Dual Distribution Act Is Introduced by Roosevelt

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt, chairman of the House Subcommittee on Distribution, has introduced a bill that would require annual reporting of separate functional data for record companies, or any companies that ultimately compete with independent customers at any level of operation.

This would mean that anyone in the record industry operating on several levels—manufacturer, packer, one-stop, distributor—etc.,—would have to file annual reports on each separate operation in which it competes with an independent buyer of records. Corporations could put the information in annual stockholder reports—all others would have to file with the Federal Trade Commission. Information would be available to interested parties.

The proposed law is the outcome of lengthy hearings by the Roosevelt Subcommittee on dual distribution. During the hearings, retailers and distributors brought charges of unfair practices against large firms that competed with them as customers.

In a recent report, the Roosevelt Subcommittee and its parent Small Business Committee said the complex problems of dual distribution (where the supplier competes with his own customers) need more data. The information is needed to determine whether the antitrust laws sufficiently safeguard fair dealing to independents who do business with dual distributors.

The report did not blame dual distribution itself it can help sales spread by manufacturers and distributors, but said the harm was done by unfair practices to undersell independents. The report suggested that the FTC and Justice Department keep closer watch on dual distribution.

The Roosevelt Dual Distribution Disclosure Act would apply only to firms doing a business of $5 million or more and would not cover those netting less than $52 million, whether or not the company engages in multi-functional operations. Information required would include: Gross dollar sales of the product sold during the year to all independent establishments, value of sales or transfer of the product from the manufacturer to his own related establishments. The breakout would be required only on lines of product sold in dual distribution.

Separate Statement

A separate operating statement would be required for every subsidiary functional branch of the company that receives products and then competes with independents who are customers of the original manufacturer or distributor. Each subsidiary would reveal total annual net sales, plus any sales to related subsidiary, and sales to independents, each itemized in separate totals. Any subsidiary branch costs absorbed by the parent company, or put on the books of another branch, would have to be shown on the report.

This would provide a double check on cost-base claims made by some larger firms in underselling competitors who are their customers.

The Roosevelt bill, H.R. 1578, would provide fines up to $50,000 for non-reporting or for falsifying information required.

UA to Wax ‘Ex-Lover’

NEW YORK—United Artists Records is moving into the original Broadway cast album field this season with the Frank Loesser-Sara Spawak musical comedy tentatively titled "Ex-Lover." UA has been out of the Broadway cast picture since the failed "A Family Affair," the Shelley Berman starter of several years ago. The company is now planning to step up its activity in the Broadway area.

The show, with music and lyrics by Loesser, and book by Spawak and Loesser, under the sponsorship of Allen B. Whitehead in association with Frank Productions, is scheduled to open in New York in mid-April.

Stokowski Disk to Spearhead Phase 4

NEW YORK—London Records is expanding its Phase 4 stereo recording program this week with Leopold Stokowski conducting the London Symphony Orchestra on "Scheherazade." According to Marty Wargo, London's director of marketing, the label recently signed Stokowskia for a series of "sound spectacular" releases in Phase 4 stereo.

Wargo, who also produced the "Scheherazade" disk, said, "The enthusiasm in the making of the disk by Stokowski, who has been a pioneer in sound recording over 50 years, is a tribute to the advanced technology of Phase 4. This recording will spearhead our drive to utilize the service of outstanding musical artists to increase the scope of the Phase 4 line." Projects in progress are still being kept under wraps.

Wargo, along with Tony D'Amato, artist and repertoire chief for Phase 4, have been instrumental in its creation and development since its initial LP record release in 1961. This first release and the subsequent 20 LP's released through 1963 consisted strictly of "pop" music. With the accelerating sales of this "pop" repertoire, it was London's idea to expand the repertoire to more serious material. (Continued on page 8)
A Hit Single—Now a Great New Album

"SHAKE"

SHAKE
SAM COOKE
A Change Is Gonna Come

LPM / LSP - 3367

STOCK UP NOW ON ALL THESE OTHER BEST-SELLING ALBUMS BY SAM COOKE: Ain’t That Good News (LPM / LSP-2899); The Best of Sam Cooke (LPM / LSP-2625); Hits of the ’50s (LPM / LSP-2236); Mr. Soul (LPM / LSP-2673); Night Beat (LPM / LSP-2709); Sam Cooke at the Copa (LPM / LSP-2970); 3 Great Guys (LPM / LSP-2720); Twistin’ the Night Away (LPM / LSP-2555).

RCA VICTOR
The most trusted name in sound
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Kunsman Heads Dept. of RCA Record Club

NEW YORK — Donald H. Kunsman has been appointed divisional vice-president of the RCA Victor Record Club.

The new record club department is under the supervision of Norman Racusin, division vice-president, and Donald H. Kunsman, as general manager.

Kunsman rejoins RCA, where he was vice-president of Subsidiary Operations. He first joined RCA in 1949 after 16 years with Columbia Records. From 1949 through 1961, he held a number of important positions.

ABM Makes Change in Staff

NEW YORK — In a reshuffling of the ABM-Blackwood music firm, Donald H. Kunsman, who was recently resigned as general manager and treasurer, was taken over by Gerald Teifer.

Kapralik plans to concentrate on a new line of the business, which includes a newly opened supper club, the Loft, in the Village, and a new record store, to continue his record career by developing a company to encompass future music publishing, personal management and record manufacturing.

Before becoming general manager of ABM-Blackwood, which is the music publishing wing of Columbia Records, he was a disc jockey in a number of epic pop artists and repertoire in the East. He switched to the publishing field when he joined ABM in January 1964.

Teifer, who had been a professional manager of ABM-Blackwood, will now be responsible to Walter Deen, vice-president of merchandising affairs at Columbia Records, and will direct all the activities of the publishing companies, including the creation and acquisition of materials.

Kunsman participated in decisions involving global operations of the company, including Grammy Test Projects at Cape Kennedy, Fla.

CMA BOARD ENDS TALKS

NEW YORK — The Country Music Association board, which completed its quarterly meeting here last week, set plans for its presentation of Chicago, Ill., stations' annual session programs using country and western music and added that invited people will be invited to attend.

The presentation will be at the state's annual CMA sessions in key cities and will again stress country music's impact.

The presentation will be presented by the Country Music Association's executive vice-president, Southern Illinois and WCMS-FM, Norfolk, and Bill Williams, WSM, Nashville. All will be invited by the CMA.

Klusmeyer to Mercury Dept.

CHICAGO — Bob Kluemeyer, formerly assistant controller with Columbia's Bridgeport, Conn., division, has been transferred to the Mercury Record Corporation's royalty administration department.

Irwin Steinberg, Mercury's executive vice-president, said that Kluemeyer would head a department of 10 and would be responsible for forwarding pay check and publishers connected with all of the corporation's divisions.

Kluemeyer will also work with Eddie Maccari, general manager of the firm's publishing division and director of licensing at Mercury.

Columbia Sales Adds 5 New Masterwork Models

NEW YORK — Columbia Records Corporation has added five new Masterwork models, including one portable phonograph, two packaged audio cabinets and two radio phonograph consoles.

The key model, according to J. W. Connor, publisher of Masterwork Audio Products, is "the first to be offered with hand-wired portable phonograph (M-1916)," which is offered in three models. It weighs only 27 pounds and is equipped with a Pickering magnetic cartridge and... four speakers. Suggested list price is $195.50.

Two other state packaged audio component systems with record loading platforms are being debuted. One model (M-4600), which has a suggested list of $225, comprises a 30-watt 500-watt drivers FM-50 changer, Pickering magnetic cartridge and FM-506 pickup with sealed speaker compartments. Model M-4650, which incorporates the FM-505 changer, Model M-4600 but also includes all-transistorized circuitry with automatic FM stereo indicator, pilot light and auxiliary inputs, carries a suggested list of $335.

Ike Klayman Dies at 53

CINCINNATI — Ikle (Ike) Klayman, president of Record Distributing Company here and a long-time member of the industry. He was a member of the Jewish Hospital here, where he was treated for cancer of the nose, which he was informed he had been suffering for some time, when he was taken to the hospital on Monday, October 11, and his passing was unexpected. The death was first announced as a result of an emergency operation.

Surviving are his widow, Thelma; a stepson, Jack Kirk; a son, Samuel; and a daughter, Mrs. Jeanne Cohen.

Services were held at the Beth El Synagogue here Wednesday evening (13).

Brothers 4 to Perform at Ball

WASHINGTON — The Brothers Four will perform at the inaugural ball Jan. 20. No other vocal group will appear at the event.

Following their Inaugural Ball appearance, the group res- umes its college tour, playing dates in California, then goes East for Canadian and Atlantic seaboard dates.

Lennon, McCartney Win BMI Citations

NEW YORK — John Lennon and Paul McCartney, two of the world's most popular composers, are among the winners of the BMI Citations of Achievement in the field of pop music.

In all, 246 writers and 69 publishers of 100 songs licensed by BMI's Music Company receive the annual citations. The BMI Citations of Achievement were presented here on Jan. 13, and are based on trade palace polls of national popularity, as determined by BMI judges reflecting record and sheet music sales, radio and television performances, radio and other factors measured in those areas in 1964.

The op publisher-award winners are Johnnie Music, Screen Gems-Columbia Music, with seven awards each, and Lennon and McCartney paced the writer category with 10 awards each. Other multiple-winner winners include Chicago Bears, Eddy Greenwich, an MCI Records, President of MCI Records, with seven awards each, and Eddy Greenwich, an MCI Records, President of MCI Records, with seven awards each.
SOON TO JOIN THE GREATEST CATALOG OF BROADWAY AND HOLLYWOOD RECORDINGS ON COLUMBIA RECORDS

Rodgers and Hammerstein's "CINDERELLA" February 22nd CBS Television Network Special

"LUV" Starring Alan Arkin, Anne Jackson, Eli Wallach. To be released in February

Robert Lowell's "BENITO CERENO" To be released in February

Eugene O'Neill's "HUGHIE" Starring Jason Robards. To be released in February

"KELLY" Music by Moose Charlap; Lyrics by Eddie Lawrence. New York Opening March 18

"DO I HEAR A WALTZ" By Richard Rodgers and Stephen Sondheim. New York Opening February 16

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MAC Begins Membership Drive

CHICAGO.—The newly organized Men’s Album Club (MAC) has launched a membership drive embracing all segments of the recording industry in Chicago and its environs.

"To aim for 5,000 members isn’t out of question," declared MAC president William Pate, chairman of the Board of Universal Recording Corporation, in a meeting with the general membership meeting.

Thirty record men present at the meeting also discussed an all-out publicity program for the drive with the possibility of sponsoring a MAC meeting of record buyers, arrangers and artists for an expanding Chicago industry.

Sammons, a member of the MAC board of directors, "MAC exists to make the public aware of what we’re doing here in the recording field to develop the industry for young and developing talent."

Interest in the young organization is growing rapidly, according to MAC President Ken Sammons. MAC’s vice-president, Sammons, is charged in public relations.

"Folks who started from 10 people in Nashville with nothing," said Sammons, "MAC, known as the Midwest Men’s Music Men’s Association, is doing business in open to songwriters, composers, arrangers, ad men, producers, manufacturers, recording artists, and producers and recording manufacturers.

The association will adopt a stimulating marketing program, 11 for use on all members’ letterheads, record jackets, etc.

Memphis Business Up; So Better Yr. Ahead

By ELTON WHISNIENTH

MENPHIS—Music industry leaders have reported the 1964 one of their best years in history, with increased business ranging from 10 to 40 per cent, and generally predicted an “excellent year in 1965.”

The glowing reports came from record producers, distributors, machinery distributors, record pressing plant owner and record company executives.

Joe Cuoghi, president of Hi Recording Corporation, leading membership of the industry which was formed in 1957, said his company’s increased revenue in 1964 was 30 to 40 per cent—the largest since the company’s inception.

“We expect as much or more of an increase in 1965,” said Cuoghi. “We’re hoping it will be doubled.”

Eusebio Ferretta, manager of the city’s one only store and one of the most successful in the South, said: “All indications are 1965 will be a bigger year than 1964.”

The store had a 15 per cent increase in business in 1964 over 1963, and reported the 1964 one of 1963, has been growing steadily every year, he said.

J. R. Williams, owner of Plastic Products Company, a record pressing plant, reported a 10 per cent increase in business for 1964 over 1963 and predicted 1965 should be up 10 per cent over 1964.

The plant presses for ABC, Chess, Atlantic, Command and various smaller independents, including Sun Records Company and Phillips International of Memphis.

Sammons’ Great Year

George Sammons, president of Sun Records Company, Seaborg Publishing, reported 1964 “a tremendous year” and 1965 will be as good or better.

Sammons, whose sales have been increasing at an unbelievable rate in recent years, reported an increase of 100 per cent or more in sales and an excellent chance of having that much of an increase in 1965 over 1964.

Charles V. McDowell, vice-president and general manager of Southern Amusement Company, distributor and operator, said the outlook for 1965 is “very good.”

“We had an increase in our sales in 1964 over 1963 by about 10 per cent. Next year it will probably level off to about 30 per cent,” he said. In its coin machine operation, McDowell reported its increase of 100 per cent in 1964 over 1963 and “We expect to do better in 1965.”

Alan Dixon, general manager of S & M Sales Company, distributor and operator, also predicted a better year for 1965. He said sales increased by 50 per cent in 1964 over 1963 and “might well go over that again this year.”

The outlook for new equipment, a new cigarette machine, excellent photographe models, etc., should be a very good year for us.”

Prestige Offers Special Bonus Sets for Jazz Fans

BERGENFIELD, N. J.—Jazz fans can get a special bonus treat from Prestige Records, which introduced its newly developed Gold Bonus Pack series last week.

The specially priced two-album sets are available to Prestige label’s president, Bob Weinberg, and are distributed by distributors in every state.

Each double jacket package is in four colors and contains a sheet of exclusive, full-color photographs on the performers and artists.

The five Prestige Bonus Pack jazz releases have been culled primarily from Prestige’s original Prestige albums.

"Prestige has received such favorable response from the public to these releases that we have expanded the idea into the folk field," said Bob Weinberg, president of the Blues," with Lightning Hopkins, Don Sam, Charlie Pate, and Herb Ellis. The release of the "Blues," with Lightning Hopkins, produced by Sam Charner, is the label’s ad director of folk, will present Hopkins’ remembrances of his life and career in blues. The package, set for release in February, will also contain five previously unreleased tracks from a recent live performance by Hopkins.

The next release, "Peggy, Barbara, Peeny and Mike," will feature the folk songs of Peggy Seeger, Barbara Seeger, Peeny Seeger, and Mike Seeger, who have been listed "Folk Songs With the Seegers." The release spotlights previously issued tracks by the family in the Prestige-International and Folklore series.

Ember Adds EMI As a Distributor

NEW YORK — Electric and Musical Industries (EMI) will become a new distribution source here last week by Jeff Kruger, Ember president, who’ll be in the city next week.

Ember, one of the leading independent record companies in England, has signed an agreement with Decca’s distribution arm Selecta, under the new four-year agreement, which includes Keith Prowse retail chain. The addition enhances Ember’s domestic coverage and gives Ember’s product coverage on a par with major companies in England.

Outside of England, Ember has developed strength due to the addition of distributors in the International Commercial Division of record companies, particularly the EMI logo in Sweden, Denmark, Greece, Turkey, India, Australia, and South Africa, Germany and Spain. Ember has its own label on all its releases at present.

Kruger also has concluded distribution agreements with the Philippine Islands and Hong Kong with Caddos, in Australia with Festival and in New Zealand with Peak.

Come Alive in 1965 Is The Philly Resolution

MAURY GORDENKER

PHILADELPHIA — In one of the all-time jazz and pop records that went on sale this week, the complete album, "The Story Today Ever Told," in the United States, has been making its mark in the U.S. as one of the best records to date. The album has been released by the famous record company, The Story Today Ever Told, and is available now at the best price.

The album features the first complete series of hit singles that were released by the album in the mid-1960s.

The first single, "The Story Today Ever Told," was released by The Story Today Ever Told in the United States, and has been making its mark in the U.S. as one of the best records to date.

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Names make news & album sales
and look how the Number One-selling label of '64 starts out '65!

Recorded "live" at the Cocoanut Grove, here's the sensational entertainment event that had the critics searching for new words of praise. Now every spellbinding moment lives again. (S)KA0-2136

Warm, swinging tributes to the 4-letter word that makes the world (and Nat's great albums) go round. Title song plus "Girl From Ipanema," "Your Love," etc. (S)T-2195

Latest Capitol album with the romantic Martino ballad style. Here he adds modern freshness to great standards and a touch of elegance to today's best songs in his fifth straight chart album. (S)T-2200

Hits made famous by Elvis Presley in films, on records, now heard in lush instrumentals by the group who did hit melodic dedications to The Beatles, The Beach Boys, The Four Seasons. (S)T-2221

Newest hit of the Grand Ol' Opry favorite, "Less and Less," is co-featured with his first smash success, plus 10 other C&W standouts. (S)T-2208

A chart-item single, "World" is joined here with 3 other recent James hits and other favorites of Sonny and his world of fans. (S)T-2209

Copyrighted material
RCA Overseas Sales Doubled

Continued from page 1

expanded market has been paying more attention to local—or native—artists. Thus, properly exploiting American artists overseas requires certain technical know-how on the part of the European trek by RCA, including the late Jim Reeves, Bobby Bacta, Anita Kerr. In the fall, this will be a very active, very important tour. This type of "cross-pollination" is being done with artists of many nations.

In 1964, for instance, RCA Victor organized a Japanese tour for a group of about 10 RCA Italian artists.

Elvis Presley, Sony notes, is unique—he continues to be the outstanding world artist for an extended period. But other Victor artists such as Neil Sedaka, Paul Anka, Reeves, Peggy March, etc., have already experienced big successes in the world market.

The problems entailed in "cross-pollination" are interesting. For instance, that the pronunciation of vowels, which is important musical idioms, is similar in both Italian and Japanese. Therefore, he had to relearn some of the Italian heritage, record in Japanese. Singer is on the Japanese best seller chart and his parts are always recorded, thus far, in five languages.

A flock of other Victor artists are also working on increasing sales—mainly in the United States, with the help of Stekowsky's "1812 Overture" and Reed's Grofe's "Grand Canyon Suite," under the direction of conductors from the available Philadelphia Orchestra. The outstanding success of these "serious" repertory, the next step was to engage the services of an internationally famous conductor; hereby, Leonard Bernstein. The complete Phase 4 catalogue, now totaling 53 LP's, pop and classical, was sold over two million LP's in the U.S. in its brief exposure, a premium-priced (suggested list is $5.98) 34-volume series. The best selling is "Brass and Percussion for Two and a Half Orchestras," which has sold the 150,000 mark. "Pass in Review," directed by Robert Sharpless, is a close second—over 100,000 sales in the 100,000-sales vicinity.

