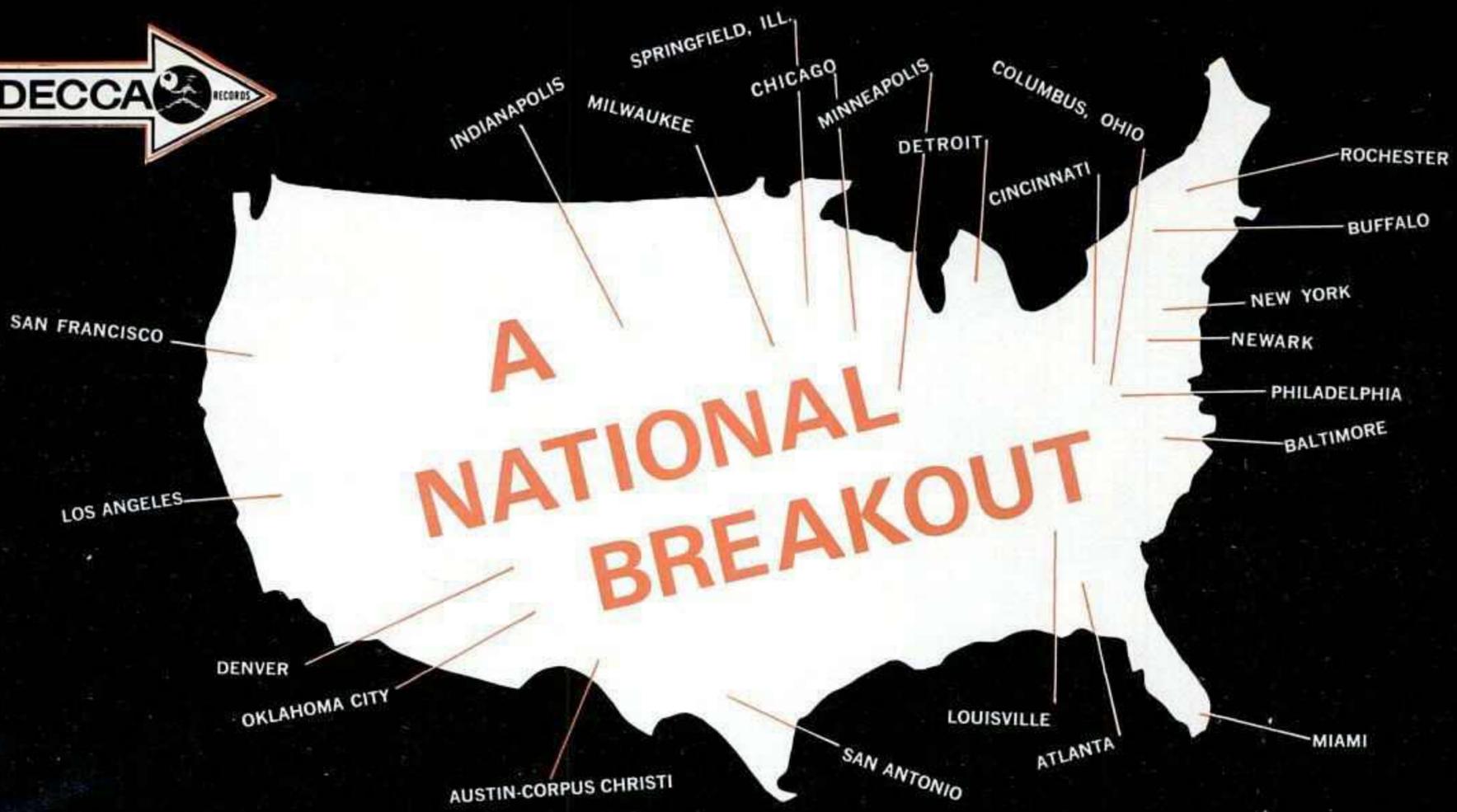
WILLIS BROTHERS—TOO EARLY TO GET UP (Starday, BMI) (2:41)—Saga of a man, his wife and eight children and the frustration of the alarm in 4 a.m. passing freight train. Good material with infectious rhythm. Flip: "Blazing Smokestack" (Starday, BMI) (2:00).
Starday 703



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlights only. No listing is printed of records receiving a 3 Star rating or under.



A NATIONAL BREAKOUT

BERT KAEMPFFERT

AND HIS ORCHESTRA

**RED ROSES
FOR A
BLUE LADY**

Decca 31722

and His Latest HIT ALBUM



Including:
RED ROSES FOR A BLUE LADY
DL 4569

Success Points Its 'Goldfinger' At New Film Scorer John Barry

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 initial sales reaction, 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 composer who began his film scoring career just five years ago but has been really active in the field for only the past three years.

The success of "Goldfinger," the two previous Bond films, "Dr. No," "From Russia With Love," and such other films as "The L-Shaped Room" and "Seance on a Wet Afternoon" have made Barry one of the most sought-after film composers in England. In addition to the movie work, he's signed up a TV deal here with Four Star TV to score the pilot for a series to be titled "Area Code 212," is working on a musical "Passion Flower Hotel," which Frederick Brisson will



JOHN BARRY

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.

Upcoming on the film front for Barry are the scores for "Mister Moses," "The Ipcress File," "King Rat" and "The Knack," and there will probably be soundtrack albums to go along with them, too.

Barry attributes the success of many instrumental soundtrack LP's to the fact that film music has become more individual with more contours and is no longer used as just a backdrop to the action and dialogue on the screen. "The main problem for a film composer," Barry said, "is to get form and shape that go with the scene. And when you have form and shape in your music it can stand alone, as it does in record albums that feature only the score."

During his two-week stay in the U. S. (he returned to London Jan. 7), Barry also laid out plans with his recently acquired manager, Marty Erlichman, who also manages Barbra Streisand. With Erlichman at the helm it should be a musical sweep for Barry in all areas.

Kenton Button-Down Jazz Plays to Approving Patrons

LOS ANGELES—A serious, disciplined jazz form was unfurled for West Coast audiences by the new Los Angeles Neophonic Orchestra at the Pavilion of the Music Center Monday (4).

Stan Kenton, creator of the resident contemporary jazz orchestra, conducted the 27 musicians in a program of works by Hugo Montenegro, Johnny Richards, Pete Rugolo, Marty Paich, Lalo Schifrin, Bill Holman and Friedrich Gulda, who flew here to play his "Music for Piano and Band." The attendance was 2,780.

For the past five years, jazz has been concerned with gaining respectability in the concert hall. Kenton has been among the East Coast composers attempting to popularize a symphonic form of jazz. This first of four concerts indicates that goal may be within sight; series ticket and single ticket patrons were enthusiastic in their approval of the music. Single ticket

sales of \$8,507 plus \$16,480 in series checks gave the orchestra a \$24,987 opening gate.

This first orchestra had the indelible Kenton stamp. Brass, brass, brass, blaring, blasting, bombasting the hall with shock waves of sound, while a timpani tolled and cymbals crescendoed.

Contrasting highlights of the evening were Bill Holman's arrangement of Gershwin's "Rhapsody in Blue," with Jack Nimitz's meaningful baritone sax solo; Marty Paich's "Neophonic Impressions '65" which went over like a thunderbolt, and Gulda's three-movement concerto, which drew a reprieve of the final segment.

Symphonic jazz is organized excitement with the emphasis on tight written scores, necessitating jazzmen who can read music. Symphonic jazz unfortunately de-emphasizes several of the jazz basics: Improvisation and a constant beat which provides the all important swing.

At times 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 dull points.

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

The trouble with symphonic writing is that it is starched collar jazz, 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, not known for enjoying starched collars.

ELIOT TIEGEL

Philly Folk Fest's Fate Up in Air

PAOLI, Pa.—Fate of the Philadelphia Folk Festival next summer is still hanging fire while the zoning board in this suburban Philadelphia community tries to make up its mind. The festival was staged the past three summers at the Wilson Farm here under a special exception granted by the zoning board subject to limitation of crowds up to 1,000 only.

Instead, the crowds last summer were estimated at between 7,000 and 9,000 on the big Saturday night concert alone. The festival is a three-day weekend affair and complaining residents took a dim view of people sleeping on mattresses on the ground and in sleeping bags. Police were more restrained in testifying that the festival included singing, banjo playing and beer drinking.

But C. Colket Wilson III, on whose land the festival is held, said he was gratified so many young people were interested in American heritage. And Dr. Edward MacLeach, chairman of the Folk Song Department at the University of Pennsylvania in Philadelphia, testified that many of his students attend the festival and that the proceeds have made possible the Folklore Archives at Penn, which is co-sponsored with the Folk Song Society.

Robert Siegal, chairman of last summer's festival, estimated gross receipts at \$21,473. Some \$2,000 went to the University of Pennsylvania's Folklore Department, and after paying for the performers, the other funds went to sponsor concert and hospital programs of the Folk Song Society. The Society, which sponsors the festivals, is a non-profit educational, cultural and philanthropic corporation.

An attorney for the Society, pointing to the national attention attracted, suggested that volunteers would clean up the debris left by the visitors and help curtail trespassing on other properties by restricting ticket sales in specific areas.

PEOPLE AND PLACES

By MIKE GROSS

Peter Duchin and his Orchestra will play at the Inaugural Ball for President Johnson Jan. 20. He'll also assist in the coordination of other musical activities for the Inauguration... Due to the large number of reservations already made at the Eden Roc Hotel in Miami Beach for Trini Lopez's engagement there from Feb. 12-18, the booking has been extended an additional three days, to Feb. 21... Lisa Kirk debuts her new cafe act at the Persian Room of the Plaza Hotel Jan. 13 for four weeks... Singer Bernadette Castro returned to her studies at the University of Florida. She'll continue to record for the Colpix label and will headline at the Living Room in May... The Modern Jazz Quartet has signed for Washington's Shadows Feb. 1 for two weeks... The Serendipity Singers open at the Crescendo in Los Angeles Jan. 13, following their Redding, Calif., concert Jan. 12... Bill Cosby will co-star with Trini Lopez in March at the Flamingo in Las Vegas.

The Bitter End Singers will appear at the West Point Military Academy Jan. 24... Della Reese, Chuck Jackson, Roy Orbison, John Bubbles and the Shirelles will soon be on radio, singing commercials for Coca Cola. Joe Sherman produced and arranged the dates for all of them... The Smothers Bros. have been signed to do a TV show with Jack Benny which will be aired some time in April... Ferrante and Teicher, United Artist Record's best-selling piano team, are the subject of a five-page profile in the February issue of Coronet Magazine... The Italian Quartet Peppino Di Capri arrives here this week for a two-week concert tour with a Carnegie Hall performance scheduled for Jan. 16... Harry Blackstone Jr., who as the son of the Great Blackstone, bills himself as "The World's Second Greatest Magician," has signed with the Kragen-Carroll office for personal management... Howard Solomon, owner of the Cafe Au Go Go in Greenwich Village will try a comedy LP to follow the "Stan Getz at the Cafe Au Go Go" album. It will be called "Dave Astor at the Cafe Au Go Go."

Erroll Garner's repertoire for his upcoming tour of 46 colleges will consist of all the songs he's recorded since 1944 when he started... Socialite Shelia M. Sanders' first album "Rare, Hot and Cole Porter" was produced and arranged by Phil Moore.



MIRIAM MAKEBA, one of the most traveled performers in the world today, is shown visiting the showroom of the RCA distributors in Nairobi. With the folk singer is Pius Menezes, who is manager of Minni Cine Films there.

Connie Hits at Heart Strings In Las Vegas

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

Miss Francis' schmaltzy, belting style carried her through an assortment of fast-paced and moody numbers, but the emphasis was on medleys, notably for Cole Porter, spirituals and Israeli tunes.

Her act was effectively highlighted by the use of an echo chamber plus perching atop a piano while emoting. The hotel's house band supported adequately, offering the vocalist the entire spotlight.

Miss Francis' distinct voice, with its throbbing quality, hit at

Signings

Merle Kilgore has been signed to Epic Records. Kilgore has achieved fame as the writer of such country & western tunes as "Johnny Reb," and "Wolverton Mountain" and as a singer in his own right. Kilgore's first single for Epic, "It's All Over," will be released shortly... Del Reeves has joined the United Artists label. UA will release Reeves' first single shortly... Laurie Records has added the Elegants to its roster. Label also will release Vito Picone, the group's lead singer, as a single artist... Diane Lindsay, 18-year-old daughter of actress Betty Hutton signed with Vee Jay Records. Producer Lee Young working on her first single for February release.

the heartstrings, especially on such Italian favorites as "Mama" and "Al De La."

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1000 LOTS \$9.88 per 100
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audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

NEW PRODUCTS

Dramatic Radio Value



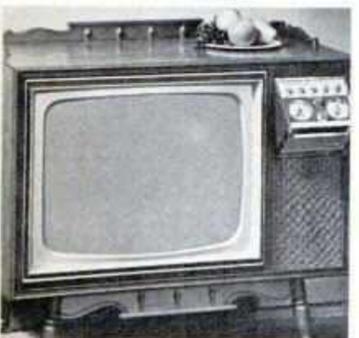
Gargantuan clock radio aided Admiral's Joe Casale, sales manager, radio division, in dramatizing the big value of the Skylark (YG713) clock radio to distributors. Suggested retail: \$12.88.

25-Inch Color Admiral's Pride



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 26,000 volts of picture power; exclusive color fidelity control and automatic degaussing to assure color purity. The Danish modern console, the Channing (LG5511) has the Admiral tilt-out control panel.

23-Inch Color Admiral's Joy



New Admiral color TV arrival is the Kedvale (LG5315) with a 23-inch rectangular screen and 285 square inches of area. It has the SP-26 horizontal chassis, 26,000 volts, color fidelity control, automatic degaussing and the tilt-out control panel. Early American styling pictured here.

MERCURY BOWS TAPE UNITS BEFORE REPS

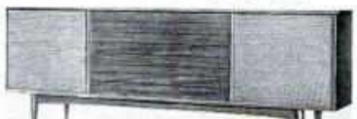
CHICAGO — The home entertainment division of Mercury Records will announce plans to enter the tape recorder field at a new product showing here on Jan. 9. Attending the meeting at the Oxford House were 50 U. S. sales representatives. They viewed two-tape recorder models and five new phonographs. Distribution 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



"The industry's first wide-angle, flat-faced 21-inch picture tube providing 23 per cent more viewing area than a 19-inch portable" is boasted by Admiral for its model PG2149 pictured above. It has dipole antennas, retractable carrying handle, front-mounted speaker, lighted channel selectors and a white vinyl-covered metal cabinet.

Meet Frederik, Solid-State Stereo



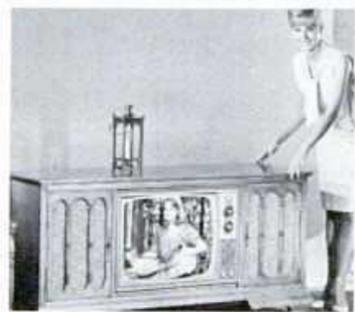
With its solid-state FM/AM tuner, FM stereo multiplex, solid-state amplifier, automatic four-speed record changer, low mass two gram tone arm, 11-inch turntable and six speakers, Frederik (YG8061) is a most imposing Admiral entry in the stereo high-fidelity radio-phonograph field. Shown in 72-inch Danish modern cabinet, walnut veneered. Suggested list: \$299.95.

In the Interim: RCA Black/White



There are 15 black and white TV receivers in the 1965 RCA Victor interim line introduced last week. Optional price suggestions range from \$149.95 to \$279.95. The Orsini (CF-276), pictured, is a 23-inch model all-wood Italian provincial console in the upper-medium price range. Available in antiqued Florentine walnut or brushed parchment white veneers.

In the Interim: RCA Color TV



The 1965 interim line of RCA color TV receivers begins with the Barrie table model (FF-555) at \$399.95 and is topped out with the Woodbridge (HF-858) all-wood contemporary lowboy at well over \$500. All seven models are 21-inch. The RCA "limited edition" 25-inch picture and stereo sound includes the Weymouth (HF-869), pictured, finished in antique Colonial maple veneers. It has eight-speaker, 120-watt solid-state stereo sound.

In the Interim: RCA Phonographs



The newly exposed RCA Victor 1965 interim phonograph line includes eight models, all but one featuring solid-state circuitry. Lowest list is the Skyjet (VGP59) at \$139.95 with stand. A \$425.00 tag is suggested for the Maryville (VFT31) 40-watt (20 Watts EIA) group topper. Pictured is the Norra (VFT26) solid-state lowboy model with four-speed changer and FM-AM-FM stereo radio with AFC. Optional price: \$299.95.

NEWS BRIEFS

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 20 different series of 13-inch, 19-inch and 21-inch black-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 reductions 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 10½ 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 Broadens 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 \$30-\$50 subtle 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.

Ampex Adds Kits

A series of professional audio recording kits containing specifications, product data and application information on the Ampex 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

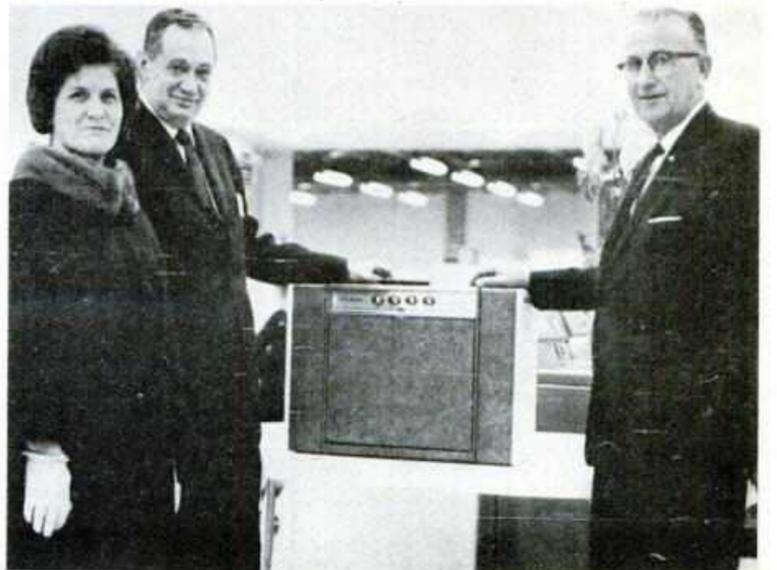
After a week of rumors during which Motorola stock shot upward, the firm declared a quarterly cash dividend of 37½ cents per share on its presently issued stock payable Jan. 13 to shareholders of record Dec. 31, 1964, representing an increase of 50 per cent over the 25 cents per share quarterly dividend 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 has elected Walter S. Bopp general manager of the International Division, Morton L. Long general manager of the

TechRep Division and Marc J. Parsons director of public relations.

The new sales manager of the Sylvania Photolamp Operation is Richard B. Martenson, according to an announcement by Robert L. Kleinfeld, vice-president, marketing.



SALT LAKE CITY GRAND OPENING of Vrontikis Bros. new store finds Morton M. Schwartz, center, president of Olympic Radio & Television Corporation, presenting door prize Olympic SS80 solid-state portable stereo phono to Mr. and Mrs. Clyde James.

Billboard Buyers & Sellers

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A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

MAIL COPY AND PAYMENT TO:
Billboard Classified Mart
165 W. 46th St.
New York, N. Y. 10036

MECHANIC, 20 YEARS IN PHONO, Games and Background Repair, Service and Installations. Electronic background no drinker. Write to: Mechanic, 1425 W. Harding Way, Stockton, Calif. ja23

SONGWRITERS! WE CAN USE ALL type songs, especially Country, R&B. Send tapes and lead sheets. \$1 handling charge. Send to: Pine Cone Music, 8724 Stanton Rd., Little Rock, Ark. ja23

HELP WANTED

MECHANIC WANTED — EXPERIENCED in juke boxes and amusement machine services. Good job, steady work, regular hours. Vacation plan, life and health insurance, reliable company. Please give reference and details in first letter. Write: Billboard, Box 224, 188 W. Randolph, Chicago, Ill. ch

WANTED: AN EXPERIENCED PHONO-graph Man by local Washington, D. C., chain to work in record merchandise and expedite merchandise, control, etc., for stores. Good situation, good future for right man. Please give reference and details to Box 155, Billboard, 165 W. 46th St., New York, N. Y. 10036. ja30

WE NEED GOOD SONGS TO PUBLISH. Country, pop, rhythm and blues. Send 7" 45 r.p.m. demos and lead sheets. Blue Banner Music, 1634 3rd St., New Orleans, La. 70130. ja30

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

WE PAY CASH FOR SURPLUS AND overstocked major label records. Reply confidential. M. Levine, Cambridge Trading Co., 7070 Warin Ave., Hollywood, Calif. 90038. fe6

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

FACTOR IS NOW IN THE RECORD pressing business. We give unbelievable quality at unbelievable prices. Small runs are our specialty. Drop us a card for complete details. We'll also tell you about our unusual practice of buying steak dinners for our friends. Think about how a free steak would taste right now—and while you are at it—do drop us a card. Factor, Pawleys Island, S. C.

RECORD PRESSING SPECIAL FINEST QUALITY FAST SERVICE

QUANTITY	45 Rpm		12" 33 1/3	
	Mono.	Mono.	Mono.	Mono.
100	45.00	100.00		
300	64.00	170.00		
500	85.00	215.00		
1000	125.00	350.00		

Above price includes Mastering Processing Label and plain sleeve. Records shipped in 5 days after order is received. Reorders shipped same day we receive them.

LONGMARK PRODUCTIONS INC.
Box 116 New York Mills, N. Y.
Phone 315-724-3444

RECORD PROMOTION & PUBLICITY

NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

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RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—
Top Notch Talent.

8 Singers (male-female),
10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip.
(Ampeg, Altec, RCA)

Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar. Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

REC. ACCESS. & DEALERS FIXTURES

WANTED — AMPEX EQUIPMENT FOR sound studio. Send complete details in writing to Hal Gordon, 113 Garfield, Evansville, Ind. Phone: HA 5-8195. fe3

MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

PUBLICATIONS & SERVICES

PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$5.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1"

by DICK STARR and BOB HARRIS
RSI (Record Source Int'l)
165 West 46 Street
New York, N. Y. 10036

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY return mail. "Beatles for Sale" album, Mono or Stereo, Beatles' new single. Special information lists with every order. Album, \$5.25, Singles, \$1.23 post-paid. John Lever, Gold St., Northampton, England. ja16

when answering ads . . .

Say You Saw It in
Billboard

Say You Saw It in
Billboard

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
	Manufacturer Advertisers	\$9	\$15	\$25
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50c per insertion.

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre De Vekey, European Director, 15 Manover Square, W. 1, England.

NEWS BRIEFS

• Continued from page 43

If the share increase is approved, Motorola will declare a 50 per cent stock dividend.

More Electronic Exhibits

Electronic exhibits at the 1965 music show (sponsored by the National Association of Music Merchants) will be increased by 25 per cent over 1964 and will be housed in two Chicago hotels, the Conrad Hilton and the Pick-Congress. The music show shifted last year from the Palmer House to the Conrad Hilton because of the need for more space. William R. Gard, NAMM executive vice-president, said the association was again pressed for room.

Olympic Adds Consoles & Portable

Two stereo consoles and a portable radio-phonograph are featured at open list in Olympic's models of the month for December. The stereo consoles called the Kenneth and the Davidson feature solid-state automatic frequency control and power supply, Olympic's sound control center and six-speaker sound systems. The portable radio-phonograph, the Carson, features an AM radio, four-speed phono with sapphire styli, and leatherette styling.