"However," Wargo states, "this is only the beginning for Phase 4 in an era of stereo. Our intention is to release a series... to release only what we consider to be the very best in stereo technology.

Handeler Bullish on '65; Citrus Rise in Photo 'Sales'

Continued from page 3

The company's new executive team is also elated over two new products by two newcomers, the "John Lennon-Sir Paul McCartney Double Single," "A Little Bit Later Than Yesterday," or "Lennon and McCartney." The latter performer is currently on a 10-city tour of the U.S.

Colpix bucks this up with a new Paul Finn single this week, "I'm in Love," and is tying in with his appearance on ABC's "Shindig." The label's east Coast ad director, Jack Lewin, is cutting fours by little Eva for release on Dimension, the r&b line.

Dean Show Goes 'Full'

NEW YORK—A recent 30-city Nielsen has given such a strong boost to the "Jimmy Dean Show" that the ABC-TV network has signed the show to the fall.

Due to plate room grum- lins, the recent Decca Records advertisement, featuring country singer Red Roses for a Blue Lady, neglected to state that the record is available in both mono and stereo... CA 565; DL 5456 (S).
we're making HAY while the sun's shining...

A STAR PERFORMER AT #9
HOW SWEET IT IS
Marvin Gaye
TAMLA 54107

A STAR PERFORMER AT #76
MY GIRL
The Temptations
GORDY 7038

A STAR PERFORMER AT #59
CAN YOU JERK LIKE ME
The Contours
GORDY 7032

COME SEE ABOUT ME
The Supremes
MOTOROWN 1965

UNPRECEDENTED! THEIR THIRD #1 RECORD IN A ROW
Initially hitting #1 on December 19, 1964... subsequently #2 the following week... has now returned to #1 after three weeks... dropping the Beatles to #2! To date they are 6 solid weeks in top 4 nationally!

c'mon back, the business is fine!

MOTOWN RECORD CORP.
SG-Col. Music’s Creative Group Places Songs With Top Artists

HOLLYWOOD — Screen Gems-Columbia Music’s Creative Group is away and winning. The West Coast-based operation under the aegis of director Lester Sil has placed repertoire with Nancy Wilson, "Love Has Many Faces"; Bobby Rydell, "Stranger in This World"; Four Preps, "Eternally"; Ray Peterson, "I’m Pretend"; the Bettes, "Peaches and Cream"; the Drifters, "Down at the Club," and April Stevens-Nino Tempo, "This Night of the Year."

With working with the company’s Hollywood office are writers, Tommy Boyce and Steve Venet (both have moved here from New York), Don Alfie, Gil Gibson and Richard Podler. These writers have impressive chart records before joining SG, Sil points out. With the exception of Alfie and Gibson, who work closely with Jan and Dean, the other writers are available as independent producers to tackle assignments. This is a special feature of the Creative Group. One Vital Area

A vital area involving the Group is directing its writers into TV and movie pictures. The concept is to get music writers, which are too often available for commercial recordings. In the past film music has been commonly used as a tool for marketing. This concept for music strong enough to make a dent in the single field is interpreted as having themes written with contemporary thoughts and a few sounds. "There are very few TV themes that have made it as hits," Sil said. Yet the themes from "The Addams Family," a TV property, is beginning to make that and big-screen themes such as "Wives and Lovers" and "Who Shot Liberty Valance" were hit records, his notes. The specialty branch of the publishing wing has been making plans for exploitation of the film "Lord Jim," with Col-pix releasing the soundtrack LP and "Color of the Love" with special lyrics composed by Bob Russell for the record. The book, "Color of the Love," will have 10 tunes available for pitching to TV and movie producers. Sil reports that producers are constantly being checked as to when their artists are recording with the Group assigning writers to prepare material expressively for the artist. "It feels like SG is a custom-tailored piece of material to offer a performer," he says.

In streamlining its operation, SG has pruned its writer roster. Sue Adlomat, Charlie Koppelman and Charlie Rutt, who owned the company, being replaced by Emil LaVio, Wally Schuster and Herb Mosil in recent months.

Cree Signs Russ Miller

NEW YORK — Russ Miller, former manager of Boum-Rnke Recod, has been signed by Bob Crewe Productions/Genius, Inc., as professional manager for the company’s newly established label, Storday Music and Tomorrow’s Tune.

Florida Record Distributors Inc.
(MANNY WELLS)

is proud to announce
that it is now the distributor
in the State of Florida for

Command records
A Division of ABC-Paramount Records

It is a great pleasure to be associated with Enoch Light and Loren Becker and the outstanding group of people headed by Larry Newton, of the company, in the distribution and promotion of America’s most exciting line of records ... COMMAND

ALSO DISTRIBUTORS OF:
ARTIA, BANNER, BUENA-VISTA, CONGRESS, CRESCEINDO, DG, DISNEYLAND, FESTA, FOUR CORNERS, GNP, MAINSTREAM, MELODY, METRO, MGM, MOTOWN, MUSICOR, PARLIAMENT, REGINA, SIMON SAYS, SOUL, TICO, TIME, TOWER, TRAM, URANIA, VERVE.

Ask for Charlie Peters or Marty Marks.

Florida Record Distributors, Inc.
0160 N.W. 36th Avenue
Miami, Florida 33147
305-696-4951

PEOPLE AND PLACES

By MIKE GROSS

Mary Wells, 20th Century-Fox recording artist, is set for a date at the Apollo Theater in Harlem beginning Jan. 29. She’s also booked a string of college one-nighters in the East, Regina Records artist Frances Price goes into Miami’s Doral Hotel Feb. 2 for an engagement that will run through Feb. 14. . . . The Sensational Stargirl Band is a two-week engagement at Miller Kelly’s in Chicago beginning April 15. . . . Folk singer Mike Settle, who is a Greek Indian, has been approached to do a Southwestern tour which will include many of the last remaining Indian reservations. . . . Janie Walker, billboard staffer, will give a recital of operatic excerpts at Hunter Playhouse this week. . . . "Madama Butterfly" on Wednesday (20) and "La Forza Del Destino" the following evening.

Sam Hamilton is now in his 15th year as accompanist for M. Mercury, now in his 11th season at the Met. Upstairs ... Woody Allen, Colpix artist, signed for Basin Street April 16. . . . Allan Handel, Columbia Meat-lover-ist, is busy doing "On-Broadway Tonight" Jan. 22 over CBS-TV. On Jan. 25, Hazel goes into the Snuffy Sniffen Inn . . . Teen-age singer Marcia La Donna, the Godfather Records artist, guest on Clay’s WPX-TV show Jan. 23. . . . Singer Barnardt Cosby recorded her current Colpix disk, "A Girl in Love Forgiven," in four different languages for foreign sales . . . Vaughn Meader does a two-week stint at The Loft, St. Thomas, Virginia Island, starting Feb. 4 . . . The Mills Brothers get a spot on Donny Donahue show Feb. 5. . . . Vaughn Monroe into Holiday House, Pittsburgh, Jan. 24. . . . The Animals, British group on the MGM label, back in the States this week and set for a tour on CBS later in March.

The New York Symphony Orchestra, 20th Century-Fox recording group, made its first public appearance at Town Hall last Sunday (17). The group consists of studio saxophonist Danny Rank, Ray Beckem-er, Eddie Caine and Art Engle. Their special feature is the use of a new安排 of the "Star Spangled Banner.

BACKED BY COLUMBIA DRIVE

Rankin Drives on U.S.

NEW YORK — After having made an important score overseas in the past year, Kenny Rankin, vocal star of the world tour, is now out to gain a foothold on his home market. His last song, "Too Much Loved," was number one on the U.S. This week, Columbia Records has launched a major campaign on Rankin’s new single, "There’ll Be No Other Lover." As the new single is released, the Hungarian press report that he’s about to duplicate his foreign success here.

McPeake Family To Tour the U.S.

NEW YORK — The McPeake Family, traditional folk singers from Belfast, Ireland, have been set for a concert tour. They arrived here Feb. 15 and begin their personal appearance schedule at Carnegie Hall on Feb. 19. The tour also includes stops in Boston, Philadelphia and Washington.

The group has been largely responsible for the interest and Irish folk music now taking place in Ireland. Their tour of the U.S. was arranged through the efforts of Peter Seeger, who met the group during his visit to England and Ireland. McPeake is touring his home country during this time. Their tour is being co-sponsored by Seeger and Harold Levenson.

The group consists of six members of the McPeake Family, led by 80-year-old Francis McPeake, who is acknowledged as one of the last of the great secular artists of the ulster bards. He is joined by his sons, Francis and James, and his grandchildren, Francis and Kathleen McPeake and Tommy McCrudden.

Rankin’s foreign success has been made in such countries as Germany, France, Italy and England. Primary factor in his overseas acceptance was his debut at last season’s CBS Recod meeting in Japan. Entertaining at that time for Columbia Records’ European affiliates and representatives, Rankin was the subject of numerous articles which led to the way for a series of local personal appearances and radio performances in the leading European markets. Rankin’s last song, "A Girl in Love Forgiven," was released in a second European tour, he recently returned to New York for preparation of his current release.

An interesting sidebar is that it was Dion Di Miei, Columbia’s re-recording artist, who brought Rankin to the attention of Bob mosaic top artists and reper-Smart chief for Columbia Re-

Signings

Jonah Jones has joined the Decca label. His first session under his new Decca affiliation is being recorded as a quick release. For the past several years, Jones has been recording for Capitol Records and his disks have had good representation on the record charts. . . . Johnny Cymbal and Mimi Lee have been signed to Don Costa. Cymbal had an international hit last year with "The Bass Man." Miss Lee, who has not recorded recorded for CBS, will be a TV and nightclub performer in the New England area. Both artists are due for conferences with Costa to select material for their first DCP releases, which have been scheduled for the near future.

Mersey signed Rankin to the label about the same time that Dion’s own personal manager, Sal Bonafide, took over the guidance of Rankin’s career.

Dion, who wood the flip side of Rankin’s first session himself a new single, which was "Un-loved, Unwanted."
Now that Christmas is over, it's time to check your stock and order from this list of winners for year 'round steady album sales.

- **Hello, Dolly!** by Carol Channing
- **Fiddler on the Roof** by Zero Mostel
- **Becket** by Richard Burton and Omar Sharif
- **Oliver!** by Lionel Bart
- **Romeo and Juliet** by Leonard Bernstein
- **The King and I** by Rodgers and Hammerstein
- **How to Succeed in Business Without Really Trying** by Robert Weede, Benzell, and Picon
- **South Pacific** by Richard Rodgers and Oscar Hammerstein II
- **Fanny** by Lehman and Loewe

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RCA VICTOR

The most trusted name in sound
This is how long it will take you to hear the industry's next smash!

"RED ROSES FOR A BLUE LADY"

VIC DANA
THE BIG SMASH SELLING SINGLE
Now...
IN A BIG SMASH SELLING ALBUM

DON'T FORGET I STILL LOVE YOU

BOBBI MARTIN

Including:
- Don't Forget I Still Love You
- We'll Sing in the Sunshine
- This Love of Mine
- Dear Heart
- I Can't Stop Loving You
- Everybody Says Somebody

CRI-57472
CRI-757472 (Stereo)

AVAILABLE FOR IMMEDIATE DELIVERY
AT ALL DECCA® BRANCHES
THE SEARCHERS—WHAT HAVE THEY DONE TO THE RAIN (Schrader, ASCAP)—Hot follow-up to their current "Love Potion Number Nine." Effective doo-wop-flavored ballad. Flip: "Tell Me Five Facts Inside" (Toby). Kapp 644

ROGER MILLER—KING OF THE ROAD (Tree, BMI)—Material and a change of pace from past hits. Easy beat, good lyric. Flip: "Ata Boy Git" (Tree, BMI) Smash 1965

RIGHTEOUS BROTHERS—BRING YOUR LOVE TO ME (Maxwell, BMI)—Currently hot on the Philles label, boys give their wailing all onrouser with folk-rock backing. Flip: "Peanut Shell" (Olivia-Fast, BMI) Moonglow 238

BILLY J. KRAMER—IT'S GOTTA LAST FOREVER (Lunch-Bigwig, BMI)—Smoothly ballad in expected Kramer style. Flip: "They Reminded Me of You" (Jesp, BMI) Imperial 66005

THE DRIFTERS—AT THE CLUB (Screen Gems BMI)—Fine follow-up to "Do You Remember Love." Good dance beat. Flip: "Answer the Phone" (Col- tion, BMI) Atlantic 2268

JUICE ROGERS—LIKE A CHILD (Fondomus, BMI)—Strong follow-up to "Wedding." Dramatic performance backed by dramatic instrumental arrangement in similar vein as current hit. Flip: "The Love of a Boy" (U. S. Songs, ASCAP) Mercury 72380

HERMAN'S HERMITS—CAN'T YOU HEAR MY HEARTBEAT (Southern, ASCAP)—Melodic medium tempo rocker. Strong successor to recent hit. Flip: "I Know Why" (Hermis, FRS) MGM 13310

RAY STEVENS—THE ROCKIN' TEENAGE MUMMIES (Lupoffy, BMI)—A ray (Ah, the trick) Stevens is back with his musical antics. Wacky hit is matched with catchy beat on original piece of material. Flip: "It Only Hurts When I Laugh" (Lowery, BMI) Mercury 72582

BOBBY RYDELL—DIANA (Spastic, BMI)—Intriguing new approach to the Paul Anka hit. Good new sound for Rydell. Flip: "Stranger in the World" (Screen Gems-Columbia, BMI) Capitol 5352

ANITA BRYANT—TELL ME (Gil, BMI) (1:45)—Anita's second single is commercial. Tremendous record sung in multi-voiced accompaniment of great depth. pobliżu yeah, yonb chorus. Flip: "I Don't Understand" (Leads, ASCAP) Columbia 42305

VIC DANA—RED ROSES FOR A BLUE LADY—(Mills, ASCAP)—Good vocal version of current hit revised by KSporten. For all programming in vein of "Everybody Loves Somebody." Flip: "Blue Ribbons (For Her Curbs)" (Meric, BMI) Capitol 304

DOLTON 304

THE MOODY BLUES—GO NOW—(Tito, BMI) British hit import. Rare beat, interesting guitar work with nice piano support. Flip: "It's Easy Child" (Pandora, BMI) THE TRADE WINDS—NEW YORK'S LONELY TOWN (Big Top, BMI)—Monkeys'surfin' Beach Boys sound. Good material, good performance. Flip: "Club Seventeen" (Big Top, BMI) Red Bird 10-020

NANCY SINATRA—TRUE LOVE (Baxton Hill, ASCAP)—Fresh pop revival of the Cole Porter tune. Nice sensitive, plaintive vocal, pitted against the strong, string, chorus production backing of Ernie Freeman. Flip: "The Answer to Everything" (Dolphi-Bassman, ASCAP) Reprise 0335

JODY MILLER—NEVER LET HIM GO (Dragon wyck, BMI)—Class vocal performance on a well-lit and produced ballad. Fits all types of programming. Flip: "Be My Man" (Mirich, ASCAP) Capitol 5353

RAY GRIFF—THAT WEEPIN' WILLIE (Backwoods, BMI)—Tremendous beat going on behind an Orinbo-Presley vocal sound. Well done with plenty of excitement. One to watch. Flip: "Don't Lead Me On" (Backwoods, BMI) (2:40) Groove 0405

TOMMY BRUCE—OVER SUZANNE (Apoll, ASCAP)—New British import, A creative, unusual act, but strong vocal is pitted against a slow, driving beat. Listen carefully to this one! Flip: "It's Driving Me Wild" (Mellin, BMI) Capitol 5301

Hot program director de neuelly is invited to slice and help Billboards Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WHC longrange telephone hook-up. An appointee is also given the green to publish his own or station's Pick of the Week.

THE BROWN—No Bad Songs for Me (Chappell, ASCAP) RCA VICTOR 45844

BROOKS FIVE—Turn Around (Cmaid, ASCAP) Columbia 42312

THE INSERTION—All That I Ever Need (Screen Gems-Columbia, BMI) CAPITOL 5351

COUNTRY & WESTERN

CHARLIE WALKER—Pick Me Up On Your Way Down (Fomper, BMI) (2:25) EPIC 3979

JIMMY WALKER—Oh Deborah (Caryon, ASCAP) TOPIC 8086

ROY SCOTT—All My Tears Now (Acuff-Rose, BMI) RICKY 1291

JOHNNY CASH—I Don't Live Me (Brody, BMI) STARDAY 7534

TOMMY DOUGLAS—I'm Happy (English-Merchant, BMI) SIMI 231

RHYTHM & BLUES

SUNDAY JONES—King of the Road (Tree, BMI) (2:22) ABC-DARSONS—Hey (Dallas, BMI) (2:29) ATLANTIC 2248

SHARON—The Battle of the Blues (Motown, BMI) 2066

THE DELIGHTS—Let's Get Married (A Star Sales, BMI) 2072

WALTER JACOBS—Just a Little Too Much (Blackwood, BMI) DORE 7215

JIMMY CLARK—Don't Forget About Me Baby (Cordell-Savannah, BMI) AITO 601

MIDWEST

DEATH—A Place in My Heart (HMS, BMI) (1:30) EPIC 3978

JACKSON 5—Make Me Proud (Genevieve, BMI) 2072

TOMMY DOUGLAS—I'm Happy (English-Merchant, BMI) SIMI 231

PHILIPPS 40254

TRACKS 550—Dare to Try (Teen) (Screen Gems, BMI) AMY RT

GINNY ARNER—Just Like a Boy (Blackwood, BMI) MGM 13309

BOBBY VEE—Flip (Roll on, Roll on, Roll on) (Screen Gems, BMI) ASCAP) ASCAP 24213

THE ORIN—Come On Over and See This Baby Baby (Paisson, BMI) CANON 262

FREDDIE HUBBARD—Don't Make Me Laugh (Don't Make Me Cry) (R&B & Range, BMI) CAPITOL 5389

JACKIE WILSON—Night Rider (Max-Ose, BMI) REPRIEVE 4337

YVONNE CARROLL—A Little Bit of Soap (Mellin, BMI) COLUMBIA 4244

THE STEADIES—The Next Door Girl (Fine-West, BMI)—B.J. JONES 4319

THE SHERRI SISTERS—Sailor Boy (T. M., BMI) DECCA 4033

RAY CHARLES—Can't Play a Piano (Top-Tie & Roblee, Hask, BMI) (1:50) CAPITOL 4319

KENNY SHANE—Earth Child's Baby (Light Switch, BMI) (1:56)

TOWER 111

Spotlight winners of the week

SINGLES REVIEW POLICY

Every single spot to Billboard is based on Billboards Review Panel, and its programming and play potential is rated within its category of music. Material is not returned to artists unless otherwise noted at time of receiving a Top Spot rating or under.

SINGLES

REVIEWS

HOT POP

SPOTLIGHTS

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JACKSON 5—Make Me Proud (Genevieve, BMI) 2072
we really don’t have a priority on hits it just happens that way!

like this:

voice your choice
the radiants
chess 1904

i’m over you
jan bradley
chess 1919

no faith, no love
mitty collier
chess 1918

jerk and twine
jackie ross
chess 1920

you messed up a good thing
fontella bass and bobby mcclure
checker 1097

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CHICAGO, ILLINOIS 60616
Italian TV Pop Contest Results

By PIETRO A. MALASPINA

MILAN—The contest, "Naples Against Everybody," launched by the Italian TV network, came to an end (9) when an international jury of 50 European girls was called to confirm or modify the Italian public's judgment during the previous weeks.

The combined vote gave the following results: The classic Neapolitan song, "O Sole Mio," came in first, winning by a landslide. It received over 700,000 votes, an additional 1.6 million and also received over one third of the international jury's votes. Second place was taken by the song written for the 1964 San Remo Festival, "Non Ho L'Eta" (I Am Not Old Enough); third place went to a Russian song, already very popular in the West.

The winning song owes much of its success to the exceptional rendition given to it in the previous evenings by Mario Del Monaco; for the final evening Claudia Villa substituted for Del Monaco, who was ill. He also had a very appreciable interpretation of the old-time favorite. Young Gigliola Cinquetti, last year's discovery at San Remo, brought her song into a well-deserved second place; also Soviet baritone Anatol Selvianovskii gave a good rendition to the Russian song. This is probably the first Soviet song to enter a Western contest. Songs which came in fourth, fifth and sixth, respectively, were "Anema E Corte," sung also by Miss Cinquetti; "Torroni a Serrare," sung by Claudia Villa and the Spanish song "La Violeta," sung by Encarnita Polo.

Results of the contest proved that a vast majority of the listeners of Italian TV still prefer the traditional melody songs, with a sentiment for modern melody music, such as "Non Ho L'Eta." The absence of modern rhythm from the chosen songs confirms a marked trend in Italian music, which is apparent last year when the Beatles and other similar groups failed to receive important prizes.

It is widely felt among artists and experts that Italian songs may go back to their original mood line, with the singer's market taken over by new crop of singers who may be very similar to "canzoni" of the last 1964.

News from the Music Capitals of the World

AMSTERDAM

Walter and Connie, popular British TV duo visited Holland and made their very first recordings in Boyens' studio. They're titled "What Is This?" and "In the Park." Shortly before they made a guest appearance in the Radio Theatre's Dutch TV poll, "Jose Brik," well-known British DJ, interviewed them.

"Jose Brik's first single on the Imperial label, "When I Was a Teen," b/w "Fast in these days." Poptron reports the release in Holland of Benjamin Britten's comical opera, "Albert Herring," with Peter Pears in the title role. Famous pianist Rudolf Serkin is scheduled to visit Decca in Amsterdam and Rotterdam.

BELGIUM

Jean Kluger reports Brussels singer requiring "For Que me reste?" (Monty), "Roula" (Bob Benard) "Wild, Wild Nu" and "Dere Dore" (The Twerms). "Chaque jour" by Jean-Paul Dufort (Les Musili) and "Il Fera Bien Demain" by Stephanie Duclaux, will be released soon. Seven songs of the newest Dutch hit, "Waiting for You," and all the number one's of the new Will Tun LP are also controlled by Kluger. A press cocktail party was held for the benefit of Vancouver in the "Chouette" program at the Tabarin. Belgian artist, Yoko and the Cowans of Flipside Records held a cocktail party honoring their top group, the Cowans. The four boys celebrate their fifth anniversary. They leave for Argentina early next week.

The famous Song Festival in Denmark will feature many Show Records artists. Italian artists whose records distribute in the Benelux countries are G. Colombo, Betty Curtis, John Pastor, F. Ferriot, Brussels, G. Mascito, Gigliola Cinquetti, Don Vito, J. Italo, Iva Zanardi. Cam Cole is a very popular leader of a very popular combo in this country. He recorded "Made musicians and "Roma." Some days ago the well-known Curti Calabrese recorded two songs for Show; "Zoila Veurnem" and "Odi..." We're..." (Continued on page 18)

Cap. Makes Strong Bid in Italy

MILAN—Capital Records is making a strong bid to buy British vocalist Dick Rivers. An executive who attended an EMI party hearing the Italian EMI's singer, Jody Miller, said that the Sweden-based music company offered a great opportunity for such young artists as Miss Miller. He said that Capital is taking advantage of such opportunities. Miss Miller has been invited as guest artist to the festival and will present a song, one by EMI's Pino Donaggio and the other by Jaguar's Ricky Gianco.

Cap. underwritten by Capital's chances here are bolstered with the recent appearance of the Beach Boys on television and with the reception of Timi O'Keefe's Italian version of "Love." Jody will leave here after recording both San Remo songs and two other selections for the flip side. She has won praise for her ability in mastering Italian, a language with which she is usually unfamiliar for many foreign singers.

Jody will stay in Italy for a few days after the San Remo Festival (set for Jan. 23 to 31) and record eight more songs, either a group of Easy-listening or American with Italian lyrics. Chances are that songs and the artist that she has been recording will be released as an LP.
PRESENTS WITH PRIDE A NEW SERIES OF LONG PLAYING RECORDS AND TAPES THAT WILL BE THE SENSATION OF THE INDUSTRY IN 1965

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These 4 albums represent the first of 24 albums in a series of "Pipe Organ Plus" (the world's great theatre organs with special scoring for bands and orchestras) to be released in 1965.


Our $130,000.00 in radio spots will support your confidence in this outstanding series.

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GOLDEN AGE OF THE DANCE BANDS
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SAS 604

THE MOST EXCITING SOUND SERIES OF THE YEAR

MANUFACTURED BY MILLER INTERNATIONAL CO., RUNNEMEDE, N. J.
CHILE INDUSTRY SUFFERS LOSS '64

By RICARDO GARCIA

SANTIAGO—1964 was a bad year for the record industry in Chile. Record prices were 100 per cent higher than the year before, contrasting with the low sales, especially for the sales of classical music. The economic situation was largely another important factor.

In December, the principal labels (RCA, Odeon, Odeon and Philips), launched a general campaign to sell records. Their 1965 posters included a large poster featuring the artist of the week. The price was 18 escudos. Christmas sales were good; now there are high prices.

These were the best sellers in LP's in 1964: "A Hard Day's Night," by the Beatles (Odor); "Leo Dan" (CBS); "Los Cuatro Cuartos" (Demon); "Románticos De Cuba" (Odeon); "The Beatles" (CBS); "Miki" (Odeon); "Bailando Hasta El Amasner" by Santiago Arce (CBS); "Me Veo Lasciva" by the Beatles (De Vina Vis) by Los Cuatro Cuartos (Demon); "Leila" by Luisa Diana (Philips); "Hold Your Hand" by the Beatles (Odeon). The favorite foreign artists in 1964 were the Beatles, Leo Dan, Tirin Lopez, Elvis Presley, Rita Moreno, Paloma Picasso and Brenda Lee.

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Oriole Slates Promotion Drive for 1st U.S. Releases

LONDON—Oriole, the British company bought by CBS last fall, is set for a major promotion campaign for its first batch of American releases, to begin on Feb. 15. The campaign is effective March 1. The initial releases include four "My Fair Lady" albums, all available through CBS retailers.

The soundtrack album of the Warner Bros. film is already selling in this country, and Columbia Records has announced a special promotion for the film. The campaign is to be conducted in a number of countries, and the films are being distributed by Oriole-CBS in large scale point-of-sale promotion and it will be shown in a number of fashion shops throughout the country during the film's run. It will also be shown in a number of national competition being arranged by CBS.

Phillips will not be able to sell CBS product after Feb. 28. The 14-week period being pushed by CBS from the following day are "Andy Williams Sings Great Songs in America," "Doris Day and Other Broadway Musicals," "Annie Get Your Gun," "My Fair Lady," and "Percy Faith Plays My Fair Lady."

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De Angelis Links With ABC-Pero

NEW YORK — Peter DeAngelis has signed as an independent producer with ABC-Paramount Records, working for Sid Finkel, the label's a&r director. DeAngelis was a founder of Chancellors Records, which had been distributed by ABC-Paramount.

VOTED TOP SPANISH FAVORITE IN DISCOMET IN 1964, MUSICA DE ODEON received a gold award by the international competition sponsored by the Spanish Radio Nacional.

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BELGIAN STAR ADAMO received a Gold Star award during the Muziek Parade Polt Concert at the City Theater in Amsterdam, from William Days, who earlier that night received a similar award for being proclaimed the No. 1 TV personality of 1964.
SALES BEGIN NOW!

MAKE YOURS A RECORD YEAR
...EVERY DAY

STARTING THIS MONTH
News from the
MUSIC CAPITALS
OF THE WORLD

• Continued from page 18

in on a promotional visit, Steve Coitieb, managing director of EMI Finland, which company was in to-ecordinate Gitte's visit. Another arrival at the hotel was Yvonna Pensaolova… Pye re-ecording manager Tony Hatch is visiting New York and can be contacted at Irving Chezar's office. … But Barbara returns here for four days beginning Jan. 57 to record an instrumental version at Pye. … In talk of EMIs head office are Michael Benson of Pashe Marconi and Andy Bailey, general manager of EMIs South African company.

CHRIS HUTCHINS

MILAN

Capitols Beach Boys were on Italian TV Jan. 3. The Beach Boys presented their new single, "Louie, Louie," the first time the group has appeared on a national television show. The Beach Boys are currently in Italy on a one-week television, radio and press tour, which will also include a concert appearance.

PEER

Peer has two hits in Germany now, "Don't Stop Me, Mr. True" and "The Crying Game." The title hit was written by Peter Pancho and Hugo拿着 on Electroca, the second, by Peter Pancho and Heinz Lunick. Electroca has a discovery for rec-ord fans of the musical past. These great performances are presented on a new album. This means wide, panorama-like sound. These records are equipped with stereo equipment only. The sound of the records has been improved to a standard which matches stereo.

Ralph Marla Sefgel wrote the German lyrics "Verengen—Ver- gessen—Verengen" for George Mortens "Remember." The Shan- tini original is on Deutsche Vogue, the German version by Shavy on Columbia. Eng-land's hottest star, Screaming Lord Sutch, guest-starred in the Liver-pool Hoop Club and in the World Club in West Berlin, and in the New Palace in West Germany. Producer Paul Sefgel published a book for German records… Maurice Chevalier has been contracted by Munich magazine Madame guite to guest-star of the Madame Ball in Munich. Chevalier will get $10,000 for a one-time. While in Munich the singer will guest star in a TV show produced by "Das Madchen, das der Klarinette spielt." The show is titled, "Das Madchen, das der Klarinette spielt."

The Gay Acrobats of Chicago were on tour from Nash-ville, for a tour of U.S. military bases in West Germany. Roy was accompanied by Jimmy Rydell, Cosmic Man, Billy Beluch and Jimmy Fox. "Shol" Jackson and singer Joey Devine. U.S. con-ductor Franz Allers arrived in Munich. Enthusiastic interviews with Stars and Stripes, Franz said, "I probably sing more music than any other American starts in my European touring dates. The new record, "The Tango," is in the top five on the charts here. It has been used in a television show in West Germany. It has been recorded by American and German stars, but be-cause it's new. Munich music pub-lisher-producer Karl Hugo Bart started a new label, the Top Hit. There will be one EP monthly featuring four of the top hits. The first EP offers, "Sally Allen Mint," Keep "Singing. "Hallo Boy," and "Memphis Ten- sion." The top ten label is in the top five on the charts here. With 459 singles, the label has sold 100,000 copies in all German labels in 1964. The next big area of music, according to Vogue (267), Polydor (245), Elec- troca (246), Philips (111), Metrono- me (110). Of all 2,311 single records sold in West Germany in 1964, 95% were German, while 1,042 came from abroad.

There are two more EPs on the German market to cover the "My Fair Lady," "The Barretts of Wimpole Street," "The Best of CBS, Erst Juzet, and his band on the Munich Tempos label. … The music publishing firm Edition Kirkendui will publish German hits only.

JIMMY JUNGERMANN

OSLO

Iversen and Froeg, EMI repre-sentatives in Norway, are ex- tremely satisfied with the 1964 sales, says ad man Rolf Sverre. Every month of 1964 showed bet- ter sales than the same months of 1963, and December was 50 per cent more. The disk has signed a new songstress, Barbara Gjelst, previously with Siemens as (A-S New Disc).… The musicians strike in Nor- way has been extended. From Feb. 29, 1964, the musicians struck record companies and new music publishers. The record players are on strike, too. Next morning, a strike by the record corporation, NRK, will shut down. Some people are satisfied with their sales, and the future looks bright for the Norway music business.

J.B. GOODRIDGE

RIO DE JANEIRO

Great loss to Brazilian record industry was the death of Alberto Rytting Jr., founder of Discos Mantega, Maestro Raimundo Gansball is recording his new con- certo, "Carneto." A piece is dedicated to Rio's fourth cen- tury, and Noeman Grant was one of the 1,000 patrons at the show, "Ponte Aerea da Bossa Nova." (Bossa Nova Air Line) which took place at the Teatro Co- mo. Next year, the Bossa Nova will be in full swing. The city's new attraction, "Carneto," is being prepared for "Bossa Nova Air Line." Bessa Nova will be in full swing. The city's new attraction, "Carneto," is being prepared for "Bossa Nova Air Line." Bessa Nova will be in full swing. The city's new attraction, "Carneto," is being prepared for "Bossa Nova Air Line."

LOS ANGELES

Julie Andrews will star in the Broadway revival of "The Sound of Music," set for a spring opening. The musical, which ran for 3,242 performances, will be produced by Robert E. Griffith and directed by Harold Prince. The cast will include Angela Lansbury, Rex Harrison, and Richard Chamberlain.

ERIKSON

ARNZ JOHANSEN, 18, died after a car crash last week. … The Emko Group and Beate Lind will have their record, "Goodbye." Trophy Goodbye," issued by De Ville in the U. S., and a tour is planned for Europe.

ESPIN-BRICKEN

VEE-JAY RECORDS ARTIST BETTY EVERETT was hosted in London by Philips on her visit to promote "Getting Mighty Crowded." out on Fontana in U. K. Left to right: Paddy Fleming, Philips exploitation manager; Derek Chinnery, producer; Betty; Jack Bawcerow, Fontana a&r manager; All Bennett, Bettry's manager, and Ron Kass, Vee-Jay European representative.


dervil Carynul are being seen together for the first time in the new show of "The Gambol." The revue was produced by Aloysio de Oliveira.

General co-ordinator A. Ira Press, head manager Alan T. Mabuni—Dubon Santos is the new sales manager at Discos Continental, Gianbattista Pメン and His trio, guitarist Rodolfo de Valencia and singer Jose Ben and Wanda returned from an eight-week tour across the U. S. with the well-known TV pro- ducer Carlos Imperial, was signed by His assistant of interna-tional repertoire. RCA signed organist and pianist Ze' Maria and Philips signed singer Dalva de Andrade. Promotion men Umbo and Mabuni Marconi are sampling some new Brazilian hits to hand leaders throughout the World. The times are being set with sheet music reduced in photostats. Promos was pointed by the Marconis. … Soundtrack of movie "Pink Panther" by Harry Manhattan, was the best selling LP in Rio last week. … Records were selling for 9,300 (mono) and 9,900 (stereo). Records the most expensive popular LPs made in Brazil.


ean Paul Winter and his sextet arrived at Wonder City for a two-week run with his new quartet of Paul Winter and his club date. … Sergio Mendes Trio, singer Wanda and guitarist Rodolfo de Valencia, are in the U. S. 

(Continued on page 45)
PICK UP ON BOTH THESE VENTURES smashes!

THEIR BIGGEST SINGLE EVER!
DIAMOND HEAD

THEIR BIGGEST LP EVER!
THE VENTURES KNOCK ME OUT!

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WAYNE NEWTON ["MR. EXCITEMENT!"]
SINGS THE BIG HIT SONG OF '65! "RED ROSES FOR A BLUE LADY" b/w "ONE MORE MEMORY"

Hear Wayne sing "RED ROSES FOR A BLUE LADY" on ABC-TV's "HOLLYWOOD PALACE," airing Feb. 13!
Broadway Album Battle Rages
As More Labels Join Fight

By MIKE GROSS

The Broadway musical theater is attracting widespread attention than ever before. Although the gamble on a show being a hit today is great, the competition for bookings is even more intense than on the original cast album scene which has been dominated for many years by RCA Victor and Capitol. RCA has now, however, drawn in as active participants ABC-Paramount, Mercury Records, MGM Records, London Records, Kapp Records, Warner Bros., and even an independent company like Audio Fidelity.

The list of record company participation in the Broadway field is expected to grow even longer this coming year. United Artists Records, for example, is mapping plans for a major drive into the cast album field. Capitol and RCA Victor, which has been intermittently involved on Broadway in the past decade after a number of small starts in the '40s with "Oklahoma," "The King and I" and "Guys and Dolls" is currently auditioning properties that have a Broadway potential.

Several Decca executives have admitted that the company will go so far as to invest in the musical production if the property meets one basic requirement—"will sell!"

Financing

The fact that a Broadway musical does sell original cast albums is what is drawing the companies to Broadway Alley with money to help finance the shows. The payoff can be of gigantic proportions such as with Columbia's original cast album of "My Fair Lady," which has been sold in the five million sales range and has been on the Billboard's best-selling LP chart for 282 weeks. Another old Decca title cast album, "Camelot," has sold over one million copies and has been on the chart for 203 weeks.

The profit picture on a hit album also works to the benefit of the show's producer. In a recent statement of the earnings of David Merrick's production of "Hello, Dolly!" it was noted that the show, which is still selling out at the St. James Theatre, New York, already has earned a profit of about $220,000 on its $420,000 investment, of which $53,000 came from royalties from the sales of the RCA Victor original cast album.

Victor pays 10 per cent of the listed retail sales price of the albums ($4.95 for monaural and $5.95 for stereo). Capitol,streaming the star of the musical, gets 1 per cent and the remainder is split 60-40 between the authors (Michael Stewart, book, and Jerry Herman, score) and the production.

The "Hello, Dolly!" album, which was one of the five million sales hits of America, for having passed the $1 million sales mark several months ago, is still riding high on the charts, so it's natural to assume that the production will be drawing royalty money for some time to come.