Empire Offers European Tour

Empire Scientific Corporation is offering a 21-day tour of Europe's music and drama festivals, part of a promotion of the firm's Royal Grenadier speaker systems. Contestants are being invited to arrange 10 features of the Empire speaker system in order of their importance as determined by a panel of music editors and critics who will act as judges. Runner-up prizes will be 50 Deutsche Grammophon albums of Beethoven's nine symphonies conducted by Herbert Von Karajan.

Bow New Aiwa Line

A full line of new Aiwa tape recorders, TV sets and radios will be unveiled at Selectron International's annual winter sales meeting to be held in the Merchants and Manufacturers Club of the Merchandise Mart (Chicago) Jan. 8. The firm will also award all-expenses-paid holidays to Japan for salesmen filling their 1964 quotas. Selectron said the awards emphasize a year of record-breaking sales for the firm.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$81 and \$100

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	9/12/64 Issue	5/23/64 Issue		
1	1	1	Magnavox	27.0
2	7	—	Zenith	15.4
3	3	3	Voice of Music (V-M)	11.1
4	2	2	Masterwork	7.3
5	6	4	RCA Victor	6.7
6	4	6	Decca	6.5
7	5	8	General Electric	5.9
8	—	—	Capitol	3.5
9	—	7	Webcor	3.2
			Others	13.4

9/12/64 Issue: Symphonic (8).

5/23/64 Issue: Symphonic (5).

PHONOS LISTING BETWEEN \$101 and \$150

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	9/19/64 Issue	5/30/64 Issue		
1	1	1	Magnavox	30.6
2	3	3	RCA Victor	15.0
3	5	5	Voice of Music (V-M)	14.0
4	2	7	Zenith	7.4
5	4	2	Masterwork	6.9
6	—	—	Symphonic	4.2
7	—	4	Decca	3.9
8	—	—	Capitol	3.7
			Others	14.3

9/19/64 Issue: General Electric (6); Phonola (7).

5/30/64 Issue: Webcor (6); Motorola (8).

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

BULK VENDING news

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-headed "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 promptly 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 button fad 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 distributing company had record sales with all types of merchandise: machines, charms, capsules,

gum, nuts and miscellaneous fill.

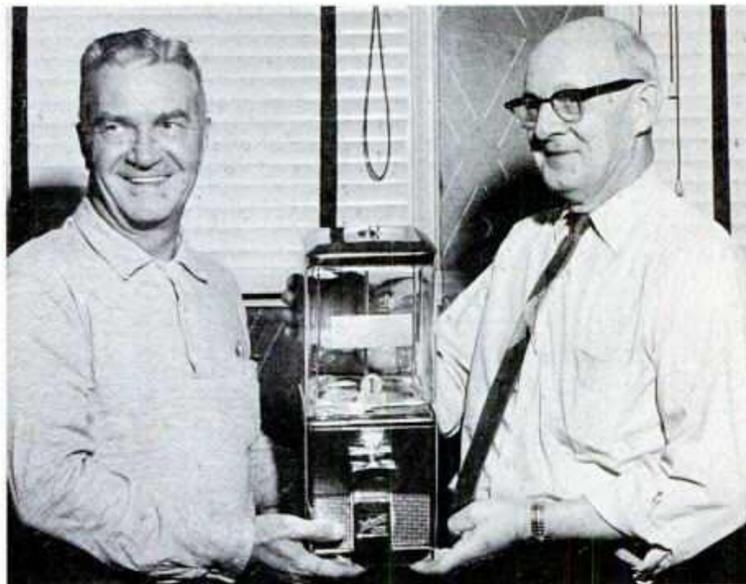
But Beatle buttons and trolls were far and away the year's hottest items. Whether these two charm items accounted for the bulk industry's big year or were merely the result of it is moot history at this time.

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, Tom 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 stops 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 buy-

ing 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 coinage shortages 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 initially delineated by NAMA staff members and ratified by a special

Committee on Coinage called by that association recently.

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

"We advocate the retention of sufficient silver content in the coinage to permit continued use of present coin mechanisms, 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 insure an adequate coin supply and prevent the disappearance of coins from circulation."

And third, Hungerford declared, "We urge all vending businessmen to make no contact 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 *(Continued on page 46)*

VICTOR'S NEW TOPPER "66"
\$15.50
Now Vends Capsules

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules . . . \$ 4.50 per M (5M Lots)
"V-1" Capsules \$ 8.00 per M (5M Lots)
"V-2" Capsules \$13.50 per M (2M Lots)

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea. 10

GRAFF VENDING SUPPLY CO., Inc.
2956 IRON RIDGE ROAD
DALLAS 47, TEXAS

ACORN "300 VISTA" BULK VENDOR

Write for prices and descriptive literature on the Vista and the complete Oak line. A full line of 5c and 10c capsules, gum, nuts, charms, sanitary goods and other supplies.

PEN-MAR DISTRIBUTING
P. O. Box 1142 Hagerstown, Md.
Authorized Factory Distributors

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

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 mustache. With a mustache, it is recommended for 10-cent machines. The former is priced at \$20 per thousand, the latter at \$28.

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

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE

Northwestern CORPORATION
2153 E. Armstrong St., Morris, Ill.
Phone: WHITney 2-1300

Max Hurvich's Son to Marry

BIRMINGHAM—Fred Hurvich, son of Max Hurvich, of Birmingham Vending Sales here, will be married Jan. 24 to Laura Kantor, a student at the University of Arizona. Fred is an attorney with the New York Central Railroad.

The couple will honeymoon in St. Thomas and reside in New York. The wedding will be in Memphis, home of the bride's family.

The wedding is virtually an anniversary gift to Max Hurvich and his wife Rebecca, who celebrate their 40th year together Jan. 28. The Hurviches hosted an engagement party for the young couple here New Year's Day.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Ct. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Parc. Converted for 100 ct. B.G.	4.50
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.73
Pistachio Nuts, Jumbo Queen, White	.66
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.48
Hershey's	.47

Complete line of Paris, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH **Northwestern**

GUM VENDER PACKAGE

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

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

Beatles and Trolls Year's Hottest Items

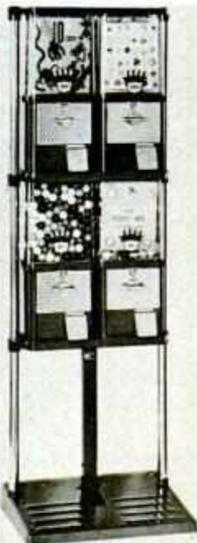
• Continued from page 45

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

Just what does the future have

J. SCHOENBACH
Distributor For
Oak Manufacturing Co., Inc.
715 LINCOLN PLACE, BROOKLYN 16, N. Y.
President 7-2900
PHONE OR WRITE FOR PRICES

KOMPAK 4 UNIT



Combines 4 bulk vendor into one unit. Secured by ace lock. Lever Action provides direct access to any unit desired without disturbing adjacent unit.

HARBY INDUSTRIES
14753 Arminta St., Van Nuys, Calif.
785-6629, Area Code 213
Eastern Representative:
Manny Greenburg
#2 Neil Court, Oceanside, L. I., N. Y.
516-RO 6-0047

in store? Crisman feels business is definitely going to keep increasing. At King & Company alone, about 15 per cent 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 customers in the store to back him up.

Few Problems

As far as problems are concerned, Crisman is hard-pressed 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 per cent to the store-owner is too high. "Many operators are going as high as 40 per cent to jump a stop," 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.

Assn. Mulls Coin Shortage

• Continued from page 45

the effect of coinage changes on the industry to the NVA for reply, explaining that "even the

HURVICH FORECAST

Birmingham Distrib Has Biggest Year; Sees Continued Growth

By NICK BIRO

BIRMINGHAM— "An unusually good year for 1964 and prospects for an even better one for 1965," was reported by Max Hurvich who, with his brother Harry, runs Birmingham Vending Sales, one of the oldest and most respected bulk vending distributorships in the country.

Max said he sees "a continuation" of the boom which has skyrocketed the bulk industry to what is probably the greatest peak in its history.

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

Kids Spend

"It used to be that kids had only a penny or two to spend," he points out. "Now, they have nickels and dimes, and they're willing to spend them."

Hurvich says that he always advises an operator to start a new location with a four or six-machine stand. That way, if the location is good, the operator has a solid foot in the door. If he only puts 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



MAX HURVICH
"... unusually good year."

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 we 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."

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 like this would again attract more children.

Although business in Birmingham is good, Alabama is not without its problems. Chief of these, Hurvich says, is the State's unusually high \$12.50 per machine annual license fee. Most cities have an additional levy.

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

Announcing the first and newest NORTHWESTERN



Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

BIRMINGHAM VENDING COMPANY
520 Second Ave., North Birmingham, Alabama
Phone: FAirfax 4-7526

Mar-Tab Sells Vend Division

MIAMI— Mar-Tab Vending is selling its vending operation to Wometco Enterprises, Inc., for about \$600,000, according to a local newspaper report.

The music and games division of Mar-Tab, a subsidiary of Castlewood International, Inc., will be retained.

The vending division includes both cigaret and food merchandising.

best intentioned information may be misused by those with opposite interests."

Until the U. S. Treasury makes a coinage recommendation to Congress, representatives of all three trade associations will be in close touch with officials of that Department, keeping government officials advised of the industry's coin requirements.

"Because the goodwill of government authorities is needed in any new coinage solutions, it is doubly important that the industry co-operate fully with the Treasury in its effort to alleviate the coin shortage," Hungerford said, cautioning operators against selling coins at a premium while the nationwide scarcity exists.

SPECIALS

- 1c Victor Vendoramas, 100 Ct. B/G and 210 Ct. B/G. Like new \$10.00 ea.
- 1c-5c Combination Atlas, like new 11.95 ea.
- 1c Victor Toppers B/G 8.00 ea.
- 5c-10c Victor 2000's Capsule 16.00 ea.
- 1c Victor Baseball-Football Flipper Game with 10 lb. B/G 16.95 ea.

1/3 deposit with order, balance COD

We are distributors for Acorn Vendors, Leaf Gum and Penny King Charms. Write for free catalog.

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CEnter 6-4493



YOU COUNT MORE WITH OAK



VISTA MODEL 300

This machine will hold 160 small capsules or 8 lbs. of 210 count gum and charms. It features a rotatable plastic, wide top globe with no rods to obstruct the view. It stands 13" high, is 7" wide and 7" deep. Shipped two to a carton, shipping weight is 14 lbs.

Time payments available on OAK Machines through all distributors.

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for longer life and greater profits.



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PHONE: 615 256-4148

(Distributor areas available throughout the world)

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



MEN WHO READ
BUSINESS PAPERS
MEAN BUSINESS



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Now Vends Capsules LOW, LOW PRICE \$1550 ea.

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX
Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES
Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules . . . \$ 4.50 per M (5M Lots)
"V-1" Capsules . . . \$ 8.00 per M (5M Lots)
"V-2" Capsules . . . \$13.50 per M (2M Lots)

Write, Wire or Phone

H. B. HUTCHINSON, JR.

Southeast Distributor for Victor

1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300

COIN MACHINE news

Coinage: Forecast for '65 Trade Assns. Adopt Official Coin Policy

By RAY BRACK

CHICAGO—The highly publicized coin paucity, which in some quarters has prompted banking and business executives to brand piggy-banking un-American, is the lesser of two coinage evils confronting the coin machine businessman in 1965.

Emergency measures in full implementation by the U. S. Treasury (Billboard, Nov. 21) should have plowed enough new coins into circulation by spring to greatly relieve the shortage; almost complete relaxation should be experienced by fall.

However, it's well known by the informed businessman that a glut of minted coins isn't the

final solution. For at the rate the 1.3 billion ounce Treasury stockpile of silver is being consumed for coinage (that's not even considering the industrial consumption), the hoard will be depleted in under five years. And the entire free-world production of the metal cannot keep pace with the needs of even the U. S.