"Fair Lady"

Many record company executives agree that the success of "My Fair Lady," for Columbia is mainly responsible for the greater attention producers are getting from the record companies. Companies like Columbia, ABC-Paramount, and MGM acquire the original cast album rights through investments by their parent companies. Columbia through CBS, ABC-Paramount through American Broadcasting-Paramount Theaters and MGM through Metro-Goldwyn-Mayer, which for the coming season has capitalized the "Baker Street" musical. Others, Capitol and Mercury, have their own money. (It should be noted, though, that occasionally Columbia is on its own when it comes to angling to produce a show such as with the incoming "Kitty," in which it has $50,000.)

The extent to which a record company can go into Broadway with a financial investment was spotlighted the first half of the 1964-1965 season by Capitol Records with more than a $250,000 stake in two productions, "Golden Boy" and "Ben Franklin in Paris"

And last season, Capitol had a substantial part in the more than $600,000 production cost of "Funny Girl." Mercury Records, a virtual newcomer to the Broadway scene, has $150,000 in "I Had a Ball" and it's reported that the label Presley Irving is investing for other properties in which to invest so that his company will have a firmer position in the original cast album sweepstakes.

There are other companies, too, that can lean on the largesse of its company affiliation for Broadway investment purposes. Victor has NBC. Warner Bros. Records has the WB picture company, and Decca its MCA-Universal Pictures tie.

Money Available

The money, therefore, is available and the Broadway producers are working in a bullish market. Even though the 1964-1965 season has just passed the halfway mark, deals already have been closed for the 1965-1966 season. CBS is investing $400,000 plus a 20 per cent interest in "The Skin of our Teeth," a presentation of Thornton Wilder's play of the same title by Leonard Bernstein (music) and Betty Comden and Adolph Green (book and lyrics), and Columbia has the original cast album rights. And Capitol Records has tied up two Sammy Cahn-James van Heusen musicals, "Hobson's Choice" and "Sky- scrubber" with an investment of about $400,000.

In addition to investing in a musical production or working out with a producer whereby a hefty financial allotment will be made for advertising, publicity and promotion, the record companies have to face a big initial cost in the recording of the album. The cost now runs to about $35,000, which will give some companies pause for thought before undertaking an original cast album venture.

The risks are obviously high although the rewards can be considerable. Some insiders estimate that two thirds of the musicals that come to Broadway turn out to be financial flops but optimism still prevails in the record industry and all hope to get lucky like Columbia with its vast catalog of gold record award winners, or like ABC-Paramount currently running Broadway entries as RCA Victor's "Hello, Dolly!" and "Fiddler on the Roof" and Capitol's "Funny Girl".

In describing the attraction of an original Broadway cast album to the consumer, a record company executive said, "It's like the actual performance of the show—the one that captures the excitement. It brings back memories for those who have seen the show, and it lets others feel that they've seen the show, too. And now that there is more record company activity in the original cast album field, the producer, the manufacturer and the consumer can only benefit.

Producers in Hot Race for Top Disk Names

Record artists are taking on a new importance for the Broadway musical theater. In the past, the disk performer had been locked upon one as just a poor show business relation who could, at most, help in getting a show through— and very little more. Things have changed in the past couple of years, though, and Broadway producers have begun scouting the recording company rosters for singers to take over leading roles in their musicals.

The producers figure that the record stars come to the production with a built-in audience which has been won through disk hits, night club and television appearances. This audience following, they believe, is an important factor in building the box-office receipts and in selling blocks of theatre party tickets.

It has worked for what "Makes Sammy Run" with Steve Lawrence, "Funny Girl" with Barbra Streisand, "Golden Boy" with Sammy Davis, and Richard Rodgers and Stephen Sondheim hope it will work for their upcoming musical "Do I Hear a Waltz?" with the cast featuring by an American actor Sergio Franchi in the lead role.

Although the musical will mark Franchi's Broadway debut, he already has become a well-known show-business personalty through his hit records, important night club engagements throughout the country and guest shots on network television shows.

Lawrence Example

The importance of getting a record name for a Broadway musical was established last season by Steve Lawrence, who has been credited for keeping "What Makes Sammy Run" running and its box-office high despite the show's lukewarm reception by some of the New York newspaper play critics.

An unusual aspect of the emergence of recording names as musical theater stars is that their recording companies, except for the instance of Lawrence, have not benefited by the original cast album properties.

Columbia Records, which has Lawrence under contract, also has the original cast album of "What Makes Sammy Run," but Barbra Streisand, who is also a Columbia pactee, is on the Capitol label with the original cast set of "Funny Girl.

Capitol also has the original cast album of "Golden Boy" despite the fact that Sammy Davis is contracted to Reprise Records.

Label Switch

A similar label switch will take place when Columbia Records cuts the original cast album of "Do I Hear a Waltz?" Franchi, an RCA Victor artist, has been released to Columbia for this assignment. In view of this new interest in record-
HILLARD ELKINS presents...
the show of the year!
SAMMY DAVIS in GOLDEN BOY!

"'Golden Boy' as a musical is as crisp as a left jab and jolting as a right uppercut..."
(Taubman, N.Y. Times)

The original Broadway cast recording!
ASCAP and BMI Luring New Writers for Musicals

Of major concern to the American Society of Composers, Authors and Publishers and to Broadcast Music, Inc., is the development of new writers for the musical theater. For ASCAP it is a matter of replenishing a roster of veteran writers who have died or retired. Sales of young composers, on the other hand, are increased by ASCAP writers.

Both societies have designed programs in which young songwriters can get some instruction in the techniques of show writing. ASCAP has a seminar program in which veteran theater writers lecture to the novices, and BMI has a workshop program in which the novices receive practical application of musical theater craftsmanship through songwriting assignments.

BMI's Musical Theater Workshop is under the direction of musical conductor Lehman Engel, who works closely with BMI's vice-president in charge of writer relations Bob Sour, and Alan Becker of BMI's theater department.

Doors Open

Fortunately for ASCAP, BMI and the Broadway musical theater in general, producers have been opening their doors to new writers. This has been done mainly through the efforts of aggressive young publishers like Buddy Morris for ASCAP and Tommy Valado for BMI.

Valado is represented on Broadway this season with the hit "Fiddler on the Roof," the first of his writing stable, Jerry Bock and Sheldon Harnick. In fact, Bock and Harnick are the key writers in BMI's drive into Broadway with a solid lineup, having won a Pulitzer Prize several seasons ago for "Fiorello."

Another of the other writers Valado is developing for a Broadway bow are John Kander and Fred Ebb, who will be featured in next season's "Flora, the Red Menace" to be produced by Harold S. Prince and George Abbott.

Off-B'way Albums Boost New Talent

The Sadie circuit, the so-called hell-whether of theater activities, has taken on a pessimistic view of the future of off-Broadway. The boom is petering out, these pundits say. This outlook, however, is not shared by record companies who are going to some expense to come out with product of off-Broadway origin.

Although off-Broadway cast albums never achieve the sales status of a Broadway cast package, many record company executives feel it's a worthwhile endeavor in that it serves to introduce new talent, performance and writing, help solidify their positions with music publishers and serve to perpetuate a fresh form of theater.

The record company involvement in off-Broadway productions is in part a result of the failure of Broadway productions to be as a whole as well as to the record buyer interested in the theater and the people who contribute to it.

As examples: Kapp Records issued the cast album of "Parade," a musical revue composed by Jerry Herman, who went on to write "Milk and Honey" and "Hello, Dolly!"; Kapp Records put out the original cast album of "Once Upon a Mattress," which started Carol Burnett on her way to Broadway; Warner Bros. and Polydor Records' "Threepenny Opera," which probably was instrumental in starting the song "Mack the Knife" on its way to new popularity.

Initial Push

Other writers who have got an initial push through the off-Broadway-recording company tie are Rick Braun with "Little Mary Sunshine" on Capitol, Johnny Brandon with "Cindy" on ABC-Paramount, and John Jennings with "Riverwind" on London.

The musical theater's past has also come to life through record company treatments of off-Broadway revivals. Top examples here are Rodgers and Hart's "The Boys From Syracuse" on Capitol; Cole Porter's "Anything Goes" on Epic and Jerome Kern's "Leave It to Jane" on Strand.

There is still a lot to be heard from the off-Broadway theater and the record companies will continue to be instrumental in getting it heard.

BROADWAY SHOW ALBUM Section

Buddy Morris has been especially instrumental this season in recording the writers of their first Broadway try. He brought in Sidney Michaels and Mark McLaughlin for this year's new Producers First Records release, Walter Marks with "Bajour," and Jack Lawrence and Stan Freeman with "I Had a Boy." Morris also is signing up for the season by "Golden Boy," composed by Charles Strouse and Lee Adams who, although still comparatively young writers, have had two previous Broadway productions, "Bye, Bye, Birdie" and "All-American."

BMI will get another crack at Broadway this February with "Baker Street," with a score by newcomers Marthin Guardev and Rayessel. The team has also written the score for "Barum," which Alex Cohen has scheduled for production next season. Both scores will be published by E. B. Marks Music, a venerable BMI house.

Other young writers now represented on Broadway are Jerry Herman with "Hello, Dolly!," published by Morris, and Ernie Draye with "What Makes Sammy Run," published by Music Publishers Holding Corporation, the music publishing arm of Warner Bros. "Hello, Dolly!" is Herman's second Broadway effort, having bowed with "Milk and Honey" a few seasons ago. He's now working on a musicalization of "Auntie Mame." Draye, a graduate of the Brill Building, made his Broadway debut with "What Makes Sammy Run" and is currently mailing a new musical project.

Still other writers will make their first-time appearance on Broadway within the coming months. Among them are Eddie Lawrence, who has written "Hello, Dolly!" in collaboration with Charlap, a young writer who got his first crack at Broadway with Mary Martin's "Peter Pan," and Jay Thompson, who'll debut with "Royal Flush." In all, it's apparent that through the efforts of ASCAP, BMI and their affiliated publishers, youth will be served on Broadway.

Carol Channing gives her performance of the title song of "Hello, Dolly!" before the recording session.

Richard Burton and Robert Goulet take time out for a gin session during the recording of "Carnelot."

Composers Sheldon Harnick and Jerry Bock go over the score of "Fiddler on the Roof" before the recording session.
The Broadway theater's contribution to the record industry has extended beyond the irreplaceable cast. A pattern has been taking shape over the past few seasons that is bringing Broadway drama, and even opera, to the home of the consumer with unprecedented regularity.

Columbia Records has been the leader of the play pack but other companies have also been getting into the act and are looking for opportunities to get their share of the growing disk-drama market. Under the guidance of Columbia President Goddard Liebert, the company has stepped into the play arena with a program that covers a first Broadway production of a young American playwright, Murray Schisgal, and runs to get the complete works of Eugene O'Neill into the grooves.

Columbia's O'Neill program is a long-range effort that began two seasons ago with the recording of the Actors Studio Theater production of "Strange Interlude," the famed being followed this season with a recording of O'Neill's "Hedgeye," starring Jason Robards Jr., which opened on Broadway in late December. The great fascination of this production is the currently running hit comedy "Luv," which stars Eli Wallach, Anne Jackson and Alan Alda.

Consumer acceptance of Columbia's disked-drama is evidenced by the strong sales being chucked up by "Hamlet," recorded by Richard Burton, which, incidentally, made the Billboard's best-selling LP's chart, and Edward Albee's drama "Who's Afraid of Virginia Woolf?" which has sold more than 25,000 copies. The sales showing of "Hamlet" and "Who's Afraid of Virginia Woolf?" are all the more impressive in that they are multi-disk packages that require an expenditure by the disk buyer of $10 or more.

Also part of Columbia's new push into the drama field are Frank Gilroy's "The Subject Was Roses" and the off-Broadway production of "In White America."

Mercury Effort

Looking for its share of the drama market, Mercury Records records itself in with the Repertory Theater of Lincoln Center to record some of its productions. Plans for this Mercury Records-Lincoln Center alliance are Arthur Miller's two plays, "After the Fall" and "Incident at Vichy." RCA Victor, which has intermittently got into the Broadway drama field with such recordings as Archibald MacLeish's "J. B.," moved one step ahead of Broadway last month with the release of the English production of Sir Laurence Olivier's "Othello," plans are foot to bring Olivier and his "Othello" to Broadway so Victor has a head start in this respect.

Columbia Records, a subsidiary of ABC-Paramount, also got into the Broadway-drama picture several seasons ago with its original cast album of Noel Coward's production of "The School for Scandal."

One of the prime reasons for record companies interest in Broadway dramas is the disk's longevity value. Decca's "Death of a Salesman," for example, released late 1942, remains an important catalog item to the company. In all, it now appears, that the disk industry has become aware that the straight play's the thing.

**Spoken Word Show Albums Pack Profit Punch**
ORIGINAL CAST BWAY SHOWS

on London Records

Long run smash in England—
Hot New York box office...

Annual smash in New York City—
Currently on U.S.A. tour...

"Mad and wonderful... an
exciting adventure"
—McClain, N.Y. Journal American

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"As fine an example of children's
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—Cook, N. Y. Times

COMING SOON...
MUSIC ON CAMPUS
THE COLLEGE MARKET
FOR RECORDS AND TALENT

Planned, Edited, Researched and Written
As Only Billboard Can Do It!
Radio—Potent Force in Cast Sales

NEW YORK—Radio is still the major booster of original cast albums and the music from Broadway shows. There are hundreds of stations coast-to-coast which have entire program segments each day or once a week devoted to the music of the theater.

Many stations have a policy of featuring a different original cast album in its entirety every program. Several stations have open-end programs with no time limit so that an original cast album may get a complete airing.

The "middle-road" music formatted stations are the ones carrying the ball for the Broadway packages. However, a major contribution is being made by pop music stations through the spotlighting of singles featuring a tune from a Broadway show. The prime example of this is the phenomenal success enjoyed by Louis Armstrong's "Hello, Dolly!" through saturated pop station play. The results certainly have been felt at the box office. The success of such singles are also reflected in an increased demand for a show's original cast album.

Dealers throughout the nation, aware of this situation, have been harnessing the sales impact of stations in their own markets by buying time on the various "Broadway" programs to push the sale of original cast albums.

The "hot pop" music stations have played a vital part in the promotion of the hit Broadway musical and its star, "Funny Girl" with Barbra Streisand. Concentrated exposure by key pop music stations made a hit out of Miss Streisand's single recording of "People." The original cast album is approaching its 40th week on Billboard's top LP's chart.

Lovers of show music have discovered and are flocking in droves to broadcasting's newest addition, FM. A rapidly growing medium, FM has proven to be a most important exposure vehicle for show music. Most FM operators boast listenership comprised of more sophisticated, better educated and affluent in the community, a greater majority of whom wish a rapport with the theater as an art form as well as an entertainment medium. Naturally, original cast albums and music from the theater are now among FM's most requested programming commodities.

A case in point, and there are many similar such examples throughout the nation, is "Broadway Music Hall" a 90-minute weekly survey of New York's performing arts aired each Sunday on WNCN-FM.

Hosted by Phil Burrell, the program showcases music from original cast albums. Interview guests include celebrities from the theater. Musical comedy star Vivian Blair, composer Jerry Herman ("Hello, Dolly!") and many others visit with Burrell regularly.

"BMH" was the first program in New York City to play the entire original cast recording of "Hello, Dolly!" according to Burrell.

Record manufacturers encourage stations to devote more attention to current Broadway show albums by supplying broadcasters with various programming aids. A noteworthy case in point is the "special interview" LP prepared by RCA Victor on behalf of "Hello, Dolly!" The album, tagged "Hello, Carol! is an open-end interview disk prepared for jockeys, and comes complete with a script. It gives the local jockey a choice of six separate interviews with "Dolly's" Carol Channing, by voicing his portion of the script to Miss Channing's recorded replies.

Five years ago, Jerry Bock and Sheldon Harnick illuminated the world of a little man in a big hat—and Fiorello! became a classic in the American Musical Theater. This year, Bock & Harnick have rekindled the world of a Yiddish writer from Kiev, and Fiddler on the Roof exploded into a magical hit. Brought together by a music publisher in 1957 ("and shoved toward a piano") Jerry and Sheldon quickly developed a rapport that brought them the Antoinette Perry Award, Drama Critics Circle Award and the Pulitzer Prize. BMI bows to Bock & Harnick and to the many other brilliant composers and lyricists whose music we license for performance.

Vincent Youmans Receives His Due

Although Youmans' first name may not be familiar, his music certainly is. The career of Vincent Youmans is as exciting as it is inspiring. The son of a church organist and choir director, Youmans began his career working in the show business after a brief career in law. By 1917, he had worked his way into the orchestra at the Palace Theatre, New York, and by 1921 was the music director for "The Jazz Singer"—the first talking film. Youmans worked with Bert Sheff's Heaps of Stuff dance band and then formed his own orchestra, which traveled and performed in clubs and theaters all over the country. Among the songs Youmans wrote in 1918 is "Why Don't You Love Me." He continued to write a host of popular songs and to work with a number of top bands, in addition to working as a Broadway producer. Youmans, however, is best known for his collaboration with composer Harry Styne on the musical "A Night at the Opera" and his collaboration with lyricist Joseph Homer on the musical "Breakheart Pass"—which featured the song "Shake, Baby, Shake." Youmans' work, both as a composer and as a producer, has had a profound influence on the music industry.

All the Worlds of Music for All of Today's Audience

Among the memorable Bock & Harnick collaborations are the scores for: 

Edie Beautiful, Finian's Rainbow, and She Loves Me. Fiddler on the Roof.
**Billboard HOT 100**

For Week Ending January 23, 1965

**STAR performers—Sides registering greatest proportionate upward progress this week.**

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<td>100</td>
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**HOT 100—A TO Z (Publisher-Licensed)**

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**BUBBLING UNDER THE HOT 100**

- ODE TO THE LITTLE BROWN SHACK OUT BACK
- THANKS A LOT
- HEY-DA-DA-DA
- YOU'LL ALWAYS BE THE ONE
- I'M GONNA LOVE YOU TOO
- VARIOUS ARTISTS
- VOICE YOUR CHOICE
- YOU'RE THE ONLY WORLD I KNOW
- GOLDFINGER
- I WANNA BE (Your Everything)
- THE BIRDS AND THE BEES

Compiled from national retail sales and radio station play by the Market Research Dept. of Record Market Research, Billboard.
The Rolling Stones have another hit single...

"Heart of Stone"

B/W WHAT A SHAME #9725

produced by Andrew Loog Oldham
for Impact Sound

Watch Them Perform This Hit On
"Shindig"
ABC-TV Network, Wednesday, Jan. 20

New Smash LP!