If the Treasury supply of silver should be drained, the \$1.29 per ounce market price would undoubtedly jump. Industrial silver users, in that event, might begin to melt down coins for their silver content.

Silver users and producers are busy in Washington lobbying for their interests.

What does the coin machine industry want? Here emerges the coin machine businessman's major coinage question for the new year.

Research Report

Soon, probably in April or May, a private research organization, retained by the U. S. Treasury to study a coinage alteration from every aspect, will make its report. Publication of that report will be followed by a Treasury recommendation to Congress regarding a coinage overhaul.

This recommendation could take one of several possible forms: less silver in all coins; less silver in one or more coins; elimination of silver in all coins or a graduated plan for silver diminution or elimination.

The position of the combined coin machine industry trade associations (see adjoining story) has been adopted by industry leaders as the posture most likely to assure co-operation from the Treasury in recommending coinage compatible to the function of music, amusement and vending machines.

The industry position, its designers admit, is vague. It does not call for a definite type of coinage, even though coin rejector experts know right well what silver or common metal alloys will and will not operate properly in present mechanisms.

Low-Pressure Policy

Queried by Billboard about this lack of specifics in the trade position, industry spokesmen explained that the policy was deliberately chosen for publication to avoid the appearance of applying pressure on Treasury officials through the communications media.

Tucson Operator Loses Machines

TUCSON, Ariz.—T. K. Estes, owner of the T. K. Vending Machine Company here, pleaded guilty in City Court Dec. 16 to a charge of failure to obtain licenses for 11 machines.

Police took the machines from seven Tucson business places after city licensing officials reported that Estes had not purchased the necessary tags.

Under a new law, all machines playing music, providing entertainment for cash or dispensing cigarettes must display a license tag.

The trade association request for avoidance of independent contact with Congressmen on the coinage content problem was included in the statement of position, trade leaders pointed out, to prevent scattergun and inevitably misguided parcels of advice to the Treasury from individual legislators.

The absence of specifics in the trade's public position does not mean, however, that the Treasury has not been made fully aware of the industry's precise coinage requirements. The fact is, Billboard learned, key industry mechanism and metallurgy experts, such as Fred Wallin of National Rejectors, Inc., have been working in harmony with Treasury officials since the development of emergency wartime coinage during World War II. This working relationship has been maintained to this day.

Togetherness

Because of the "togetherness" of trade and Treasury, association staff people are confident that the new coinage recommendation—whether it utilizes silver or another base metal—will not upset the coin machine universe by rendering present mechanisms useless.

Meanwhile, in advance of the Treasury's recommendation to Congress (which could stir months of debate), trade leaders suggest that it would be unwise to deluge legislators with reports on what damage the wrong coin decision could do the coin machine business. The same, spokesmen say, applies to statements to the press. A climate of controversy in Washington and elsewhere could militate, it is believed, against industry interests.

After all, Billboard was told, there are powerful business interests which care not for a specific kind of coin, but are interested only in adequate supply.

Juke Box Bill Brought Up By Celler Again

• Continued from page 1

the Subcommittee on Patents and Copyrights, managed to get an anti-exemption bill reported out of committee last session for the first time in the history of such legislation. The bill was buried in the House Rules Committee and never reached floor vote.

This session, the story could be different. The overwhelmingly Democratic membership of the House has now voted to reduce Rules power. If the Rules committee fails to act on a bill, House Speaker McCormack can call it out for floor vote at the end of 21 days. This would make the Rules Committee's old-style delaying tactic ineffectual, except in the closing days of the congressional session.

CHICAGO—Officers and staff members of the three major coin machine trade associations adopted a unified position regarding the serious shortages of coin and silver reserves in a meeting here last Tuesday (29).

Representing the Music Operators of America were managing director Fred Granger, president Clint Pierce and Lou Casola, chairman of the board. Officials of the National Automatic Merchandising Association and the National Vending Association were also present.

The statement of policy, comprising three major points, was drawn up by staff members of the NAMA; it declares:

Proper Properties

"We advocate the retention of sufficient silver content in the coinage to permit continued use of present coin mechanisms, 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."

"We support those measures which will insure an adequate coin supply and prevent the disappearance of coins from circulation." See adjacent story for details of these "measures."

"We urge association members to make no contact with Washington officials and legislators, since no definite announcement has been made by the government authorities."

Details of the trade policy will be sent to all MOA members, Granger said. He and other association officials have been working closely with NAMA and NVA representatives since April of last year in development of an official policy on coinage.

As the industry awaits Treasury recommendations to Congress on coinage (expected in April at the earliest), MOA will co-operate closely with the other associations in keeping the Treasury advised of the industry's needs, Granger said.



SPECIAL COINAGE COMMITTEE of the National Automatic Merchandising Association and members of the association's Technical Committee on Coinage met in Chicago recently to discuss the impact of possible changes in the metal content of U. S. coins on the industry's coin mechanisms. Shown left to right are: William Pferd, Clinton S. Darling, Louis J. Risman, Carl Millman, Thomas B. Hungerford, Joseph McDowell, Thomas B. Donahue, Fred Wallin, Robert D. Flickinger, Walter W. Reed, S. John Insalata, Jeffery Hillelson, Martin Winter, Arthur Stevens, Dale O'Brien, Richard Funk, Norman Dolnick, Patrick O'Malley, Davre J. Davidson, Alfred W. Brown and Meyer Gelfand. Millman, NAMA president in 1964, is chairman of the special committee.

Seeburg Disco Pak Bound for Europe

CHICAGO—European point of entry for the Seeburg Discotheque package late this month (probably the 25th) will be Zurich, where top corporation officials will make a formal presentation of the concept and equipment to foreign distributors.

In shipping discotheque back to Europe in slightly altered form, Seeburg is hopeful of making this erstwhile plaything of the Jet Set available to Europe's dance-oriented public.

Presenting the dance package will be Del Coleman, board chairman; President Jack Gordon; Bill Adair, vice-president/music sales, and Bill Pruding, Seeburg discotheque specialist.

Mr. Discotheque

Seeburg's "Mr. Discotheque," Joseph Panarinfo, who originated the record-dance-live-musicians idea in Cannes some 16 years ago, will undoubtedly be

too busy publicizing the Seeburg innovation to operators and locations owners in the U. S. to be present at the Zurich meeting.

The Seeburg package has been installed in at least one location in every distributing area, company officials report. Late last week Seeburg's Stan Jarocki, with Panarinfo, attended grand openings in Columbus, Ohio, and St. Louis. During the first week of January the pair will be present at similar premieres in Denver, Oklahoma City, Kansas City, Mo., and New Orleans.

Thirty locations have reportedly been signed up for discotheque in Kansas City. Disk-dance spots have been open for a week or two in New York and Chicago.

Most of the openings have been covered with great interest by press and television, Seeburg officials report.

Rowe AC Mfg. Names Claffey



EDWARD F. CLAFFEY

By NICK BIRO

HOLLYWOOD, Fla.—Edward F. Claffey, former vice-president in charge of phonograph sales for the Seeburg Corporation, has been appointed general sales manager of the Rowe AC Manufacturing division of Automatic Canteen Corporation. The post is newly created.

The announcement was made by Rowe AC vice-president and general manager, Jack Harper, at the firm's annual distributor meeting held at the Diplomat Hotel here last week.

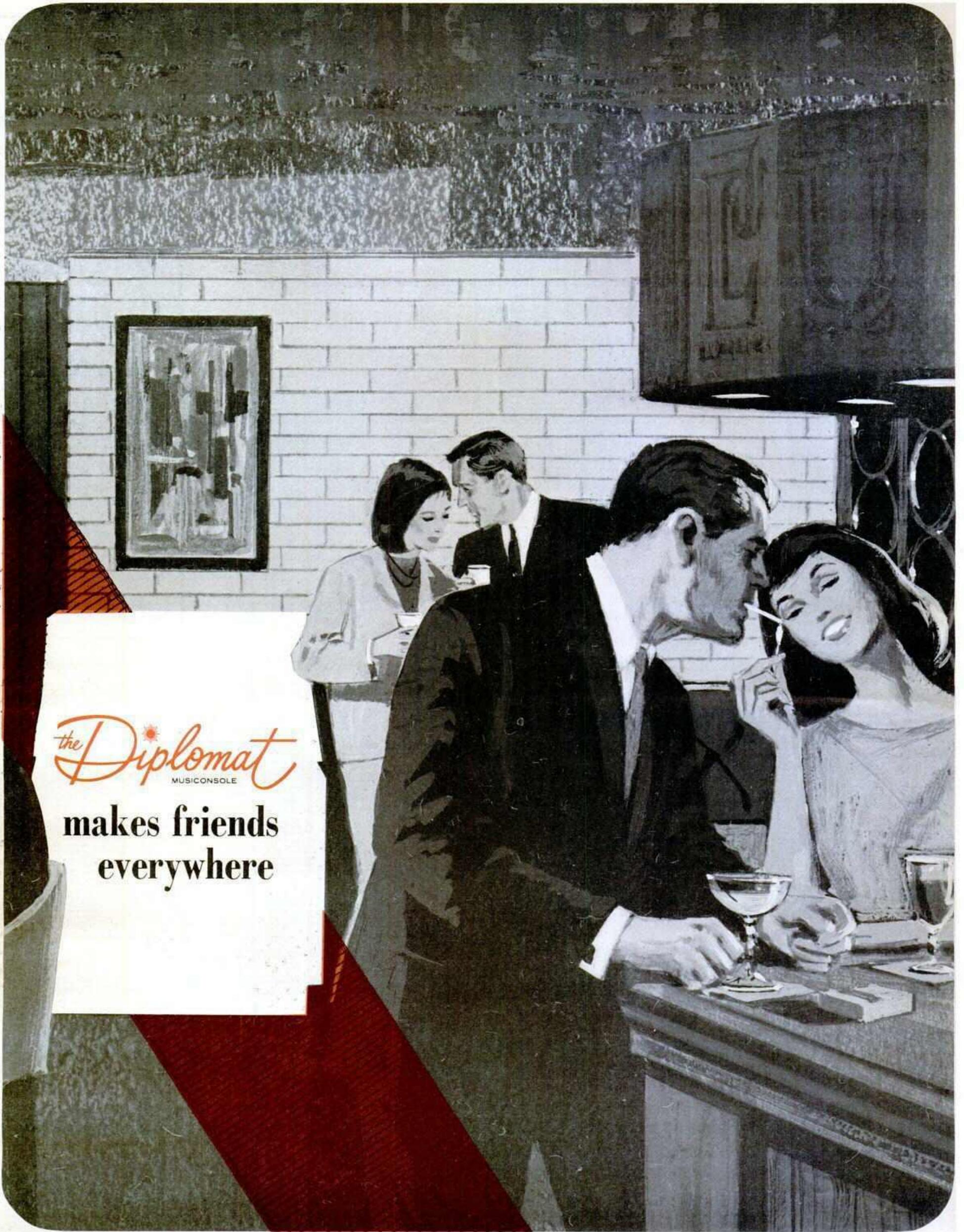
"This represents a continued expansion on the part of Rowe AC Manufacturing to better serve our customers," Harper commented. "We're very happy to have Claffey join our organization. He will be working primarily in the field with distributors and operators."

The appointment is effective immediately. Claffey will report to Fred Pollak, vice-president in charge of marketing.

"The appointment is part of Rowe AC's over-all marketing program," Pollak said.

A graduate of Yale University, Claffey served seven years in the U. S. Marine Corps before entering background music sales in 1947. He joined Meyer Parkhoff's Atlantic New York Corporation as a salesman in 1949 and was appointed vice-president and sales manager of

(Continued on page 52)



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AC

MANUFACTURING

Whippany, New Jersey Troy Hills Road

NCMDA's Slifer Backs Cooperative Game Effort

By RAY BRACK

CHICAGO—National Coin Machine Distributors Association executive director Bob Slifer last week promised support of the latest trend in the amusement machine business toward legislative co-operation, "providing it is an all-industry effort."