The Rolling Stones 12 x 5
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<th>Label</th>
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To All Concerned:

Selmur Productions is currently booking a tour based on the SHINDIG television program broadcast over the facilities of the ABC Television Network. This SHINDIG tour will be produced by Selmur Productions, the producers of the SHINDIG television programs, and will reflect the top production values and quality elements seen each week on the SHINDIG television shows. The SHINDIG tour show will be a fully rehearsed, costumed and routed stage presentation.

It has come to our attention that a number of unauthorized one-night stands, road shows and/or concerts utilizing the SHINDIG name and purporting to be authorized by the SHINDIG television program, Selmur Productions and/or the American Broadcasting Company, have played various dates or are currently attempting to obtain further bookings. Appropriate action will be taken with regard to these unauthorized uses and misappropriation of the SHINDIG name and property, and notice is hereby given to all who participate in such activities that they will be held fully accountable for the damages they cause.

Selmur Productions invites inquiries regarding the SHINDIG tour which is now being booked. Inquiries should be made to our authorized representative, Milton Deutsch, 280 South Beverly Drive, Beverly Hills, California; telephone (area code 213) 274-7321.

SELMUR PRODUCTIONS, INC.
ABC-TV Center
Hollywood 27, California
ALBUM REVIEW POLICY

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

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve recognition and which
could become commercial successes within their respective categories of music.

THE (* NATIONAL BREAKOUTS

YOU'VE LOST THAT LOVIN' FEELIN'

Righteous Brothers, Philips PHPL 4007 (M); PHPL 4007 (S)

THE 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 market areas.

THE BEST OF AL HIRT

RCA Victor LPM 2309 (M); LSP 2309 (S)

LESTER LANIN PLAYS FOR DANCING

Phillips 9414 200-132 (M); 9414 800-132 (S)

SPECIAL MERIT PICKS

Low Price Pop Special Merit

Hawaiian Paradise

Leo Addins, His Orch & Chorus. RCA Camden CA 825 (M); CAS 825 (S)

With the music of our 50th State getting a good commercial launch, this album should
soon become a very popular package, especially with many records.

Classical Special Merit

Debussy: La Mer, Prelude a l'apres-midi d'un faune. Ravel:

Garrufes de Crimee

Berliner Philharmoniker (Yeh Karajan). Deutsche Grammophon SLPM 128923 (S)

A program especially popular among music lovers that
should capture the classical music audience.

CLASSICAL SPECIAL MERIT

MOZART: FANTASIA IN F MINOR, K 608. BRADLEY BRADLEY, ORCHESTRA, OBOE, VERS. PRELUDI AND FUGUE ON THE NAME OF S-A-C-H

Karl Richter. Deutsche Grammophon SLPM 139506 (S)

An excellent compilation of organ music of the classical period. Richter

masterfully represents Mozart, Buxtehude and Liszt and offers the listener

interesting improvisations to study and enjoy. Note that

these records are available in two distinct packages.

SEE ALBUM REVIEWS ON BACK COVER

THE BEST OF PETER NERO

RCA Victor LPM 2798 (M); LSP 2798 (S)

HEY, BROTHER, POUR THE WINE

Dean Martin, Capitol T 2212 (M); DT 2212 (S)

GET YOURSELF A COLLEGE GIRL

Soundtrack, MGM E 4733 (M); SE 4733 (S)

SPOTLIGHT ON RICK

Rick Nelson, Decca DL 4608 (M); DL 7408 (S)

THE ED AMES ALBUM

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

HELLO BROADWAY

Marvin Kaye, Tamla 239 (M); Motown 239 (S)

SHE UNDERSTANDS ME

Johnny Mathis, MGM E 4729 (M)

MODERN COUNTRY

Kai Winding, Verve V 8602 (M); V 8602 (S)

SACRED

Low Price Sacred Special Merit

THE BEST OF GEORGE BEVERLY SHEA

RCA Victor LPM 2932 (M); LSP 2932 (S)

When it comes to the "evangelical" field, there's little question that

George Beverly Shea has been in the forefront for many years.

This album compilation of 13 favorites from his previous albums will prove

immensely popular with its softwares and the lovers of sacred and inspiration music.

LOW PRICE SACRED SPECIAL MERIT

DO YOU THANK THE LORD EVERY DAY?

Blackwood Brothers Quartet, RCA Camden CA 8544 (M); RCA Camden CA 8544 (S)

HAYDEN SYMPHONY NO. 29 IN B MAJOR "LA CHASE"

The London Symphony Orchestra (Vinyl), Vox 1220 (M); Vox 1220 (S)

A MUSIQUE DE BARTK AND NARDINI (1947)

Zinc Phonographie, Vaugnard V 384 (M); Vaugnard V 384 (S)

THREE-STAR ALBUMS

The Buyer's Guide includes modera-
tions some potential within each record's music category.

POPULAR

VANTURO BLUES

Hoddy broth. Obi EXPE 100 (M)
The fantastic SWINGLE SINGERS in a new and fabulous performance “ANYONE FOR MOZART?”
PHM 200-149/PHS 600-149

France’s famed premiere modern dancer, ZIZI JEANMAIRE, in the original cast recording of her successful Broadway entertainment “ZIZI”
PHM 200-161/PHS 600-161

The Baroque composers get swung like never before in this GEORGE GRUNTZ performance for Jazz buffs “BACH HUMBUG”
PHM 200-162/PHS 600-162

TERESA BREWER in the finest, swingingest vocalizing of her career “GOLDFINGER”
DEAR HEART AND OTHER GREAT MOVIE SONGS
PHM 200-163/PHS 600-163

A new Folk-pop trio in their debut album prove that Philips continues to create great new record sellers — “JONATHAN, DAVID AND ELBERT”
PHM 200-166/PHS 600-166

Society favorite LESTER LAININ provides his inimitable interpretations of the show music from Broadway’s new musical box-office bust “I HAD A BALL”
PHM 200-165/PHS 600-165

ROBERT FARNON and his orchestra play a rapturous set for dancing or listening that creates “A PORTRAIT OF JOHNNY MATHIS”
PHM 200-167/PHS 600-167

To celebrate its 3rd Anniversary—Philips opens the new year with a well-rounded release for big bang-up bright sales

A Philips Connoisseur album; original soundtrack recording of the movie getting rave reviews—played by the score’s composer MICHEL LEGRAND and orchestra “THE UMBRELLAS OF CHERBOURG (Les Parapluies de Cherbourg)”
PCC 216/PCC 616

RAVEL: BOLERO; LA VALE: (Complete Ballet) London Symphony Orchestra, Pierre Monteux, Conductor
PHM 500-059/PHS 900-059

SAINT-SAëNS: Violin Concerto No. 3 in B Minor; VIEUXTEMPS: Violin Concerto No. 5 in A Minor; Lamoureux Orchestra, M. Roseenthal, Conductor, Arthur Grumiaux, Violinist
PHM 500-061/PHS 900-061

RICHARD STRAUSS: 17 songs; Gérard Souzay, Baritone—Dalton Baldwin, Pianist
PHM 500-060/PHS 900-060

TELEMANN: (World Premiere Recording) Passion According to Mark
PHM 2-530/PHS 2-930

Effective January 1 thru February 28, 10% discount on all Philips LP product. Extended Billing Available. See Your Philips Distributor Now! Order Today!

PHILIPS RECORDS
One world of music on one great label

www.americanradiohistory.com
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WBBM Makes Format Switch

CHICAGO—WBBM, powerful 1560, the Columbia Broadcasting System outlet here, is giving up its daytime music fare and will be properly dubbed "The Talk Station." The station will continue with music in the morning and evening.

The first show was as lively and vibrant as the youth of today, with an all-star cast of guest stars on whom show is directed. Guest stars for the premiere were the New Christian Ministers, Gerry and the Pacemakers, the Zombis, Joey Heatherton, and Woody Allen.

McDougall Tape Fractures Nerves

HOUSTON—Bill McDougall, designer of KZSX, Houston, caused quite a stir recently when he was hospitalized for surgery after an early morning show for the machine. He got up early, turned on his bedside radio at 5 a.m. and upon leaving the bed realized he had left the radio going while he was under the influence of a cup of coffee out of a vending machine. When the nurse entered the room, she screamed and emptied and heard McDougall's voice on the radio, which he vaguely recognized as KZSX — at the moment McDougall entered the room.

Hullabaloo' Is A Vibrant Vehicle for Pop, Artists

NBC has come up with an excellent vehicle for pop music and pop recording artists with "Hullabaloo," a new Tuesday night on the TV network.

The first show was as lively and vibrant as the youth of today, with an all-star cast of guest stars on whom show is directed. Guest stars for the premiere were the New Christian Ministers, Gerry and the Pacemakers, the Zombis, Joey Heatherton, and Woody Allen.

Keeping the accent on youth, the 120-member Hanover Park Jr. High School band, under the direction of Wally Jolyce, who belted out "Les Conquistadores," and "I'll Remember April" kept the audience on the edge.
HOW TO SPELL PROFIT...THE EPIC WAY!

DAMITA JO

BUDDY GRECO

VILLAGE STOMPERS
The newly selected WAAF Miss Chicagoland 1965, 24-year-old Cecilia Vargas, enjoys the plaudits of more than 6,000 persons in addition to RCA Victor's hit-making trumpeter Al Hirt, left, and WAAF radio personality Marty Faré, who served as emcee for the annual beauty pageant, staged in conjunction with a concert by Hirt and his sextet. The event was sponsored by four WAAF advertisers.

Pittsburgh, the city that gave America both the pickle and the Pirates, has introduced an entirely new, thrill-packed sport — "The Automobile Leap from the Fort Duquesne Bridge." The unfinished bridge, incidentally, will probably wind up with the distinction of being the only span requiring four years to build and ending somewhere in midstream. To point up the bridge's shortcomings, KDKA's early morning team, Rege Corde, remembered well in sports circles for his cockpit brick-throwing contests around Gateway Center, came up with the exciting routine following an incident involving a student who crashed his car through the barriers which guard the ramps, raced across the bridge, and plunged 100 feet to the floor below.

Rege, with the help of Old Frothingaibro, is asking drivers to compete for prizes in an initial contest by racing their cars across the splintered span and off the end in hope they can equal or better the distance obtained by the student. All we've got to say is look out below.

Jack L'Orteau, pianist, composer and president of Regina Records, will present "The Ruth Lyons Show," WBLW-TV, Tuesday (19). Jack is visiting Cincinnati in connection with his current album, "Goldfinger and Other Great Movie Themes." KATZ program director Robert Bo, with only six months to his first Six Flags station, is fast earning a reputation of "star-maker." The latest disk is BQ on the local charts is "Blind Man," by L'Orteau. This piece has persuaded Columbia Records to switch their promotion efforts to the "Running Out the Door" side of the current Aretha Franklin record. In addition to his program director duties, Rob handles the 9-30-12:30 segment each weekday.

WHAM's Johnny Cantro recently appeared on the panel of judges in the New York State Junior Miss Pageant in Rochester. The Chamber of Commerce hosted the 19 beauty queens who competed for a $1,000 scholarship and a chance to compete in the national finals in Mobile, Ala.

Frank Clark, KNOK (Dallas) DJ, has been named sports director for the station. Clark also plays end on the Dallas Cowboys pro football team.

Gary Stewart, WAKR (Akron) afternoon deejay, currently on tour of Europe and England with his wife Peggy Tour. Stewart will also be shooting film for his daily WBKB-TV dance show. WWDC (Washington) air personalities of Carroll James, Fred Fish, Art Brown and Jack Rowe will celebrate Art's birthday at an open-to-the-public breakfast and birthday party that drew more than 3,000 well-wishers for the "Grand Ol Grouch" of the morning and helped WWDC collect over $7,000 for the station's annual Christmas Party for the residents of the D.C. Home for the Aged and Infirmary.

SEGUE

Laurie White, WEHH (Horsham, N. Y.), moves to WBFF (Rochester) as air personality. Jim (Dandy) Emerick, formerly with WOMP (Wheeling), joins Williwaw to WPBC (Washington, D. C.) as program director - disk jockey. Ron Rigsby, program director at WLAM (Lancaster), to WPBC for 2-6 shift. New WBBD (Baltimore) line-up includes Dave (Jo-Jo) Samuel, formerly of WRUL (Charlotte, N. C.), Chuck Leonard, Wiley Daniels, and Rockin Robin.

Jay Courney, veteran air personality with WCFL (Chicago), joins KNOW (Denver) for 8 p.m.-12 a.m. show... Jim Emerick to KISN (Portland) as music director and afternoon DJ... Bob Brown hosting Dixieland music show as part of his all-night stunt on WKR (Dallas).... Spook Beckman, KYWN (Columbus) air personality, is new host of WLWC-TV "Coffee Club" show... Dick September, program director, WDDE (Hamden, Conn.), joins WPON (Hartford) as DJ... Tom Evans, WCOB (Boston) air personality, appointed account executive at station.... Billy Taylor, jazz pianist, record artist and formerly WENW (New York) air personality with WCFL (Chicago), replaces Mercer Ellington, who has rejoined his father's band... Charlie Johnson now with WSPR (Houston).... Bud Phillips moves from midday hours to 6-10 a.m. slot on WGN (Chicago), switching with Eddie Hubbard, who now does the 10-noon and the expanded Brickhouse-Hubbard show. 4-6 p.m.... Fred Bernard moves to new 3-6 p.m. time slot on WLN (Cincinnati).... Bill Myers, WLN staffer, has been assigned the 6-30 a.m. shift.
PAUL GRIFFIN ARRIVES!!

Four Albums—Four Singles in his first release—and we mean business the swinginest Hammond on earth.

PAUL GRIFFIN SWINGS WITH 101 STRINGS
SAS-605

PAUL GRIFFIN THE SWINGIN' SOUND OF SOUL
SAS-606

PAUL GRIFFIN SALUTES THE SWINGIN' BANDS
SAS-607

PAUL GRIFFIN SWINGS IN NASHVILLE
SAS-608

TENNESSEE BREAKOUT
(TENNESSEE WALTZ)
B/W WILDWOOD SWIM
45-11

CLOSE YOUR EYES
B/W PEBBLES IN THE SAND
45-14

DOWN AT CORINA'S
B/W OLD TIME RELIGION
45-12

EXCLUSIVELY ON

SAILS
B/W YOUR CHEATIN' HEART
45-13

Manufactured by Miller International Co., Runnemede, N. J.
"Hullabaloo" Stars

NEW YORK—Dionne Warwick, Johnny Rivers, the Nashville Teen and English singer Marianne Faithful will be the guest stars when Paul Anka hosts NBC-TV's second "Hullabaloo" show Tuesday (19).

Up WTAQ Power

BOSTON — WTAQ, 1,000-watt daytimer, marked its 15th year of broadcasting recently with the announcement that it has been granted a power increase by the FCC for 5,000 watts.

YESTERYEAR'S HITS

Change-of-place 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 25, 1960
1. Running Bear, Johnny Preston, Mercury
2. El Paso, Marty Robbins, Columbia
3. Why, Frankie Avalon, Chancellor
4. Teen Angel, Mark Dinning, MGM
5. Way Down Yonder in New Orleans, Freddy Cannon, Swan
6. The Big Hurt, Toni Fisher, Signet
7. The Village of St. Bernadette, Andy Williams, Cadence
8. Go, Jimmy Go, Jimmy Clanton, Ace
9. Pretty Blue Eyes, Steve Lawrence, ABC-Paramount
10. Where or When, Dori & the Belmonts, Laurie

POP SINGLES—10 Years Ago
January 22, 1955
1. Let Me Go, Lover, Jean Weber, Columbia
2. Mr. Sandman, Chordettes, Cadence
3. Naughty Lady of Shady Lane, Ames Brothers, RCA Victor
4. Hearts of Stone, Fontane Sisters, Dot
5. Teach Me Tonight, DeCarlo Sisters, Abbott
6. Steppin', Medicine Show, Carol
7. Melody of Love, Ralph Vaughn, Dot
8. Make Yourself Comfortable, Sarah Vaughn, Mercury
9. Let Me Go, Laver, Tamla Brewer, Ceri
10. That's All I Want From You, J. P. Morgan, RCA Victor

POP LP's—5 Years Ago
January 25, 1960
1. Here We Go Again, Kingston Trio, Capitol
2. Heaven, Johnny Mathis, Columbia
3. Sound of Music, Original Cast, Columbia
4. Forty Years of Music America Loves Best, Various Artists, RCA Victor
5. Fabulous Fabian, Chancellor
6. Let's All Sing With the Chipmunks, Liberty
7. Outside Shelley Berman, Verve
8. Kingston Trio at Large, Capitol
9. Swingin' on a Rainbow, Frankie Avalon, Chancellor
10. The Lord's Prayer, Mormon Tabernacle Choir, Columbia

ABC Expands 'Live' Format

NEW YORK—ABCs flag-ship TV station here is rapidly expanding its local live programming efforts. Several weeks ago WABC-TV launched "Gro Go," a once a week variety show, starring WABC radio deejays Bruce Morrow and Scott Muni. The station will pre-empt more prime time net shows Feb. 18, 10-11 p.m., to present a musical variety special starring Sammy Davis.

John O. Gilbert, WABC-TV vice-president and general manager, said the station will produce the special in association with ABC Films, which will syndicate the program on a world-wide basis. Rehearsals are scheduled to begin under way during the week of Jan. 18.

BANDS HELP WOOD GALA

GRAND RAPIDS, Mich.—The Glen Miller orchestra, The Dukes of Dixieland and Frankie Laine and the Teddy Phillips orchestra helped WOOD-Radio mark its 40th anniversary recently. The "Time-Life" station charged $1 admission for each of the three concerts as a birthday gift to its listeners.

WBBM Makes Format Switch

"Continued from page 56"

By adapted by CBS stations around the country.

WBBM is just about the last CBS station to switch to talk but the first station in Chicago to do so, Schlosser said. He said he was convinced that the move would be good for the community and good for the station.

Among record people, the reaction was an expected, negative. While WBBM was never a factor in singles exposure, it was considered an important LP station and the trade now feels its effectiveness will be substantially curtailed.

Of the music that's left, Bud Kelly will handle the morning show from 5:30 to 9:45 and Dale McCarren, a recent import from Detroit's WJR, where he was the morning man, will handle the evening show from 7:30 to 10:30.

The all-night slot will continue to be held down by Jay An- dries, whose "Music Till Dawn" show is now in its 12th year. Removed for the first time in years from the music scene is Mal Bellairs, long one of the city's most popular LP deejays and formerly "Wagon Master" of WBBM's live "Music Wagon" show which was discontinued last year.

Although Bellairs will continue to spin disks on weekends, his weekday activities will consist of a 2-4 afternoon show called "Tillens," a talk show dealing with a wide range of problems and featuring interviews and listener participation.
Vee-Jay is only No. 7 in sales ...but we're doing O.K.
When you see these new albums ...you might even want to do this to Big Mr. No. 1

AND THESE GREAT INSTRUMENTAL SONG BOOKS
**Classical Music**

**Angel Bows Catalog, LP Package**

HOLLYWOOD—Angel Records has devised a mail-order package involving an editorial catalog called the "Angel World of Classical Music" and a 20-track sampler LP. The catalog and album carry a $1.98 suggested retail price. Dealers may purchase the catalog for 50 cents, the package for $1.12. The LP will not be sold separately.

Designed by Jack Brandwein's merchandising department, the catalog looks like a 17-page, 8,000 separate listings of selections, 61 biographies of major artists and 175 photos of LPs and CDs. The editorial features covers of major symphonic and operatic works, procedures in manufacturing records and covers. The catalog will be updated yearly.

The initial print order is for 50,000 copies. Consumer advertising begins in February in the Sunday supplement, Hi-Fi Stereo Review, Opera News and American Record Guide.

A consumer mailer campaign plus insert ads in Angel and Promenade releases in February-

**Carmen** Star Of Angel Issues In January

HOLLYWOOD—The much publicized "Carmen" premiere (S), with Maria Callas, highlights Angel's eighth-package January release. Two Promenade LPs featuring highlights from Verdi operas bolster the classical output.

The all-star "Carmen" cast also includes Nicolai Gedda, Pinar de Rivera, Robert Mainardi, and Georges Pretre, conducting the Paris Opera Orchestra. OtherAngel LPs feature Yehudi Menuhin and the Bath Festival Orchestra; Paul Kletzki conducting the Philharmonia Orchestra, two packages by Arthur Schalbaclz builled from his complete Beethoven sonatas LP; Andre Cluytens, the Royal Philharmonic Orchestra, and violinist Jean-Pierre Rampal.

The two Promenade albums offer "Rigolletto" and "II Trovatore," performed under the auspices of the Sadler's Wells Opera Company. Both LPs are in English and feature among others Charles Craig and Elizabeth Fretwell in "II Trovatore" and John Hume and Elizabeth Harwood, among others in "Rigolletto."

"Figaro" Bought By Electrola

COLOGNE—Electrola has just announced its first production of the opera "Figaro" in Germany—and the first joint production with an East German organization.

Electrola has produced for the first time anywhere the entire Mozart opera "The Marriage of Figaro" with Hilde Gueden, Edith Mathis, Anna-Louise Rothenberger, Walter Berry and Hermann Prey.

**Brendel Gets Push by Vox**

NEW YORK—Vox Productions, Inc., has launched a promotional campaign on behalf of pianist Alfred Brendel, currently on his third U.S. concert tour.

Brendel, who is appearing with the Philadelphia Orchestra under Egon Omerdly, in Philadelphia, and in concerts in Baltimore, Washington and New York this month, has 28 records on Vox. The label is backing his tour with full-page trade ads and special point-of-sale promotional material.

Brendel, best known as an interpreter of Beethoven, will also be appearing with the Montreal Symphony and the Los Angeles Symphony Orchestra in performances of Haydn and Schubert, works which he has recorded for Vox. The sixth

**Classical Guitar Records Are the Rage in Australia**

By GEORGE HILDER

SYDNEY—Australia shows a surprisingly solid market for classical guitar recordings—particularly if locally produced. This is mainly due to the tremendous success achieved here by Spanish maestro Jose Luis Gomez, who has been warmly received by Sydney audiences and named by the old master as his star protege. Gomez came to Australia in 1962 under contract to teach in Sydney and gave his first exclusive recording contract. To CBS it was a gamble that really paid off.

CBS Australia is reportedly on the lookout for more talent, and has spoken of plans to record the genius of local classical guitar output. The label could also mean that other locally produced classical material could outsell overseas product and make it worthwhile to promote artists in this field.

CBS expects to look into this. It might well be that other companies will follow suit.

**BEST SELLING CLASSICAL LP'S**

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

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
<th>Catalog No.</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>BIZET—Carmen; Price, Costell, Merrill, Freini, Vienna Philharmonia Orch. (Kurzagn): RCA Victor (3-1274) LDS 6184 (12)</td>
<td>125 (5)</td>
<td>125 (5)</td>
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<td>3.</td>
<td>MOZART—Sinfonietta Concerto in E flat for Violin &amp; Oboe; Dinor, Skemper, Classical Orch. (1557): Columbia MS 6253 (51); ML 6253 (51)</td>
<td>TCAHKOYKOVSKY—Concerto No. 1 in B flat for Piano &amp; Orchestra (283): RCA Victor LSC 2252 (51); LM 2252 (51)</td>
<td>125 (51)</td>
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<tr>
<td>4.</td>
<td>BARBER—Concerto for Piano and Orchestra, Op. 38: Browning, Cleveland Orch., Gazzli, Columbia MS 6438 (51), ML 6438 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>5.</td>
<td>CHOPIN—Waltzes; Rubinstein: RCA Victor LSC 2726 (51); LM 2726 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>6.</td>
<td>RACHMANINOFF—Rhapsody on a Theme of Paganini, Op. 43: Rachmaninoff: RCA Victor LSC 1004 (51); LM 1003 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>7.</td>
<td>BEETHOVEN—Symphony No. 5, Op. 67: Horowitz: RCA Victor LSC 1255 (51), 1255 (51)</td>
<td>TCAHKOYKOVSKY—1812 Overture: BEETHOVEN—Wellig: Berlin PO: Columbia MS 913 (51); ML 913 (51)</td>
<td>125 (51)</td>
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<td>8.</td>
<td>HAYDN—Symphonies Nos. 101 and 104: London Sym. Orch.; (London): RCA Victor LSC 1255 (51), 1255 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>9.</td>
<td>ROSSINI—La Cenerentola: Simone, Barisanci, Benelli, Monteverdi, Maggie Musique Fiorentino (De Fabritiis): Columbia MS 6253 (51); ML 6253 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>10.</td>
<td>OFF—Carmina Burana; Hansoni, Pentax, Pinell, Phil. Orch. (Oomandy): Columbia MS 6158 (51); ML 6158 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>11.</td>
<td>MOZART—Requiem; Seefried, Tourel, Sinonu, Warfield, NY; Phil. (Walter): Columbia ML 5012 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<tr>
<td>12.</td>
<td>TCAHKOYKOVSKY—Narucker Suite, Rossini: N.Y. Phil. Orch.: Columbia MS 913 (51); ML 913 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<tr>
<td>13.</td>
<td>MOZART—Symphonies Nos. 31 and 34: Phil. Orch. (Klemperer): Angel S 32616 (51); 32616 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<tr>
<td>14.</td>
<td>HAYDN—Symphonies: Baltimore, Cincinnati, London Sym. Orch. (Boult): London LSC 1329 (51); 1329 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>15.</td>
<td>ROSSINI—La Cenerentola: Simone, Barisanci, Benelli, Monteverdi, Maggie Musique Fiorentino (De Fabritiis): Columbia MS 6253 (51); ML 6253 (51)</td>
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<td>16.</td>
<td>OFF—Carmina Burana; Hansoni, Pentax, Pinell, Phil. Orch. (Oomandy): Columbia MS 6158 (51); ML 6158 (51)</td>
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<td>18.</td>
<td>BRAHMS—Quartet in F, Senkin, Roespert Quartet: Columbia MS 6631 (51); ML 6631 (51)</td>
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<td>19.</td>
<td>TCAHKOYKOVSKY—1812 Overture; London Fest. Orch.: (Honnell, Violinist Band, Philharmonia; Rostropovich): London LSC 1256 (51); LM 1256 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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<td>20.</td>
<td>FRANK—La Chasseur Maudit, Les Folies, Les Djinn, Redemption; Cicalini, Orch. National Do Belgio (Lurus): Angel S 36011 (51); 36011 (51)</td>
<td>125 (51)</td>
<td>125 (51)</td>
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LLOYD DUNN, vice-president and head of International division, displays the first comprehensive Angel music catalog which will go on sale to dealers and consumers this month.

March will also announce the book-disc offer. This is the second instance in recent months where the company has created its own print media to merchandise product.

The initial endeavor was Capitol's Tote Set magazine, a slick fan publication centered around the Beach Boys and set to spotlight other top artists per issue in the future.
News From the

MUSIC CAPITALS

OF THE WORLD

* Continued from page 20

the States for dates at El Matador, in San Francisco, Shelly Manne's Hole, in Hollywood and some Mid- west universities. Post and pro- ducer Hermínio Bello de Carvalho is preparing the first LPs of his new label, Discos Montanha. Another new label, Discos Prior, will press Crown Records in Brazil. The Latin album, by Tito Lopez, is the top seller in the LP field this week. * Connie Francis will open Feb. 3 at Teatro Republica. Also signed by impresario Abraham Medina were Billy Eck- stin, Johnny Mathis and Dakota States. American artists belong in the 50-star group of foreign attrac- tions that will play here during Rio's fourth centenary festivities. * Show, "Opinião," which blends the artistic of young Nara Leao and veteran samba men Jose do Vale and Za Reis, will be ac- cepted for a second LP by Philips. * Producer Roberto Quartin will record composer and arranger Mauro Santos and his new group "Banda Carlos" in the next two LP's on his Forma label. * SYLVIÓ TULLIO CARDOSO

ROME

Fred Bongusto was fated to Fonit-Cetra at the Capriccio on occasion of his first LP for that label, after several years with Ri-Fi. It looks as if Fonit-Cetra is in the process of picking up Sergio Endrigo, until now with RCA, Minn, who left Balsico to join Ri-Fi, is now negotiating to start her own label. All in all, it looks as if 1965 will begin with a dozen artists in new jackets. * Peppino di Capri is on a U. S. tour, along with his representative, Giovanni Garibaldi, who has sold 8,000,000 discs in Italy, is shopping for a new American label, Garibaldi will issue his eighth LP in the spring. * Dalladum the sun with first Carnival disc, "Pretty Children," which will be the theme of 1965 Carnival in- canters. Italian singers who originated various singing styles are being featured in a new TV series "The Founders." They are Alberto Bagnoli, Tony Dallad, Villa Piazz, Tonino Torre, Achille Tajani, Julio de Palma, Orlando Spadaro, Claudio Villa and Luciano Tajoli. Latest American hits to be translated into Italian are "O", "Pretty Woman," which comes out "Set E Solo." (You Are the Only One) by Eugenia Fedigatti for Ri-Fi, and "Don't Make Me Over," which Orvalle Vasonell on record as "Non Darmi Niente" (Don't Tell Me Anything), * Minn will appear on a series of 12 TV programs for renewal of "Shi- do One." * Fred Bongusto sings the tune song of "Marriage Italian Style," which was distributed at neti world premiere here. * Fonit-Centra is now releasing "Divino Chiulli on Fantini's records in English. * Film actress Gabriella Fanin, who became a radio an- nouncer, is now readying her first disc. * Amelio Ferreri, who re- leased his King label via Phonog- rams, has embarked on a series of Neapolitan songs of other years with two records in initial issue. * Camel's release in new year will be formidable with Domenico Modugno, Renato Raiti, Roberto- to and Michele Accidenti on Car- stas and Annette on Disneyland labels. * SAMY STEENMAN

TOKYO

Jannacek Grand Prix de Discine 1964 was awarded to Kamiko Aoyama (Columbia) for her "Crying at Love and Death" at a ceremony held at Hibiya Public Hall. Eight more prizes were also awarded to runners-up. Then a concert was held by the prize win- ners. * In consideration of Gale Garnett's singles scoring in sales, Victor decided to release her first album Jan. 20. * Seven Seas Music, a subsidiary-publisher of King Records, acquired the right to "Napoli Futura Mia" from Russian Matica in Italy. The con- test Italian is gaining tremendous popularity here, and six diskeries are now competing in releasing the Japanese version. The original recording by Giacinta Cinqueatti was released by King Jan. 15. Cu- lambo has already issued its Japa- nese version by M. Hirota, while King is preparing its by etching by (Continued on page 49)
NASHVILLE SCENE

By DON LIGHT

NASHVILLE—Buddy Killen has just returned from New York where he recorded a new Joe Tex album for his Dian label. Joe’s record of “Hold What You’ve Got” is currently in the charts. Jack Eubanks, Monument artist and guitarist for Leon Van Dyke the last two years, has joined Joe Wright’s talent agency as a booking agent. RCA Victor’s “Man in Nashville,” Chet Atkins, recorded singles on Bobby Bare last week. Bare recently married and moved to Music City. Columbia artist Claude Gray was married in Dallas recently.

Norma Jean Joins ‘Opry’

NASHVILLE—WSM’s “Grand Ole Opry” has added another country music name to its growing list. Norma Jean (Bean), of Welliton, Okla., who in recent years has been a performer on the Porter Wagoner show, has joined the Opry. Norma Jean began her career with her own radio show at the age of 13, began to appear regularly with her father, who had established a name for himself, and then won a spot on “Ozark Jubilee” in 1938. In 1963 she moved to Nashville, as a special appearance on “Grand Ole Opry,” and signed a recording contract with Columbia. Changing over to the RCA Victor label in 1963, Norma Jean scored with her first Top 10 hit—the single “Makin’ Way for the Morning Sun,” plus another big one, “Put Your Arms Around Her.”

Chuck Chapman Dies in Crash

CLEVELAND—Chuck Chapman, 24, was killed instantly here Jan. 8 when his car collided with another car on Cleveland’s freeways. He was the city’s first auto fatality of 1965. Active for many years in radio and stage work in this area, Chapman had in recent years worked for Teles Early Productions. He recently returned here from California, where he appeared in the Bakersfield area. He was married only four days before his death.

Key Booking Bobby Bare

NASHVILLE—Jimmy Key, of Key Talent here, last week announced that his agency had reached an agreement with Charlie Williams, of Universal Artists, the Nashville-based booking agent. The Key office will book country and pop singer Bobby Bare on personal appearance tours in conjunction with the Universal firm. Under the agreement, Williams continues as personal manager to Bare, with Key Talent serving as an agent.

Bare, who is set to tour February on dates in Florida, Texas, New Mexico, Colorado, Idaho, Oregon and Washington, leaves March 12 for an extended tour overseas.

Country Music

HOT COUNTRY SINGLES

This Week

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<th>No.</th>
<th>Title, Artist, Label &amp; No.</th>
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<td>THE BEST OF JIM REEVES</td>
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<td>BERTY JOES</td>
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<td>BERTY JOES</td>
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<td>HOLLIE GOODE</td>
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<td>THE FABULOUS SOUND OF</td>
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<td>COUNTRY DANCE FAVORITES</td>
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HOT COUNTRY ALBUMS

This Week

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<th>No.</th>
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<th>Weeks on Chart</th>
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<td>1</td>
<td>1 Denny, RCA Victor</td>
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<td>2</td>
<td>THE BEST OF JIM REEVES</td>
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<td>3</td>
<td>BERTY JOES</td>
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<td>4</td>
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<td>5</td>
<td>HOLLIE GOODE</td>
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<td>6</td>
<td>TOGETHER AGAIN MY HEART</td>
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<td>7</td>
<td>BILL Denny, RCA Victor</td>
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<td>8</td>
<td>THE FABULOUS SOUND OF</td>
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<tr>
<td>9</td>
<td>COUNTRY DANCE FAVORITES</td>
<td>7</td>
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</table>

Bill Denny, president of Cedarwood Publishing Company, accepts a new long-term writing contract from Wayne P. Walker, one of the industry’s most successful songwriters. Walker has more than 400 songs recorded, and has been with Cedarwood since he moved to Nashville in 1956.

COUNTRY MUSIC

WATCh FUJiYAMA ERUPT ON NUGget

ADVERTISING IN BUSINESSES MEANS BUSINESS

BILBboard, January 23, 1965
Returning For His Fifth Appearance!

BUCK OWENS
Capitol Recording Star

His Latest Release
"I've Got A Tiger By The Tail"
b/w
"Cryin' Time"
Capitol 5336

Personal Management:
Jack McFadden
P. O. Box 861
Bakersfield, Calif.
Area Code 805 — PA 7-7201

With
The Mills Brothers
and
Norm Crosby

"THE JIMMY DEAN SHOW"

ABC-TV NETWORK
Thursday, January 21, 10:00-11:00 P.M. EST.
Kyle Gay, who has just taken over the duties of publicity and music director at KPCN, Dallas, reports that station has a new staff number in Russ Johnston, long a favorite country jockey in the Dallas-Fort Worth sector. ... Jim Eaves, formerly on Decca and Mercury and now heard exclusively on the Domanian label, has a new release in “Zone Full of Blue,” issued by James Reed, b.w. “Horseshoe Man,” written by Jim himself. Replays raised in the mailing may obtain a copy by writing on their station letterhead to Margaret Patterson, 1708 Wayne Ave., N.E., Roanoke, Va., or Dominion Records, P.O. Box 414, Salem, Va.

Norm Cannon, new program director at WJSB Radio, Glen Burnie, Md., insists that the station recently switched format to country & western, and then has a dire need of spinning material to build its library. The station’s jockeys—Woody Wondas, assistant station manager; Wally Norton, from Alabama; Butch Johnson, the old Tachsel, Bob Murphy and Gene Boodle—will appreciate help from the artists, disk jockers and distributors, says Cannon. Charlie Dell is WJSB station manager. . . . Little Mickey Johnson, Box 3, Batesville, N.M., says he’s currently promoting new singles by Margaret Bower.

Johnny Russell
Sure-Fire Mgr.

NASHVILLE—Sure-Fire Music, company photographer, has announced the appointment of Johnny Russell as general manager, filling a vacancy left by Don Heflin some months ago. Russell has resided in California since leaving here in 1961. He worked with his own band on club work in northern California.

In his new post, Russell will work in co-ordinating material for artists and ad directors for all record labels.

YESTERDAY’S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago
January 25, 1960

1. El Paso, Marty Robbins, Columbia
2. Hello, We’re Back, Jim Reeves, RCA Victor
3. Same Old Me, Ray Price, Columbia
4. The Little Big Band, Wilma Lee & Stoney Cooper, Hickory
5. Riverboat, Faron Young, Capitol
6. No Love från i, Webb Pierce, Decca
7. Why Do Good Girls Have Bad Babies?, Pansy Cato, Decca
8. Country Girl, Faron Young, Capitol
9. Scarlet Ribbons, Brownie, RCA Victor
10. Fun in the Wall, Faron Young, Capitol

COUNTRY SINGLES—10 Years Ago
January 23, 1955

1. Loose Talk, Carl Smith, Columbia
2. More and More, Webb Pierce, Decca
3. If You Don’t Love, Faron Young, Capitol
4. You’re My Kind of Woman, Hank Snow, RCA Victor
5. This Ole House, Stuart Hamblen, Decca
6. I Don’t Want Anybody, Hank Snow, RCA Victor
7. New Green Light, Hank Thompson, Capitol
8. Hearts of Stone, Red Foley, Decca
9. This Is The Thanks I Get, Eddy Arnold, RCA Victor
10. Don’t Let It Go to Your Head, Red Foley, Decca

MASTERCRAFT'S POTENT PROMOTIONAL PACKAGE!