Declared the long-time champion of concerted coin machine trade public relations and legislative action, "NCMDA and the entire distributing community in all 50 States would, I am sure, be glad to co-operate in a realistic endeavor. But any committee that is organized must be national in scope and represent all segments of the industry."

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

Competitive Interests

"The participants," Slifer explained, "decided that the program was too costly. Also, there were several competitive interests pulling in opposite directions. And the amount of research required to catalog coin machine legal problems throughout the country seemed formidable."



BOB SLIFER:

"... it can be done."

In short, the industry decided at that time nothing could be done as a group, Slifer recalled. Yet he remains optimistic.

"This is an absolute necessity," he asserted. "It is long overdue and can be achieved if present people are willing to donate time, talents and money with the realization that those benefiting most, will be the next industry generation."

Slifer cautioned, however, that an industry legislative committee "can only be successful if it is absolutely unbiased." And he recommended that all trade associations participate, co-operat-

ing 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 he 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 here.

President of the firm, Lynn Shubert, in announcing the company move, predicted that Space Capsule "will be the highest 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.

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



DON MITCHELL:
An Alabama Alert

Names of the principals in the operation were not disclosed by NVA. Mitchell informed Billboard, however, that the operation was discovered by a legitimate bulk vendor who answered a route-available ad in a small town newspaper.

License Fees

The promoter offered the experienced vendor equipment that normally sells for \$6 at a price of \$60. The veteran operator wisely asked about license requirements on the proffered route and was told there were none. The legitimate businessman investigated and learned that \$2 fees for 1-cent and \$12 fees for 5-cent venders were levied in that locale.

A warning about this type of promotion was issued in November of last year by the National

Tax Talk, Granger On Illini Agenda

AURORA, Ill.—The Illinois Coin Machine Association conference in Springfield January 23-24 will be highlighted by an address by Fred Granger, managing director of the Music Operators of America, and legislative committee discussion of State coin machine taxes and licenses.

"The legislative committee will decide on definite courses of action in the tax and license area," announced association President Bill Poss. The committee will consist of ICMA officers, directors and specially appointed association members.

The meeting will afford Granger his first opportunity to delineate to Illinois businessmen the concept of an expanded national association in greater concert with State and local bodies. This has been the theme of talks by Granger to a number of business groups in recent months.

Granger may also outline to the Springfield assembly the official MOA position on the coin content and supply issues.

The meeting, to be held at the



BILL POSS

Holiday Inn South in the State Capital, will open with a hospitality session at 6 p.m. on Saturday. Business will be conducted on Sunday afternoon at 1, followed by a buffet luncheon.

New England Gives Discotheque Whirl

BRIGHTON, Mass. — W.S. Distributing Company held the first New England showing of Seeburg's Complete Discotheque at its refurbished plant at Lincoln Street last week. More than 200 operators came to view the setup and the new Seeburg Mustang phonograph.

The W.S. firm is in the process of setting up the first Discotheque room in New England at the Chessman Lounge in Springfield. It will shortly complete one in Boston. A demonstration room also has been set up at the plant in Brighton. Hosting for the W.S. firm were W. S. (Bill) Swartz, president; Bob Green, manager, and from the sales force, John Colgan, Ernie Schneller and Jake Jacobus.

Among operators attending were Al Dolins, Stanley Lackey and Mario Bartonelli, of Pioneer

Music Company, Hyannis; Luke Levine and Stanley Jeralawicz, of Advance Coin Company, Boston; David J. Baker, president, Melo-Tone Vending Company, Inc., Somerville; Peter Pompeo, of Milton; Gregg and Mrs. Pappas, of Peabody; John Lazar, of Manchester, N. H.; Victor Baker, of Cigarette Service, Inc., Springfield; Tony Casale, ABC Music Company, Portland, Me.; Joseph Viano, of Fitchburg; Henry Lavine, of Milton; Sol Robinson and Henry Gladstone, of Paramount Music Company, Boston, and Bill Ballo, of Boston.

Representatives from Seeburg included Frank Finneran, regional vice-president; Will Randolph and Marty Allen, field representatives; Jared Inches and Charles Erenka represented the National Shawmut Bank.

Crazy-Quilt Game Laws to Be Cataloged by Williams

CHICAGO—In conjunction with an ambitious 1965 production schedule which will bring the first of a complete new line of products to market in March, Williams Electronic Manufacturing and the Seeburg Corporation will survey the thousands of laws and ordinances which in many cities illogically restrict amusement game operation.

The survey will precede a concerted effort by Seeburg, its Williams subsidiary and manufacturer jobbers to update local and State laws regarding amusement equipment.

According to Sam Stern, Williams president, data gathered in

the survey will determine what specific municipalities will be concentrated upon in the legalization effort.

The company move was foreshadowed by a speech late last year by Delbert Coleman to Seeburg distributors in which the board chairman promised effort to legalize all Williams equipment throughout the country (Billboard, Dec. 19).

Asked if the Williams program could perhaps be co-ordinated with legislative efforts of other manufacturers, Stern said, "I have no idea. There has been no contact between manufacturers on that subject."

Better Business Bureau, the NVA and the National Automatic Merchandising Association.

Issued in the form of a bulletin, the caution explained that unscrupulous promoters prey on the unformed public by means of classified newspaper ads.

Several years ago the NBBB recommended to news media standards for accepting vending machine advertising. Many experienced vending businessmen throughout the country are consulted regularly by local newspapers and radio stations about potential advertisers.

The Alabama complaint resulted from the standing NVA request that members report all questionable promotions.

The Newsmaker Was Dave Bond



DAVE BOND

The wrong personage and picture were included with Billboard's year-end review of the 40th anniversary of Trimount Automatic Sales Corporation celebrated last August in Canton, Mass.

Dave Bond—not Dave Baker—heads Trimount.

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Address _____

City _____

State & Zip _____

Type of Business _____

Title _____

Coin Machine Export Chart

August 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
United Kingdom	64	\$ 36,727	70	\$ 11,721	1,191	\$ 442,755	1,325	\$ 491,203
W. Germany	420	247,059	14	2,618	376	159,831	810	409,508
Japan	163	113,987	81	19,228	525	202,618	769	335,833
France	—	—	—	—	364	160,566	364	160,566
Canada	32	27,889	—	—	525	118,740	557	146,629
Belgium	49	37,820	114	29,443	154	59,363	317	126,626
Lebanon	—	—	—	—	99	84,392	99	84,392
Switzerland	—	—	—	—	194	60,285	194	60,285
Philippine Rep.	24	16,700	4	1,900	38	20,459	66	39,059
Italy	—	—	—	—	89	32,869	89	32,869
Australia	—	—	—	—	104	31,569	104	31,569
Venezuela	7	3,344	—	—	67	24,529	74	27,873
Greece	—	—	83	23,010	—	—	83	23,010
Netherlands	15	12,892	24	4,423	—	—	39	17,315
Mexico	9	6,475	35	5,640	—	—	44	12,115
Other Countries	110	643,398	102	159,523	419	225,463	631	1,028,384
Totals	803	\$1,146,291	527	\$257,506	4,145	\$1,623,439	5,565	\$3,027,236

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 imports and competition from locally produced product, U. S. Department of 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 a little less compared to a year ago, the over-all revenue involved stays fairly constant.

Dollar Volume

In August, 1963, 7,733 pieces of equipment were exported. The value was \$3,325,736. The leading buyer was Belgium, taking 1,395 pieces valued at \$625,964. This August, 5,565 pieces were exported with a total value of \$3,027,236. Top importer was the United Kingdom, taking 1,325 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 \$126,626. 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 worth \$2,126,353 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 value of over \$900,000. Thus, those who took July figures this year as reason

to kiss off foreign markets were premature in their thinking.

New Interested Areas

There is also evidence of new interest in amusement games abroad. This interest comes from countries overlooked by many as not worthy of sales probes. In August of this year, Lebanon bought 99 amusement games worth \$84,329. 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, nor did it show on July listings this year. Japan is another growth area, according to statistics. A year ago Japan took but 46 new phonographs. In July this year it took 200 and in

(Continued on page 51)

EUROPEAN NEWS BRIEFS

German Pay Outs

WEST BERLIN—Payout machine manufacturing has become a main prop of the West Berlin manufacturing economy, and producers here have coined a slogan, "Play our machines and help fight Communism."

This is a reference to the fact that payout machine production provides jobs for West Berliners and enables them to resist Communist pressure on the city.

The importance of payout machine production to the city's economy has just been underlined by the unveiling of a new payout model, Diplomat, by Wulff-Apparatebau.

Diplomat has a dual-play mechanism which enhances the suspense and permits a wider choice of play possibilities.

Italian Ban

COLOGNE — German coin machine manufacturers have been alerted to expect that Italy will ban payout machines. Manufacturers here have been advised that the Italian cabinet has approved banning of payouts and that enactment of the necessary legislation appears to be only a formality.

The Italian cabinet's move against payouts follows on the heels of moves by Italian authorities to ban pinballs from private clubs, the last sanctuary of the pinball since it was banned from public sites 32 months ago.

German trade circles are openly critical of their Italian counterparts for a lack of public relations sense. Critics here say the Italian trade has a tendency to slumber until the emergency is upon them and it is then too late.

An Italian payout ban would hit heavily at German manufacturers, who have developed a large export trade in payouts in Italy.

Nothing But Best

ANTWERP — Coin machine importers at this crossroads of the Continental trade are putting out their New Year's message to the American trade: skip the junk and send us only the best of reconditioned equipment in the new year.

One firm here has advised his U. S. suppliers: "We are operating in an increasingly sophisticated market. The European operator has more capital than ever before to invest in equipment, and he is demanding nothing but the best."

A poll of importers here showed that Europeans have a strong preference — still — for American equipment, backed up with the cash to buy it. But they will take nothing but the best.

Rome Clubs Closed

ROME—Eight "private clubs" in the city have been closed and 24 games, including pinballs, have been sequestered by local police in a series of raids which have followed a newspaper campaign against pseudo-clubs, many of which call themselves "press clubs."

While a complete report has been made to the courts following the complaint of a non-member that he had lost \$6,400 in a "club," the police acted quickly after Angelo Bruscolotti, who had made the complaints, was assaulted by three men on a lonely street and beaten severely. He was saved only by the intervention of two passersby.

The hope of SAPAR, Italian automatic association, and various operators that the ban on pinball machines would be lifted in the new year has now vanished as a result of the latest developments. The crackdown on all clubs means that the only outlet for the games up to now will

(Continued on page 54)

MORE LEISURE TIME

Arcades Boom for German Ops

By OMER ANDERSON

HAMBURG—German newspapers have been intrigued to discover that the "hard working" Germans now work some of the shortest hours in Europe, and that one of every three Germans now 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" Germans never had it so good—in terms of leisure and money, and—contrary to the saying "the rest of the world works to live, but the Germans live to work"—they are learning to enjoy themselves.

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 believe that increasing leisure together with advancing technology will boom the arcade business — provided operators are sophisticated enough to exploit the full potentialities of the developing situation.

All major factors seem to point toward an arcade upsurge. As noted, leisure is increasing, electronics technology is provid-

ing games of greatly enhanced appeal. European housing, on the other hand, is still uncomfortable and overcrowded, forcing the masses to spend as little time at home as possible.

The entertainment accent is on public amusement and increasingly on outdoor and pavilion-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 exploitation of the opportunities signaled by the arcade renaissance. This advice distills as: be clean and be creative.

Arcades are prospering, according to West German operators, in direct ratio to their attractiveness. Equipment must be excellent, but it is effective only in relation to the attractiveness of the arcade premises.