Here’s additional sales volume tied up in a profit-plus package. The Masterwork Model M-1806 self contained stereo portable with two fixed speakers, “drop-a-matic” changer, stereo cartridge, twin sapphire stylus, in a handsome silhouette “driftwood” finish case . . . to retail at $59.95. and you can offer AT NO EXTRA COST to the consumer, a fabulous value of a brass plated tubular steel rack with 3” casters and storage capacity for 150 LP records — value $9.95. PLUS an EXTRA Columbia microgroove DIAMOND needle — value $10.00.

TOTAL VALUE — $19.95. Call your Columbia Records distributor TODAY for the FULL PROMOTION details of this exciting program.

DAVID (DOC) HOLLIDAY (left), newly appointed assistant director of Key Talent, Nashville, joins his boss, Jimmy Key (right), in welcoming pop-country singer Bobby Bare to the Key office’s talent fold. The key firm is handling Bare’s bookings in association with Charlie Williams, of Universal Talent, Hollywood, who continues to serve as Bare’s personal manager.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Faron Young, Claude King, Buzz Ray, Jan Howard, Neal Merritt and others, and says he’d be happy to send out promotion copies to jockeys who’ll write him.

Bill Schlott, P.D. and c.d. man at KEKS, Eagle Pass, Tex., type writes: “I’m busy in the country & western spinning material. We get very few late releases, and the ones I do get are mainly through my friendship with the artist or his manager. We don’t get the new ones until they are really old, and sometimes not even then. Please print my plea, asking the artists and record companies to help out. The stations north of here, in San Antonio, for instance, get new releases, and then my listeners call, requesting them. And I don’t have time. It’s rather an embarrassing situation.” Schlott has been in the country music field many months, mostly as a side-dish with bands.

Rus Kitchen has shifted from CFGM, Richmond Hill, Tor., to the new station WHRI, Buffalo, where he weaves the country melodies from 6-9 a.m. Monday through Saturday. Kitchen is the writer of Loretta Lynn’s “Happy Birthday,” currently making its mark on the country charts. . . . “The Johnny Daum Country Show” was the first program heard on the brand new WCFL in Crawfordsville, Ind., when it made its official bow recently. The station is currently operating 16 hours daily, more to come later. In addition to his c.w. show, Daum is doing a variety program for a total of six hours daily. “As with most new stations,” writes Johnny, “we are starting with a small record library. Anyone wishing to get their disks should send albums and 45s to me at P. O. Box 412, Crawfordsville, Ind., 47933.”

Smiley’s Eddie Briggs is still spinning the country records at the red-hot c.w. powerhouse, KSON, San Diego, Calif. Briggs returned to KSON last May after a brief stint at KUAD, Los Angeles, Calif. Eddie’s credits also include REAP, Fresno, Calif., and KAYO, Seattle.

COLUMBIA®
DIAMOND NEEDLE
and storage capacity for 150 LP records — value $9.95. PLUS an EXTRA Columbia microgroove DIAMOND needle — value $10.00. MFG. OF COLUMBIA RECORDS SALES CORP., 799 Seventh Ave., N.Y., N.Y. 10019 @“MASTERCRAFT” MARCAS REG.

BILLBOARD, January 23, 1965
News from the MUSIC CAPITALS OF THE WORLD

Continued from page 45

FLEURY, HARMONIE

Sydney

Australian Record Company Ltd. added another strong release to its steadily mounting spoken word catalog this month with the reissue of the Broadway cast recording of "Dixie," starring Abe Gelmans. Early reports indicate that this one will be as successful for the company as its November release of "Plantagenet." Veteran entertainer George Fields will make a tour of Australia for J. C. Williamson's theaters commencing Feb. 10. Sydney now seems certain to see the Australian premiere of the musical, "Hello, Dolly!" The show will open at Her Majesty's Theatre March 15, and across Sydney, John Wilson will play the lead.

George Hilder

Toronto

Apex Records has the first North American release of Brenda Lee's single that is charting still in Germany, "I'm Gonna Be Your Sweetheart," and "Oh, I Don't Care." Apex is pushing the upbeat "Oh, I Don't Care," though it's the ballad side that's going strong in Europe.

While Bear Tracks rasp across Canada again with the release of the latest Beatles LP, a slightly less intense fever dubbed "Sparrowbirds" that has struck in Toronto, which Capitol hopes will spread to a national epidemic. caused by Jack London and the Sparrows and the leader of the pack, a Liverpudlian turned Torontonian, has been nabbed by Chic Bruneau for a Saturday afternoon radio show for Toronto. If the initial enthusiasm reaction holds, the show may be something special.

Much excitement over a new Canadian single released by Qualitv Records, which Ontario promotion manager Miriam Melton reports drew interest from MGM, Musicor, Capitol, and Columbia in Canada. Mala and Cameo-Parkway before the U. S. rights went to Scepter, which was first to spot the chart-climbing potential. "Till We Kissed" was a hit first in Canada, but the flip, "Shakin' All Over," is the stronger side now, and the artist is billed only as "Chick Wales."

In addition to the new release, WFAS has promised several radio stations to run contests to identify him. Has he had previous disk on the Ontario market? That's a big question. In any case, this saw some chart action here, but this is his first to attain any interest in the U. S. - The Laurel label in the U. S. has picked up the debut single by a current disc jockey named Bill Harris.

January 23, 1965, Billboard
SITUATIONS WANTED

MECHANIC, Ltt., salesman or any other experience or position.

Successful merchandising experience, 156, write.

$2.00 weekly, please name and address.

ATTN. NEW YORK MUSIC PUBLISHERS


RECORD EXECUTIVE MARKETING—SALES MANAGEMENT

Thoroughly experienced in every phase of the record industry. Over 10 years of management exclusively with record companies. Equally successful in major and independent companies. Capable of turning around any situation.

Successful accomplishments in sales, sales training, promotion, organization, merchandising, selling problems, sales admin., product introduction, creative packaging, sales programs, advertising campaigns.

AVAILABLE IMMEDIATELY.

WRITE IMMEDIATELY.

DISTRIBUTING SERVICES

RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request. Wholesale only! "Largest selection of other hard-to-find records.

100 Assorted Oldies 8 RPM, $4.99 per 100
500 assorted 45s, 12 for $1.25.

WE SELL DIRECT IN CURRENT "TOP 100" 45'S AND LONG PLAY

WE ALSO BUY INVENTORIES OF THE ABOVE

RAYMAR SALES CO.
170-21 Jamaica Avenue
Jamaica 32, New York
Olympia 8-4101.

DISTRIBUTION ARRANGED CONSULTATION

All questions answered re: Records, announcers, DJ's, publicity, etc. Write: Billboard, 165 W. 46th St., New York, N. Y. 10036.

BUY THIS HANDY COMBINED

Sure, you've heard the hit albums by the American music industry, but did you know that Billboard magazine has been covering the music business for over 80 years? They've even published records in 16 countries worldwide. We're thrilled to see how they've evolved over the years and we're excited to see what the future holds for them. For more information on Billboard magazine, check out the website at www.americanradiohistory.com. We're also happy to help you find your next great record. Our team is always here to assist you. Thank you for choosing us as your music source.
We had to wait a long time to find the right song for a new single but it was worth it.

Thank you for the enthusiastic response.

Peter Paul and Mary

For Lovin' Me

5496

WWarner Bros. Records
Musical Director Milton Okun
Albert B. Grossman Mgmt. Inc.
Folz Sees Record Sales Year, But Cites N.Y. Sales Tax Threat

OCEANSIDE, N.Y. — Folz Vending, one of the nation’s largest bulk vending companies, expects sales during 1965 to top the previous records, but is not quite so optimistic about profits. According to Harold Folz, who also operates Custom-Roaster, Inc., the firm, sales since the first of the year are running substantially above 1964, and with unemployment decreasing in the metropolitan area, prospects for the balance of the year are bright.

But biggest cloud on the horizon is the threat of a New York State sales tax—possibly as high as 5 per cent. New York City does have a 4 per cent sales tax, but few if any other municipalities in the State use this method of raising revenue.

According to Folz, a State sales tax would be disastrous to the bulk vending industry. There is no way the operator can pass on the tax at time of purchase.

Dissdares Tax

Items vend either for 1 cent, 5 cents, 10 cents or 25 cents. Mechanically it’s not feasible to pass on the tax at time of purchase, and even if it were, the public would rebel at paying sales taxes on low-cost items.

While the quality of charms on the market today—particularly the Rat Fink and TV Horror Face—has been high, Folz feels that manufacturers are spending too much time on sales and production and not enough on research and development.

The average manufacturer, Folz feels, is a good businessman who knows his customers and who knows how to operate a plant efficiently. But, Folz argues, he is generally not a creator.

Folz cites toy manufacturers.

who usually have creative men on their staffs—men whose duties are solely to come up with new ideas.

He added that Americana operators often look for gimmicks from exporters because a vacuum exists in the domestic field. He feels that this vacuum could be filled if U.S. charm manufacturers expanded a greater portion of their efforts toward research and development.

Folz gives U. S. manufacturers credit for producing quality products and good mixes, but he deplores their tendency to copy one another.

BULK VENDING

Bulky Banter

DETOIT

William R. Bezenah, who operates a bulk candy route in Detroit and Coit’s Cane, head of his own bulk vending business in Redford Township, is diversifying into candy and cigarette machines. He is continuing with his glass and bulk gum machines in gas stations.

. . . Walter Chistavsky, veteran peanut vending operator, is now the owner of the Cozy Barrel, Inc. . . . Sid George E. Clark, who decided to operate a route of nut machines with headquarters in Royal Oak, has moved to Lincoln Park . . . .

Thomas F. Allison, president of Coyo Vending Company, has joined the Detroit Board of Education as Central District Attendance Officer. . . Robert and Joseph Mele have sold their Alice Ball Vending Company and have entered the field.

The Detroit Vending Machine Association is sponsoring a bowling tournament and photographic outing.

FOLZ BROS.

HEAD SOUTH

OCEANSIDE, N.Y. — The Folz brothers, Harold and Roger, left town this week. Roger has the best deal. He’s vacating with a girl in Nassau. Harold is headed south, too, only it’s to New Orleans, Tampa and Miami on business. Both brothers expect to be home in a couple of weeks.

Announcing the first and newest NORTHWESTERN

New ready for immediate delivery. Holds 1,000 individually wrapped PECK’S DURABLE BUBBLE TUBE GUM, the most popular gum in the world. Wrapper encloses comics, fortunes and rival redemption. Bulk loading. Other products.

PARKWAY MACHINE CORP.
715 North St.
Baltimore 2, Md.
Tel. 7-1031

NVA Alerts Trade To Shady Promo

DETROIT — An alert bulk vending businessman in the Birmingham, Ala., area has uncovered a promotional operation smack of real "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.

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.

The promoter offered the experienced vendor equipment that normally sells for $50 at a price of $120. The veteran operator wisely asked about license requirements, found the route was not proffered and was told there were none. The legitimate businessman investigated and learned that $2 fees for 1-cent and $12 fees for 5-cent vendors were levied in that locale.

A warning about this type of promotion was issued in November of last year by the National 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 uninformed public by means of classified newspaper ads. Several years ago the NBBB recommended that a code of media standards for accepting vending machine advertising. Many exchange members throughout the country are content from standing NVA and radio stations about potential advertisers.

The NVA complaint resulted from the standing NVA request that members report all questionable promotions.

BABY ROCKET BALL-GUMB VENDOR

WANT TO INCREASE LOCATIONS AND DOUBLE BULK-GUM SALES?

Try a new Baby Rocket by Northwestern and see for yourself. Only $39.95. No. 501. For a limited time...

REGIONAL AUTHORIZED DISTRIBUTORS FOR ALL LEAF BRAND BULK-GUM AND VENDING CANDIES.

UP-GRADE YOUR PRESENT ROUTE — BUY A NEW NORTHWESTERN MODEL 501 BULK-GUM VENDOR FOR ONLY $40.50 MAKES 500 BALLS.

LYNN’S VENDING SUPPLY COMPANY
90 West 222nd South
Area Code 405-68801
SALT LAKE CITY, UTAH 84115

Member: NATIONAL VENDING MACHINE DISTRIBUTORS, INC.
for 1965 very simply: "Best ever." She bases this, however, on more than whimsy.

"For one thing, there are such general factors as the national economy being on the upswing and the outstanding expansion," Mrs. Mason says.

Room Within Industry

"An even more important factor, however, is the boom that is taking place within the industry. Bulk vending is being accepted as never before," she points out.

There are more products and more new locations," Mrs. Mason says.

The Leaf Brands executive also feels that many consumers are putting more money and time into research than ever before. Her own firm, as an example, is in the process of expanding its penny candy activities. Jane feels this is a product that is getting increased emphasis in the industry.

New Penny Line

Leaf has traditionally produced such items as Mallettes, Leaflets and Matchsticks and has recently added Cherry Tarts and Big Apples. In the next several months the Carolina plans to introduce a host of new items providing it with a complete line of penny candy products. Jane feels that penny candy has come into a new era. In the past, most items used to be sold in bulk. The trend in penny candy, however, is toward small or centrey-count items. That is the customer gets a single piece of candy instead of a bulk handful of smaller items.

Jane feels bulk candy items will continue to sell but the centrey-count candy will provide operators with an even greater degree of diversification. Jane feels the more items the operator offers in one location the more sales the operator will have with all his machines.

Favorable Counter Sales

She feels a big reason for the penny candy boom is that merchandise is no longer available over the counter. Store owners no longer feel it worth their time to carry penny candy. Operators, however, can handle these new items.

Other products which Jane feels have boosted sales are the "printed" candies and gum. These are essentially the same pieces of merchandise, but with new faces, she notes.

New packaged gum and square-packed gum items have also helped operators, she feels.

Favorable Image

Jane feels strongly that the bulk candy industry has created a favorable image in the minds of both the location owners and customers.

"Service is a big factor," she says. "The new multiple vending installation is a miniature store in itself. Ten years ago, operators couldn't believe they could offer two or three items. Today, an operator can put on an installation with several dozen different kinds of merchandise.

Better promotion, improved merchandising, classy machines with their large globes, a virtually limitless variety of charm items, and the development of such things as sponsor-ship programs, have all helped the industry grow, Mrs. Mason feels.

BUSINESS PROFILE

Smith-Regal: Sum of the Parts

By RAY BRACK

CHARLOTTE, N. C. — The bulk candy industry's new special and sponsor-ship exploits of Lee Smith and Jack Thompson, partners in Smith-Regal of Carolinas, have been extensively enough reported in both trade and consumer press to warrant only minimal review.

Yet the remarkable rehabilitation and co-ordination of impossibly diverse enterprises that has built this 17-year-old partnership into one of the most successful bulk vending operations in the country has not yet properly been told.

In describing his complex creation, Smith spreads the fingers of each hand, clasps them together and says, "It all fits together, just like this."

On the surface, Smith-Regal is a 15,000-machine route in the Carolinas and Tennessee. But closer look is also an airport, a flying school, a flying service, an auto repair shop, a vintage auto collection, a bulk vending distributorship, a double vending, and a bountiful source of funds for State and national re-wards programs.

And the aims of all these diverse elements are redirected to the advancement of the basic bulk vending business.

Basic to the firm is 300-acre Carpenter Airport, near Charlotte, acquired by Smith and Thompson in 1957. On this property are located all the partners' fixed assets in both the flying and vending businesses. A large frame house on the property serves as the vending and distributorship offices. Across the road from the airport are the partners' modern homes of the partners.

Connections Obvious

"Some of the connections between the flying and bulk vending business are the obvious. Smith says. "Others are not."

"We use a plane as a flying service provider of emergency conditions — flying parts or merchandise to remote areas. We feel it's a route for a routemaster. But there are other advantages.

Smith then explains how the aircraft mechanics double as expert automobile mechanics. Enter the auto phase.

Auto Problem

The route covers some of the Carolinas terrain and the great distances covered by the firm's routes take their toll on the vehicles. Smith-Regal has solved this problem. Instead of purchasing rural routes, they purchase used automobiles — always heavy making such as Chryslers and Buick. This and completely overhauling them. These become amazingly economical route vehicles for long, over-the-road hauls.

Towed behind the route cars are lightweight panel trucks filled with product for use in location-to-location, stop-and-go servicing where the big cars would prove too costly.

This fleet is kept up, of course, by the aircraft mechanics.
Wurlitzer Unveils New Phono & Wallbox

NORTH TONAWANDA, N. Y. — Wurlitzer distributors around the country and in Canada are holding open houses this week to show off the firm’s new 2900 series of phonographs, and what is the coin machine industry’s first wallbox combining remote speakers and 50-cent play.

The phonograph is available with 100-selection and 200-selection models. The half-dollar or two quarters will play either the 10 top tunes or little LPs from the first four (A-B-C-D) banks.

Solid-State Amp

The phonograph has a solid-state amplifier, a new single-key play selector that enables the operator to lock the machine without the key, a single “Golden Bar” play stimulator, an optional set of display panels and a host of other new developments.

The cabinet finishes are dark Kashmir grained walnut and a very blond walnut — both in close grained patterns. According to Palmer, the Golden Bar play stimulator is the most important of the new sound amplifiers features.

The unit permits operators to offer a pre-selected program of music — such as 10 Top Tunes or discophone — for two quarters or a half-dollar. The customer merely inserts his coin and presses the Golden Bar.

The new phonograph is equipped with electronic tuning, a new LP record player. This feature makes it possible for the phonograph to automatically play any records of different denominations of coins.

(Continued on page 74)

WURLITZER BILLBOARD, January 23, 1965
The Diplomat is seen in all the best places.

Rowe AC Manufacturing
Whippany, New Jersey Troy Hills Road
Joseph Panarinfo*, the originator of Discothèque, says:

« La tactique Discothèque
The Seeburg approach
le programme
the most authentic
le plus passionnant
programming

THE AUTOMATED PACKAGED

DiSCOT

* Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.
Now, for the first time ever, you can offer your locations this complete Discothèque package from Seeburg:

1. New REC-O-DANCE albums!

The most danceable tunes ever—specially recorded for Discothèque dancing by Seeburg under direction of David Carroll, in multi-channel stereo, to give the illusion of a live name band playing on the Discothèque dance floor.