One of West Germany's most successful arcade operators, Wilhelm Jestic, is an interior decorator by profession. Jestic finds full scope in his arcade for his professional training.

The most successful German arcades cater to the family trade—a place for mom, pop and the 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.

New Ideas Help

Aside from attractive premises and imaginative decor, the arcade must have not only first-class equipment but a certain number of off-beat and far-out games and other new equipment. That is why Germany's most successful arcade operators also happen to be among this country's best-traveled operators: No foreign country is too distant if it promises to yield a brand-new game idea for their arcade.

And arcades are prime business for distributors and manufacturers as well as operators, of course. For the simple reason, they generate a large and recurring demand for equipment.

West Germany, which has the Continent's most progressive operators association, is also well in the lead in harmonizing the interests of arcade operators with those of location operators. This identity of trade interest has resulted in the merger of the arcade proprietors (Spielhallenverband) with the Zentralverbandes der Organisationen des Automaten-Aufstell-Gewerbes (ZOA), the central German operators association.

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



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Lesnick Has Richmond Recipe

RICHMOND, Va.—Hy Lesnick bought Richmond Amusement Sales in 1960, 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 grosses during 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.

Not 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."

Looming 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 slot. Virginia coin machine businessmen have been bucking for a favorable exemption, say 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 "pushing pennies" in his cigarette vending machines. This is a time killer.

During last year's cigarette-cancer scare, Lesnick reported,



HY LESNICK

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 pho-

nographs in a variety of location types (including the "confectionaries," as the local taverns are termed), he insists that the "spots without tablecloths are the best for music."

Programming Specialist

Programming for Lesnick is handled by Ernest Wingo, a graduate from Richmond Amusement Sales' 12-man service staff.

"Ernest knows every location thoroughly and is a shrewd buyer of records for the Richmond region," compliments the proprietor.

A measure of his success in the business Lesnick readily attributes to active participation in trade association 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 into MOV and MOA," Lesnick declared.

Cig Prices Climb to 35¢ 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 bleeds the consumer helps the operator, or ultimately will swell his grosses.

Operators voice the opinion that the public may take it hard for a start, but will soon fall in line and push the 35 cents into the machine as though that 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 prediction that has been made by spokesmen for the industry.

The present tax on phonographs for a full seven-day operation in Massachusetts is \$160 per machine per year. This breaks down to \$50 for weekday operation to the State and city and \$50 for Sunday operation and the \$10 federal annual fee.

Music operators consider the tax prohibitive and it was bitterly fought through the courts in 1958 when it came into being. Presently there is no music organization in Massachusetts and knowledgeable members of the industry feel that the operators are at the mercy of the politicians, who are looking for some \$100 million in new State taxes.

August Exports Hold Steady

• Continued from page 50

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.

West Germany, one of the countries that has locally manufactured coin-operated phonographs, still evidently cannot curb patrons' desire for the U. S. juke box. A year ago West Germany took 347 new juke boxes and the number is up to 420 in August, 1964. The country took 403 new units in July, 1964, so the increase is not just a flash in the pan.

U. S. manufacturers have been aware of the interest in new U. S. machines and have not abated their activities to keep interest heightened in their new products. One of the more unusual presentations of new models was held in October by the Seeburg Corporation through its Benelux representative, Seeban, S.A., on board the passenger liner Flandre in the harbor at Antwerp. The showing was highly successful and attracted not only prospective equipment purchasers but also leading financiers and industrialists who would be instrumental in assisting with financing and in creating favorable public opinion at high levels for the U. S. products shown by the Seeburg firm.

New Music-Pic Unit From Urban; Bailen Now Prexy



V-900



NAT BAILEN

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

Accompanying 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.

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, permits marketing of the product below \$2,000.

Other Urban products currently in production are the AP-10 all-purpose theater, the AD Panaram Theater and the KKS Kartoon Theater.

The firm is located at 415-17 West Main Street here.

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All That Talk ... My Bonnie

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'PR or Perish': Leyser

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 suggested. "A bad name is a big obstacle to profits. A strong public relations drive co-ordinated by MOA and State organizations would go a long way toward improving the trade profit picture."

Emphasizes Two Points

Leyser, whose machines may be found throughout California and in bus stations in 11 Western States, espouses 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 'Selective Music System,' which we use to good advantage in California."

And second, Leyser favors recognition among operators (as well as public promotion) of the coin phonograph business as an important segment of the entertainment industry.

Should Promote

Said Leyser: "We should promote our activities as 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 static industry, or perhaps, worse.

"Rising costs can only be met by better business methods," he explained. "All industries are



HENRY LEYSER:
"... this is show biz."

being hit by rising taxes and adverse legislation. We're not alone. We can cope with these

problems best by being aggressive and publicity-minded operators."

Lauds MOA

The outspoken coinman lauded the MOA, saying, "Every industry needs a strong association to speak for the members collectively. The MOA is on the upswing and is doing an effective job in this regard."

Leyser suggested, however, that perhaps the association's name is a misnomer. "Most operators have diversified into games and vending," he pointed out.

Another informative role Leyser recommended that the MOA assume is toward the members themselves.

"The association must get across to operators collectively the point that we are not competitors. We are colleagues," he asserted.

Considering the state of the business today, he conceded that this was a big order.

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 Spot-a-Card 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; most are continuing to operate and feel that other prosecutions would lead to lengthy court procedures before they would be forced to stop.

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.

Rowe AC Mfg. Names Claffey

• Continued from page 47

Reeves Soundcraft Corporation in 1956. 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 the firm's new coin-operated phonograph, details of which will be reported later.

Compact Coin Box Built By Marvel Mfg.



MARVEL COIN BOX

CHICAGO—A new compact coin box for use on all types of amusement games, kiddie ride, laundry and dry cleaning equipment has been introduced by Marvel Manufacturing Company here.

Available for 5, 10 and 25-cent operation, the one-piece, deep drawn steel unit has a capacity of \$500 in dimes. It measures 8 inches by 16 inches by 4 inches.

The firm is located at 2845-49 Fullerton Avenue.

Brit. Decca Widens Sights

• Continued from page 12

mas at \$73.50 per set. Every university with a department of English history and literature has received a circular from Decca on the Churchill set, similiary schools and many English-speaking missions throughout the world.

The recently completed tour of the London Symphony Orchestra was supported promotionally by Decca, who had posters prepared in eight languages for use by the orchestra. Mantovani's tours are part of the world scene in light music, and now Stanley Black, who just completed a 14-track album of Japanese melodies with his Latin-American Combo, is off to the Far East as a guest conductor, a trip co-ordinated by Decca.

International Growth

The international growth of Decca's European affiliates has been very marked since the early 1950's. One example is Teldec, the Hamburg-based company whose single sales jumped from 40,000 to 1,800,000 in 1953 with recordings from London-American and British Decca repertoire. Now

Teldec's sales are up to 4 million disks a year from these sources. Teldec was the first German company to mark up a million seller on a foreign artist with Billy Vaughn's "Sail Along Silvery Moon."

Decca's U. K. distributor affiliate in London, Selecta Gramophones, is also working internationally. They have been building up a successful catalog of Continental records, importing the finished product from France, Germany and Italy. Although the recent U. K. government's import surcharge of 15 per cent has slowed up sales from catalog items, it has not affected dealers' special orders. The additional 15 per cent means there is now a total of 30 per cent on top of landed cost of Continental LP's. They now sell retail for \$6.35. At the time the surcharge was imposed, Selecta was about to arrange imports from Spain and Greece, but this is now in abeyance until such time as the surcharge is lifted.

Decca keeps watch on these imported disks for any suitable material and artists which could be released on their own label where these are free for negotiation.

Court Fight Seen on Pirate Raid

• Continued from page 12

In a recent poll, 80 per cent of the Dutch public were in favor of the programs offered by these pirate radio and TV stations.

Operators of the five pirate ships around British coasts are watching events carefully, as this Dutch move sparks off attention of the Council of Europe (representing 17 European Parliaments), toward the U.K. pirate radio stations. The Council has drawn up an agreement designed to stop all unauthorized ship stations established outside national territories, and the U.K. Postmaster General is studying the agreement to see if Britain will sign.

Alan Crawford, who heads Radio Caroline (a ship off the

U.K. East Coast), told Billboard that "I think the Council's effort will be doomed to failure, as they cannot imbalance International law, or allow political pressure stemming from state run radio groups to interfere with human freedoms."

On the side nearest to the pockets of those in the music business affected by broadcast of records from pirate ships, the PRS (Performing Rights Society) says it assumes these stations will meet their moral obligations as regards paying performing rights. The stations have not yet been inked but this is being hastened and performing rights will be back-dated.

Radio London, the American-backed pirate ship in the Thames estuary, started broadcasting Dec. 17, 1964.

NEWS OF THE WORLD

TORONTO

Singer Doug Crossley, who's been referred to here too long and too often as "another Robert Goulet," is on his way to proving he's really "the first Doug Crossley," with a contract with RCA Victor in the U. S. for two singles and two LP's. He's in New York for his first recording session, after being spotted by RCA on "The Bell Telephone Hour" on NBC-TV last summer. . . . RCA Victor claims three Canadian record industry "first" with its release of the first recording of an original Canadian musical comedy, a French-Canadian show, "Le Vol Rose du Flamant" (The Pink Flight of the Flamingo). The company released the LP at the premiere of the show, and to do so set the other two firsts—the first time a recording of this magnitude had been completed on one session, and the first time an LP had been conceived, recorded, pressed, packaged and distributed in five working days.

Upcoming disks by Wes Dakus and Barry Allen will be released on the Capitol label here, following a switch from Quality Records. Both artists are from Edmonton and record in Clovis, N. M., under the aegis of Nor-

man Petty. Dakus' first single, "Pedro's Pad," was released in the U. S. on United Artists, and his second disk, "Las Vegas Scene," is making the radio station charts across Canada. Allen, who plays guitar in Dakus' instrumental group, also sings and his own record, "Over My Shoulder," is doing nicely here and was released by Dot in the U. S. . . . Illness forced Gene Pitney to cancel his engagements in Toronto, London and Brantford last month, disappointing his fans and Columbia, who released his hits here.

KIT MORGAN

Norway Sales

• Continued from page 14

As long as there are no commercials, the disk industry has no control over its promotion. Instead a certain kind of information service exists vis-a-vis the Norsk Rikskringkasting (NRK), the radio and TV station.

Part of the 1965 picture is the recent December purchase tax increase. This is now up to 12 per cent of the retail price. However, this is not expected to keep sales from surpassing 1964's peak.

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AMI H200	225
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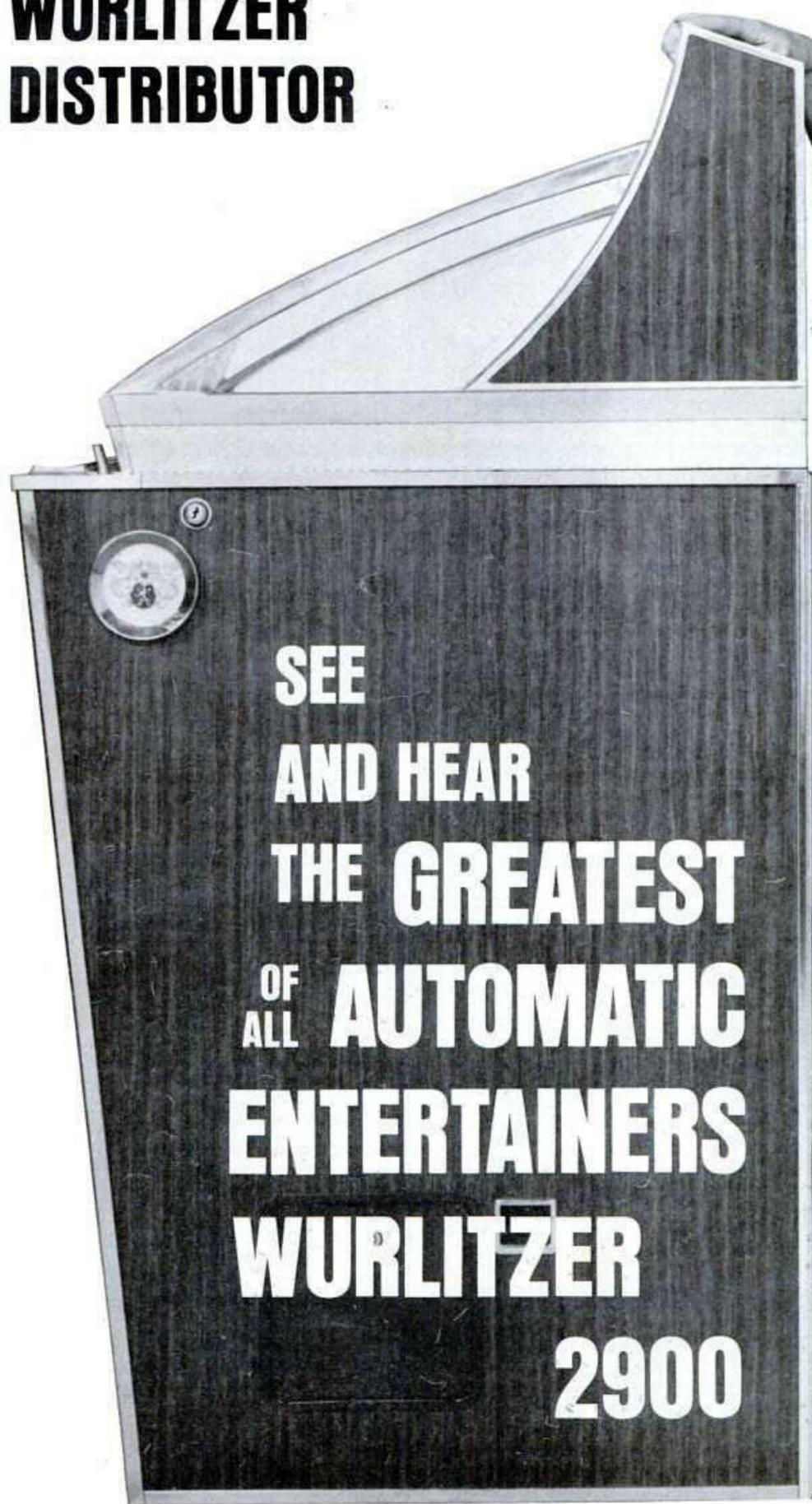
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DAVID ROSEN, soon to be honored by the Philadelphia Variety Club on the completion of a distinguished term as Chief Barker, presents the group's membership card No. 500 to the newest member, J. Harrison Jones (left), president of the Broad Street Trust Company.

EUROPEAN NEWS BRIEFS

• Continued from page 50

be more restricted than ever before with sharp police surveillance throughout the country on access to "private" locales.

'Rose' Paris Hit

PARIS—The current French juke box hit is "The Yellow Rose of Texas," which has been translated into French and is being promoted in connection with President Johnson's inauguration and his prospective visit to Europe in the spring.

Some French juke box owners prefer to play the tune in the original English, however, claiming that the song loses its "le Wild West" flavor in translation.

Popularity of "The Yellow Rose" is being boomed 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.

Fewer Phono, Game Licenses In Chicago

CHICAGO—Figures obtained by Billboard from the city collector's office here reveal that fewer licenses for coin-operated phonographs and amusement games were issued during 1964 than in the previous year.

The phonograph total dropped 247, from 8,971 to 8,724. Games licenses sagged from 8,152 to 7,849, a loss of 303.

A similar comparison of vending machine license sales is not possible, because a license is not sold for each unit.

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Bonanza	425	Picnic	145	Bobo	165
Brite Star	150	Preview	395	Beat-the-Clock	325
Coral	275	Queen of Diamonds	175	Darts	165
Captain Kidd	195	Rack-a-Ball	325	Siesta	195
Cover Girl	265	Racetime	195	Highway	150
Cross Cross	125	Rocket Ship	145	Jolly Joker, AB	225
Double Action	195	Royal Flush	125	King Pin	250
Egg Head	250	Scoreboard	135	Kismet	225
Flying Chariots	450	Seven Seas	245	Musket Man	275
Gauche	395	Shipmates	475	Nags	175
Gi-Li	295	Sittin' Pretty	150	Piccadilly	150
Lancer	360	Slick Chick	335	Spot Pool	140
Lighting Ball	175	Square Head, AB	325	Space Ship	225
Mademoiselle	225	Sun Set	385	Ten Spot	185
		Sun Shine	150	Trade Winds	275
		Spot-a-Card	185	Turf Champ	165
		Straight Flush	135	Viking	250
		Sweet Sioux	265	Three Coins	250
		Swing Along	395	Golden Gloves	165
		Sweethearts	375	Rocket	125
		Texan	275	Arrow Head	495
		Tropic Isle	285	Colorama	375
		Universe	175	Star Jet	375

M. S. GISSER
Sales Manager

CLEVELAND COIN International

2029 PROSPECT AVE. CLEVELAND 15, OHIO
All Phones Tower 1 6715

COINMEN in the news

CHICAGO

National Coin will display new Wurlitzer equipment in its 1407 Diversey 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 report date when set. . . . The Worldwide Distributors schedule of January service classes has been reshuffled to accommodate instruction in their newly acquired United-Williams game line, says Harold Schwartz. The new schedule will be announced shortly.

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 Chef Alberto's Restaurant, 3001 West Peterson Avenue. . . . Wico's 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 "smash." The Wico Winter Special Circular—containing such items as a new space age polish, a floor model cue stick rack and a futuristic speaker baffle—is just off the press and will be mailed out soon, says Milt Wiczor. . . . Atlas Music Company, much of the staff of which will be in Florida for the coming Rowe distrib meet, will display new equipment at the Sheraton Blackstone Hotel on January 17. Atlas' January service schools, according to Stan Levin, will follow that premiere.

Fifteen coin machine industry veterans have enrolled in the CMI Dean's Club since the MOA show, informs Bob Slifer. Vets are invited to join at any time. . . . Those attractive paintings displayed in the National Coin Machine Distributors' Association offices are by Slifer's talented wife. . . . Empire Coin Machine Exchange's Joe Robbins says several vital service sessions are being set up for January at the Empire diggings. Will report dates when final.

Explain this one. Al Evans, of Evans Music Company over in South Bend, Ind., reported that contrary to dire predictions (based on the Studebaker plant closedown there), business was good in the South Bend area during the 1964. "We're glad they closed the plant," he declared. . . . Just a stone's throw from present diggings at 164 North Farnsworth Avenue in Aurora, Ill., Bill Poss is building expanded facilities for his Valley Music Company. The new address: 159 North Farnsworth. It'll open in March. Poss, Illinois Association prexy, urges a good business turnout at the state meeting in Springfield late this month.

Duncan Sales' Joe Nemesh drops a card from Vienna. He spent New Year's Eve in Budapest and will visit trade friends in Paris, Hamburg, Munich and Rome ere returning to Cleveland.

Manufacturer Melange: Humming assembly lines in Greater

Chicago area will produce some surprises in games field—much to the operator's delight. Watch Williams come March, is the word from Buddie Lurie there. A sparkling new game line is slated for debut. . . . The optimism of Ross and Wolverton at Midway is unveiled. New plant and product plans should establish this progressive young firm in the industry front rank. . . . Bally will spring some product surprises, tips the company's Herb Jones. Could happen as early as March, perhaps April. . . . Valley Manufacturing Company over in Bay City, Mich., will pop with two new pool tables some time in February, according to exec John Ryan. RAY BRACK

BOSTON

Donald Oliver, who with his dad, Martin, runs a successful route in the Southern Maine area, has been signally honored in his hobby field. Don is a sports car buff and has been named president of the Cumberland Motor Club of Portland. The club runs the most important long-distance (800 miles) rally in New England and he is coordinator of the event which takes place Jan. 16-17. Don reports business excellent. . . . Marshall Caras, assistant general manager of Trimount Automatic Sales Corporation (AMI), could almost be called a perennial student. He's been 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 Fiore of Medford around trying for the best buys and reminiscing about the days when music routes could be had for a song, says business has been good last year and he predicts that 1965 will be even better.

Walter Strauss, of Strauss Vending Company, Boston, is another businessman who has confidence in the year ahead. He predicts a slow beginning, but feels grosses will mount as the year advances. . . . David J. Baker, of Melo-Tone Vending Company, Somerville, sees a possibility of new taxes on music, but predicts the additional 2-cent tax on cigarets, which will put machine prices up to 35 cents, will bring in substantial grosses. CAMERON DEWAR

PITTSBURGH

Ralph W. Pries, vice-president of Berlo Vending Company, vacationing over the holiday period into the new year in the Virgin Islands. . . . David Rosen, president of the David Rosen, Inc., distributing firm, off to Miami this week for the Rowe-AMI showing which he will distribute in this area. . . . Thomas Simmons, of Soft Spray Distributors, suppliers for the new coin-operated car-washing machines, hit a zoning board snag in trying to set up a new location in suburban Pooli, Pa. . . . Office staff at Berlo Vending Company was saddened last week with the sudden passing of Fannie Stern, company secretary.

Milton Friedberg, vending machine operator in suburban Oreland, joins the ranks of Shriners in being elected to membership of Lu Lu Temple here. . . . William Fishman, president of Automatic 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 leadership and is currently preparing to hostess a "\$500 Special Gifts Luncheon" to be held at their home on Jan. 18 for the Allied Jewish Appeal. . . . Linton's Restaurants, marking its 75th anniversary, calls attention to the fact that the local restaurant chain has added automatic vending facility to its operations here. . . . Odessa Brown, on the service staff of

Coming Soon:

- Jan. 13—St. Joe Valley Coin Operators' Association monthly meeting, 130 N. Ironwood Dr., Mishawauka, Ind.
- Jan. 19—Associated Buyers Club meeting, Chef Alberto's Restaurant, 3001 Peterson Avenue, Chicago, Ill., 7 p.m.
- Jan. 23-24—Illinois Coin Machine Association banquet and meeting, Holiday Inn South, 7 p.m., Sat.; 1 p.m., Sun., Springfield, Ill.
- Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 6:30 p.m.
- Feb. 16—Coin Machine Division of Philadelphia Allied Jewish Appeal annual dinner, Warwick Hotel, Philadelphia, Pa.
- Feb. 21—North Carolina Coin Operators' Association meeting, Charlotte, N. C.

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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!

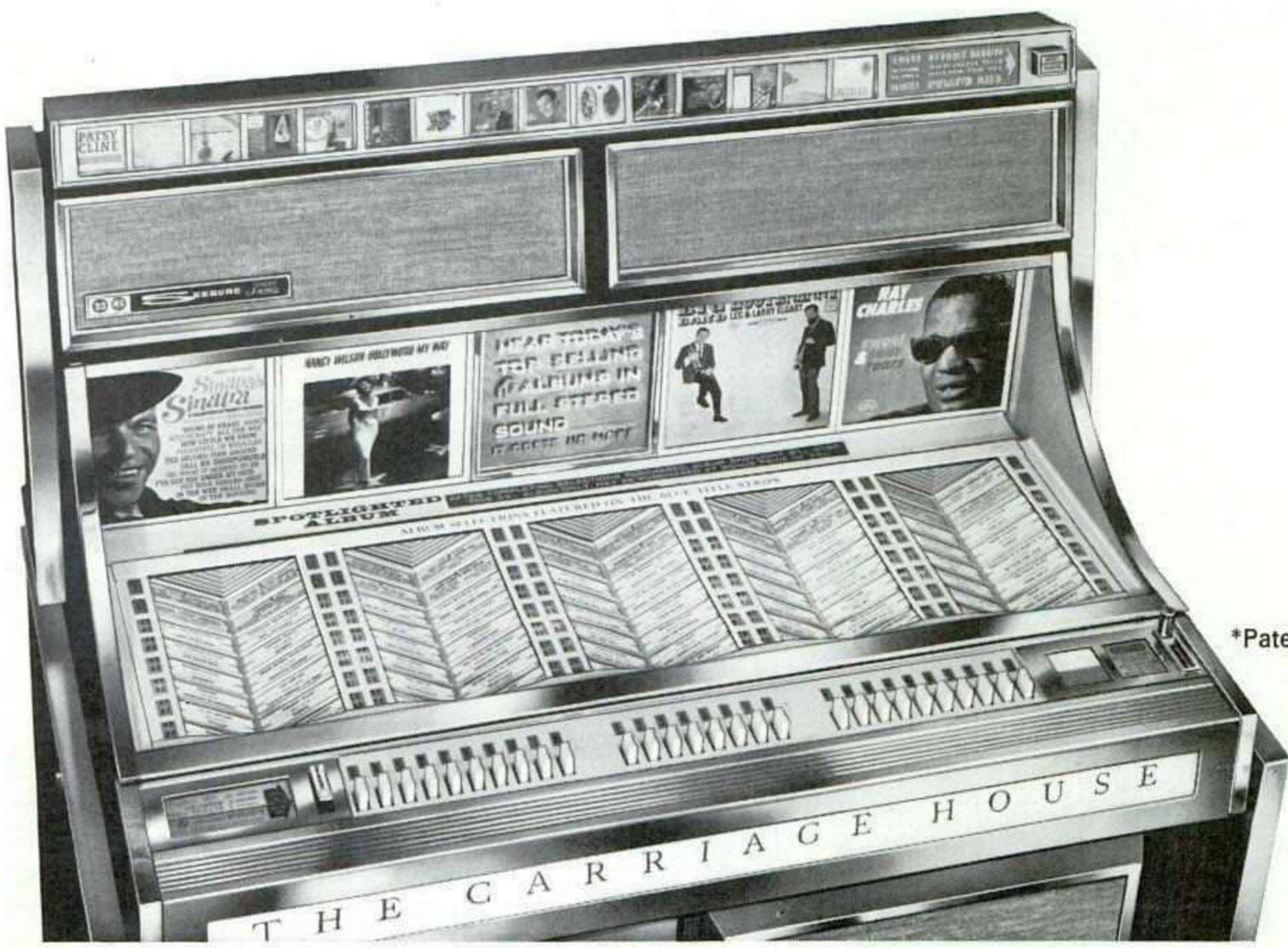
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Sensational money-making feature! Seeburg *Spotlighted Album Award**—proved in locations to earn more money for operators and locations than any other phonograph in the history of the industry. You have to see it to appreciate what it can mean to you.

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

TOBACCO ROAD

Nashville Teens. London LL 3407 (M); PS 407 (S)

Here's the rockin' album debut of the successful English group of six. Included in this package are their two hit singles, "Tobacco Road" and "Google Eye," both written by Nashville's own John D. Loudermilk. Group has an infectious rock-a-blues feel to most everything they perform which is half of their success. A chart-buster album.

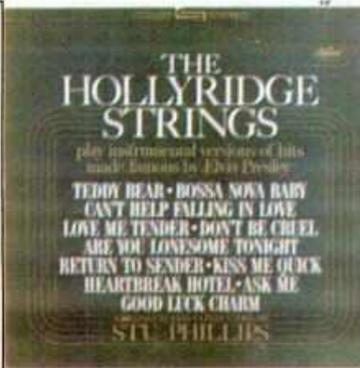


POP SPOTLIGHT

THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY ELVIS PRESLEY

Capitol T 2221 (M); ST 2221 (S)

This set of songs made famous by Elvis will undoubtedly have the same programming and sales impact as the previous Hollyridge packages of the Beatles, Beach Boys and 4 Seasons song books. Arranger Stu Phillips has selected 11 Elvis hits including "Heartbreak Hotel" and "Teddy Bear" and has created a beautiful string approach to each.



POP SPOTLIGHT

MORE MUSIC FROM MILLION DOLLAR MOVIES

Boston Pops Ork/Arthur Fiedler. RCA Victor LM 2782 (M); LSC 2782 (S)

With inspired arrangements such as those featured in this album, the music from the million-dollar films will live for an eternity. Arthur Fiedler brings a unique approach to each selection so that "More," "Charade," "Get Me to the Church on Time" and "Lawrence of Arabia" take on a new excitement and freshness.



POP SPOTLIGHT

HEY, LOOK AT ME NOW!

Linda Scott. Kapp KL 1424 (M)

The transition from the teen musical scene to an adult singing performer is difficult for a teen favorite to make, and sometimes impossible. Linda has made the change gracefully, as witnessed here. With a tremendous assist from arranger Ray Ellis and producer Mike Berniker (Barbra Streisand's producer), she tells the stories of "The Very Thought of You," "Close Your Eyes" and "These Foolish Things" with sensitivity and warmth.



POP SPOTLIGHT

SOMETHING BORROWED, SOMETHING BLUE

Annette. Vista BV 3328 (M)

Celebrating 10 years in show business, the original TV Mouketeer, Annette, selects a dozen songs in the four "something" categories which ironically ties in with her marriage this month. Her growth as a performer is displayed here, as she wistfully sings the title tune and "Blue on Blue." Her rhythmic feel and know-how are evidenced in "Personality," "Music Music Music" and "All My Loving." This de luxe package displaying photos of Annette should put her back on the charts.

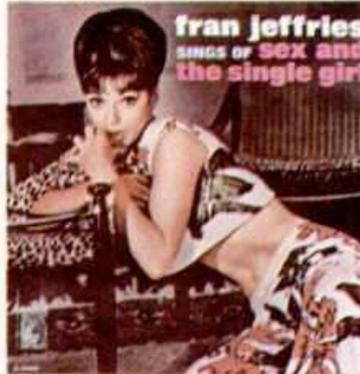
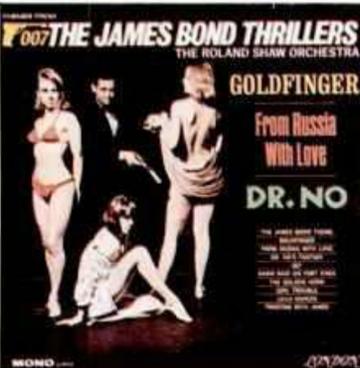


POP SPOTLIGHT

THEMES FROM THE JAMES BOND THRILLERS

Roland Shaw & His Ork. London LL 3412 (M); PS 412 (S)

A complete package of the important main themes from all the important James Bond films. Exciting big band arrangements create electricity throughout "Goldfinger," "From Russia With Love" and the "James Bond Theme." Bond fans will flip for this album as will lovers of the big band sound.



POP SPOTLIGHT

FRAN JEFFRIES SINGS OF SEX AND THE SINGLE GIRL

MGM E 4268 (M); SE 4268 (S)

Beauty and talent is combined here for a well constructed and performed album. A rising film star, Fran titles the album for the current film in which she is featured. Vocally she has a warm, sultry distinctive style and is in complete command of each lyric and melody performed. Prime examples are "Make Love to Me," "Goodbye Charlie," "Warm Tonight" and "I'd Do It Again." A bow to arranger Marty Manning and producer Danny Davis.



POP SPOTLIGHT

THE BOY FROM IPANEMA BEACH

Roberto Menescal. Kapp KL 1418 (M)

Impressive American debut of a young group of six musicians from Brazil. The talented group, ranging in age from 15 to 20, combines American jazz with the rhythms of their Brazilian homeland. The bossa nova beat predominates as they offer well-performed renditions of "Desafinado," "Girl From Ipanema" and 10 other Latin melodies. A good bet for the college crowd.



POP SPOTLIGHT

MOTION PICTURE THEMES

The Manhattan Pops Ork. Time S/2169 (S)

Arranger-conductor Joe Cain has taken an orchestra of 27 and created unusual treatments of 10 important motion picture themes. "Sound of Music" is a good example of an unusual arrangement. Other standouts are "Dolce Far Niente" and "On the Street Where You Live." Imaginative arrangements, well performed, makes for good programming and sales appeal.



LOW PRICE POP SPOTLIGHT

WALTZ TIME WITH THE LIVING STRINGS

RCA Camden CAL 855 (M); CAS 855 (S)

A beautiful combination... the waltz and the Living Strings. The lush, warm sounds of the strings are heard on such evergreens as "The Girl That I Marry," "The Anniversary Waltz" and "The Merry Widow Waltz," among others. For programming, listening or dancing, this album offers tremendous musical enjoyment. A low bow to arranger-conductor Johnny Douglas.



COUNTRY & WESTERN SPOTLIGHT

YOU'RE THE ONLY WORLD I KNOW

Sonny James. Capitol T 2209 (M); ST 2209 (S)

The Southern Gentleman bases this album on his current hit single and adds 11 other songs he performs in his act. James renders his distinctive style on outstanding songs such as "Love Letters in the Sand," "Are You Lonesome Tonight," plus his hits of "Baltimore," "Ask Marie" and "Sugar Lump."



COUNTRY & WESTERN SPOTLIGHT

LESS AND LESS AND I DON'T LOVE YOU ANYMORE

Charlie Louvin. Capitol T 2208 (M); ST 2208 (S)

This is Charlie Louvin's album debut as a single act. Already successful in the single record field, this album will hit the charts in short order and deservedly so. Charlie lends his plaintive, heartfelt style to a dozen ballad and rhythm numbers composed by such favorites as Bill Anderson, the Louvin Brothers and Roger Miller. Powerful sales appeal.



SPECIAL MERIT PICKS

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



CLASSICAL SPECIAL MERIT

BRUCKNER: SYMPHONIE NO. 8 IN C MINOR (ORIGINAL VERSION)

Berliner Philharmoniker (Jochum). Deutsche Grammophon SLPM 138918/19 (S)

Excellent addition to the recorded catalog of Bruckner. The Symphony No. 8 has not been too frequently recorded and in the hands of Bruckner and Jochum the work rings true from beginning to end. De luxe two LP package with special informational notes.



JAZZ SPECIAL MERIT

JAZZ FROM THE SAN ANTONIO RIVER

Happy Jazz Band. Happy Jazz AP 86 (S)

The boys from down San Antonio prove ably that they can dish up some mighty fine toe-tappin' Dixieland. The band keeps the pace bright and happy as it romps through 10 Dixieland jazz standards. Stereo reproduction is excellent and does much to enhance the presentation.



LOW PRICE SPECIAL MERIT

SWEET TALK

Boots Randolph. RCA Camden CAL 865 (M); CAS 865(e) (S)

Boots Randolph—the Yskety Sax Man—has become synonymous with exciting and vibrant pop instrumentals. There's soft and mellow and upbeat rock offerings in this album that are designed to please the swinging set.



FOUR-STAR ALBUMS

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

JAZZ

BECHET OF NEW ORLEANS
Sidney Bechet. RCA Victor LPV 510 (M)

RADIO'S ACES—THE COO-SANDERS NIGHTS
RCA Victor LPV 511 (M)

THE NEW YORK SAXOPHONE QUARTET
20th Century-Fox TFM 3150 (M)

CLASSICAL

VERDI: RIGOLETTO
Various Artists. Deutsche Grammophon SLPEM 136280 (S)

INTERNATIONAL

THE BEST OF TITO PUENTE
RCA Victor LPM 2974 (M); LSP 2974(e) (S)

ANTONIO PRIETO, VOL. VIII
RCA Victor MKL 1603 (M)



THREE-STAR ALBUMS

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

POP STANDARD

A SWINGIN' THING
The Three Suns. RCA Victor LPM 2963 (M); LSP 2963 (S)

EVERYTHING I'VE GOT
Honor Blackman. London LL 3408 (M); PS 408 (S)