2. New BIG SOUND stereo!

Magnificent Rhythm Twins—floor-level remote speakers with sectorial horns and 15-inch woofers—combine with LP Console/480 to deliver the new Beat needed for Discothèque dancing. A Seeburg exclusive, the only combination specifically designed for Discothèque use.

3. New "INSTANT NIGHT CLUB" package!

Decorations—wall panels—napkins, coasters—even a modular dance floor! Everything needed to transform a location into a Discothèque, plus a complete promotional package for location use.

Call your SEEBURG distributor for complete information… N-O-W!
Seeburg Shows to St. Louis Ops

ST. LOUIS — George Glass Distributing Corp. here was host to area operators, their wives and location owners at a gala open house introducing Seeburg's new Discotéque Feature the evening of Dec. 29.

Here from the Seeburg factory for the event were Stanley Jarocki, assistant sales manager; Robert Dunlop, regional vice-president, and Joseph Panarino, Seeburg Discotéque consultant from Camden, France.

The affair, held at Bud Elliot's Playgirl Club, had St. Louis' famous Davey (Now) Bold as emcee. Entertainment included the songs of Jo Ann Cameron. But as George Glass put it, "Discotéque stole the show." And this was echoed by the others from the local branch, Frank Schroeder, Dick Glass, Pete Entringer, Art Baris, and Pat Blundis, who heads up the branch's one-stop department.

Operators from Illinois included Jack Dickico, Alto; Mike Sayk, Madison; Hershel and Bud Taylor, Belleville; Harold Mozier, Jerseyville; Eugene Cotte, West Frankfort; Maurice Zimming, Granite City; Wilmer Enge, Belleville, and Victor Rener of Collinsville.

Several out-state Missouri ops came in, including Leo Liewerke, Washington; William Moore, Festus; George Closs, St. Charles, and Clarence Kyrian from Kirkwood.

Quite a few ops, particularly those in the city, brought their location owners in for a first-hand look at the Discotéque. Abe Farber, Ed James, Orville Carter, Mrs. Helen Weaver, Jerry Alvin and Marvin Nisenbaum, Harry and Herb Raffie, Sydney and Walter Morris, George Schoen, Dave Johnson, Al and Bill Turnbough, Jack Joseph, Pete Koffie, Larry Brandon and many others.

Initiate Talks On New York License Act

TUPPER LAKE, N. Y.—The first in a series of regional meetings to educate Northern New York State operators about local and State-wide legislative problems was held here last Tuesday (12).

Spearedhead by Jack LaHorte, Saranac Lake, and Duke Huntington, Lake Placid, the discussion attracted operators from such towns as Froman, Malone, Messing, Lake Placid, Oldenburg, Saranac, Lake, Whitehall, and Glenn Falls.

The group laid plans for securing the re-introduction and passing of a New York State liquor control bill.

UICollectionView: 2

(Continued on page 70)

Frank Doyle, Rock-Ola Vend Official, Dies

CHICAGO—Frank C. Doyle, vice-president in charge of vending operations for the Rock-Ola Manufacturing Corporation, died early last Friday (15) in an Elgin, Ill., hospital.

Cause of death was not immediately determined. He had been in the hospital a week.

A veteran in the vending equipment business, Doyle joined Rock-Ola four years ago with the firm's acquisition of the Fred Hebel Company.

Doyle lived in West Dundee, Ill., a Chicago suburb. He is survived by his widow, Eileen, and a daughter.

Funeral services were to be held Monday, Jan. 18, at the Sharp Funeral Home, 120 S. Third Street, West Dundee.

St. Paul Trade Sees Diplomat

ST. PAUL—The new Rowe-AMI Diplomat phonograph will be unveiled to operators in the Twin Cities market by K-C Sales here Sunday (31). Hosting the event will be Joel Kleinman, K-C president, and Ken Glenn, manager of the distributorship.

Several hundred operators and guests are expected to attend the unveiling in the K-C showrooms. Kleinman said that a host of surprises await operators who attend. Refreshments will be served.

COMING IN TO SEE AND HEAR
THE GREATEST OF ALL AUTOMATIC ENTERTAINERS

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WURLITZER
2900

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1311 North Capitol Avenue
Indianapolis, Indiana
Phone: MElrose 5-1593

PEACH STATE MUSIC CO.
624 New Street
Macon, Georgia
SH 3-1588

PEACH STATE DISTRIBUTING CO.
1040 Roswell Rd.
Atlanta, Georgia
622-4401

PEACH STATE TRADING CO.
729 Lady Street
Columbia, South Carolina
AL 4-6928

INVITATES YOU
TO COME IN AND SEE THE
NEW WURLITZER 2900

Greatest
OF ALL
Automatic
Entertainers

FOR COINMEN:
• More News
• More Research
• More Ideas
• Faster Reporting
• Best Association Coverage

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in BILLBOARD

The only coin industry business publication with a permanent Washington Bureau for up-to-the-minute reports on new and pending legislation.

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Cincinnati, Ohio 45214

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Company
Name
Address
City
State & Zip
Type of Business
Title

BILLBOARD, January 23, 1965
Seeburg Names Struve in L. A.

CHICAGO—Struve Distributing Company, Seeburg distributor in Denver and Salt Lake City, is setting up offices in Los Angeles to distribute Seeburg equipment in Southern California and Arizona.

Preston (Pres) Struve, head of the firm bearing his name, said he would hold an open house in his Los Angeles showroom Jan. 24 from noon to 7 p.m.

Stanley L. Larson, secretary-treasurer of the Struve organization, will be general manager of the Los Angeles outlet. Sherry Arps is parts manager. Cliff Beene will be in charge of service.

Leo Simone will handle sales.

Mississippi Op Loses Machine

Oxford, Miss. — Ted Combs, Taco Amusement Company here, recently had a Seeburg AX-100 phonograph stolen from a location.

It was Combs' first burglary in some 16 years in the business and he said he had recently let his insurance lapse. The machine was valued at $700 by Combs. Thieves also stole a cash register from the location.

Leadership Unparalleled in the Industry

The New Wurlitzer 2900A

Come in and See it at Mickey Anderson Amusement

WURLITZER WEEK SPECIALS COMPLETELY RECONDITIONED

5 BALLS

Bally 3-In-Line (4 PL) $245
Bally Hootedanny 245
Bally Star Jet (3 PL) 245
Bally Mad World (3 PL) 245
Gottlieb Pinball (3 PL) 295
Gottlieb Mademoiselle (2 PL) 245
Gottlieb Preview (2 PL) 245
Gottlieb Sunset (3 PL) 295
Gottlieb Swinging Along (2 PL) 295
Gottlieb Flying Chariot (3 PL) 295
Gottlieb Gauchito (3 PL) 295

ARCADE & BOWLERS

Midway Target Gallery $145
Midway Target Field (2 PL) 145
Bally Bongos (3 PL) 145
Bally Bongos (4 PL) 145
United De Luxe Baseball 145
United Bowsers Baseball 145
United Sky Busters Gun 145
United Big Bongos Shuffle (3 PL) 145
United Bongos Shuffle (3 PL) 145
United Line-Up Shuffle (4 PL) 145
Chicago Coin 6 Game Bowler (4 PL) 145
American Shuffleboard (22 FT, as is from location) 145

MUSIC

Wurlitzer 1520 AF 565
Wurlitzer 1720 F 95
Wurlitzer 3100 145
Wurlitzer 2200 295
Ami 600 65
Ami 255 65
Ami F 120 125
Rockola 1475 345

Halt deposit, balance C. O. D. or sight draft

January 23, 1965, BILLBOARD

Jack Devlin, credit, and Dorothy Richardson will be office managers. Both she and Larson are from Denver.

Struve has also announced the appointment of Sal DeBruno to head a branch office in Phoenix. Other organization changes include Al Morrison, manager, and Frank Negri, assistant manager, in Denver; Gaylord Merrill, manager, in Salt Lake City.

MILWAUKEE — Pioneer Sales and Service, headed by Joel Kleiman here, will unveil the new Rowe-AMI Diplomat phonograph at an open house to be held in its showrooms Sunday (24) and Monday (25).

Hosting the event with Kleiman will be Sam Cooper and entire Pioneer Sales staff. An added attraction will be the appearance of Art Frigo of Gotham Educational Equipment Corporation to demonstrate the firm's recently introduced Elipitopool.

Kleiman said that refreshments will be served and that a "few surprises" are in store for Pioneer's guests. Several hundred operators and guests from the Milwaukee area are expected to be in attendance.
Hunger, enjoys AUTOMATIC Manufacturing graphs distributor, "Atlas Ginsburg, and AN sold EDDEDDOWELL, pretty executive, JERRY Chemical George of nance; Rollnick, hercial nars Pres Sales, and HARPERS, and last year than any other distribution. timously exceedingROWLE, sales quotas. zug Morfin handles the mike.

EDDIE GINSBURG, of Chicago's Atlas Music, 'the man who sold more Rowe AMI phonographs last year than any other distributor,' stands with his pretty wife and Mrs. Charles McDowell, Southern Amusement Company, Memphis.

JACK HARPER, center seated, flanked by Fred Pollak, Rowe vice-president and Pat O'Malley, Canteen president, pose with representatives of the firm's international distributor contingent.

JERRY MARCUS, Rowe executive, conducts one of three financing seminars for Rowe distributors. Others on the panel: Emil Rolnick, Hubschmann Finance; and Bill Tupka, Chemical Bank.

ROWE DISTS IN FLORIDA...

ROWE AC DISTRIBUTORS watch the unveiling of the new Diplomat phonograph. Note the Chicago contingent in the second row: Sam Gersh and Mr. and Mrs. Eddie Ginsburg of Atlas, and Paul Huebsch, Rowe regional man.

PAT O'MALLEY gives Mr. and Mrs. Bob Edinger, Houston, their tickets to Puerto Rico. Edinger, a Rowe regional man, won the firm's prize for exceeding sales quotas.


KENNETH GLENN, ST. PAUL (IER) introduces Billboard's Nick Biro, Chicago, to Mr. and Mrs. Leon Nick of Bush International, San Juan, Puerto Rico.

HENRY HUBSCHMANN, Hubschmann Finance, Canteen subsidiary, goes over the finance business with Jack Harper, Rowe AC president, and Pat O'Malley, Automatic Canteen Company of America's president.

EUGENE QUAY, a guest of the convention, comes to the stage to entertain at the Thursday evening banquet. She's introduced by Jack Harper.

DICK MUELLER, John Moyer and Harold Brogdon of Rowe conduct a technical seminar on the new Diplomat phonograph. Three such sessions were held to accommodate all distributors.

BILLBOARD, January 23, 1965

www.americanradiohistory.com
Southern Calif. Trade To Talk Legislation

By RAY BRACK

LOS ANGELES — Prospective 1965 legislation at state and local levels bearing on the coin machine business will be the major topic of discussion at a meeting of the Southern California chapter of the California Music Merchants’ Association here Thursday (21).

To be held in the minds of many of the businessmen attending the meeting at California Music Company, 2933 West Pico Boulevard, will be the 5-cent cigarette tax increase proposed by some State Legislators.

"We expect a lot of legislative action on both the State and local levels this year," declared George Miller, president and managing director of the 33-year-old State association and long-time leader in the Music Operators of America before his retirement last year.

CMMA, headquartered in Oakland, has chapter offices in Stockton, Sacramento, North Hollywood and Bakersfield.

Besides Miller, other officers are C. G. Silla, first vice-president, Oakland; Bud Patton, vice-president; Modest; Walter H. Hensel, vice-president, San Fernando; and Ben Mullenn, secretary-treasurer, Oakland.

The association’s board of directors includes A. M. Jones, North Hollywood; Gabe Orland, Los Angeles; Fritz Althaus, Oakland; O. R. Hertz, Vegara; Ben Stetson, Oakland; Henry Leyser, Oakland; Frank Morgan, Oakland; William Black, Bakersfield; Dave Weismann, Sacramento; Sam Tenter, Oakland.

Push Discotheque in South

MEMPHIS — The employees at Seeburg distributor, are talking about nothing but “Discotheque” these days and the man doing most of the talking is President George Sammons.

SAMMONS — “We’re going to blanket the area with Discotheque,” said Sammons. “We’re going to bring France to the South.”

In case you hadn’t heard, Discotheque is the new dance craze sweeping the country. Seeburg is pushing the development in its 1965 sales program and Sammons, one of the best salesmen in the South, is enthusiastic about it. He has the equipment and is hard at work. The first Discotheque club in Memphis is expected to open shortly.

Pinball Thief

MANCHESTER, N. H. — Charged with stealing $90 from three pinball machines at Homer’s Taxi on West Central Street here, Linell E. Belanger, 29, was indicted by a Hillsborough County grand jury. The machines were the property of John Lazar, Lazar Music Company.

Shaffer Music Company adds United and Williams...

Shaffer Music is happy to announce its appointment as exclusive distributors in Ohio, West Virginia, and Kentucky for the United and Williams complete lines of games and parts. These well-known lines of Bowlers and Games complement the present Shaffer distributorship for Seeburg Music and Vending machines, as well as parts and service, and will enable us to make the market for any type of coin-operated equipment, better see Shaffer first.

For complete information on Sales, Parts and Service, Phone: Bernie Flynn, Columbus (614) 294-4614.

Larry Hornbeck, Cleveland (216) 241-2651.

Mel Shone, Cincinnati (513) 621-6310.

Also the Finest in Used Equipment.

READY FOR LOCATION

Phonographs

SEEBURG

DS160H

$845.00

AY160H

750.00

AQ160H

645.00

AG160H

425.00

201

295.00

L-100

295.00

WURLITZER

2310

$325.00

2250

245.00

ROCK-OLA

1458

$295.00

1454

195.00

Wall Boxes

Seeburg 3W1 (100 Sel.)...

$19.50

Seeburg D3WA (200 Sel.)...

39.50

Ami W-200...

39.50

Wurlitzer 5250 (50c)

$39.50

Wurlitzer 5220 (200 Sel.)...

29.50

Wurlitzer 5210 (100 Sel.)...

24.50

Vending Machines

CANDY

National 10 Col.

$249.50

Rowe 11 Col.

169.50

Mar-Vend Chip Vender

$249.50

Superior Gum Vender

24.50

BOWLERS

United 16 Ft. Romeo...

$495.00

United 16 Ft. Prelites...

495.00

United 16 Ft. Futura...

750.00

United 16 Ft. Capri...

750.00

United 16 Ft. Top Tip...

425.00

POOLTABLES

Fishler Royal “76”...

$295.00

Irving Kaye “Satellite”...

275.00

Irving Kaye “Mark II”...

310.00

Shaffer Music Company

499 North High Street, Columbus, Ohio 43215

Say You Saw It in Billboard
Debut New Rowe Diplomat

The unit has a Shure Dynetic cartridge with diamond stylus. Power output is 25 watts per channel.

The Rowe-AMI "Stereo-Round" speaker system has been retained with a number of refinements. The unit has a treble range control and a bass boost control with automatic volume control and automatic record quality control circuitry included.

COME IN TO SEE AND HEAR
THE GREATEST OF ALL AUTOMATIC ENTERTAINERS.

WURLITZER 2900

VALIANT AMUSEMENT, INC.
2129 E. McDowell Rd. 1
Phoenix, Arizona

Leadership Unparalleled in the Industry

THE NEW WURLITZER
2900A
Come in and See it

COMMERCIAL MUSIC COMPANY, INC.
1550 Edison Street, Dallas 7, Texas
Phone: (214) Riverside 1-6381

N. Y. License Act

passage of the proposed licensing bill in this session of the State Legislature.

Mrs. Millie McCarthy, New York State Operators Guild, was invited to address the meeting and provided background information on the proposed licensing legislation, its advantages and means by which operators can work to assure its passage.

Seeburg Ends Year With a 27% Hike

CHICAGO — The Seeburg Corporation chalked up a 27 per cent gain in sales last year, pushing the company's total volume from $59,942,310 to a record $76,426,762.

Dethert Coleman, chairman, said the increase in volume was largely attributable to gains in the sale of vending equipment, although other company operations also showed improvement.

Coleman noted that foreign sales had risen substantially and that the company's expanded research and development program had led to the introduction during the year of such products as the firm's income totalizer, three new lines of vendors, a full line of electric organs and the company's packaged discotheque program.

Predicts Continued Growth

Coleman predicted continued growth in 1965 based on the growing demand for vended goods coupled with the benefits Seeburg anticipates for the increased production capacity of its new Chicago plant, scheduled for operation by April.

This is the fourth consecutive year in which Seeburg has increased both its volume and profit. Going along with the 27 per cent increase in sales is an even more spectacular 38 per cent increase in profits, raising the company's earnings from $2,763,313 in 1963 to $3,819,045 in 1964.

On a per-share basis, the earnings are equal to $1.70 on 2,244,155 shares, compared to 1963 figures of $1.33 on 2,080,250 shares outstanding. (All 1963 figures have been restated to include Williams Electronics Manufacturing Corporation on a pooling of interests basis, and shares issued in final payment for the 1961 acquisition of Qualtron.)

Recent

STEREO RELEASES
for Music Operators

- SEEburst Little LP'S
- Pop Vocal
  Gene Simmons—"Jumpin' Gene Simmons" .......... Hi
  Haunted House—J. Mary "Minnie" Rock Around the Clock
  "Sippin' and Sittin'—Just a Little Bit—No Help Wanted
- Pop Instrumental
  Bob Looper—"Big Band, Beatle Songs" .......... London
  It Won't Be Long—She Loves You—Love Me Do—A
  Hard Day's Night—There's a Place—Do You Want To
  Know a Secret
- C&W
  Patsy Cline—"Today, Tomorrow & Forever—Hilltop
  Walkin' After Midnight—Love Me, Love Me, Honey Do
  Yes, I Understand—Just Out of Reach—Don't Ever Leave
  Me Again—I'm Blue Again
  Johnny Horton—The Voice of Johnny Horton—Hilltop
  It's a Long Rocky Road—Shadows of the Bayou—Old
  Gobbler—Words—My Home in Shelby County
  Banks of the Nile
  Hank Locklin—"Born to Ramble—Hilltop
  I'm Gonna Copyright Your Kisses—To Whom It May
  Concern—Golden Whistle Watch—Let Me Be the One—
  Who You Think You're Foolin'—Our Love Will Show
  the Way
- "Artist of the Week"
  Floyd Cramer—"Cramer at the Console—RCA Victor
  White Silver Sands—Take Me Home You've Ever Been
  Lonely—Coconut Grove—Near You—Vaya Con
  Dios—On the Rebound—Moon River—Tricky
- Last Date

Set your sights on American

"The World's Finest" Imperial Shuffleboard
and you are in on higher profits.

American's Imperial Shuffleboard combines proven quality, beauty and durability. Advanced features stimulate more play, less service. It's the choice of more successful operators.

American Shuffleboard Co.
210 Paterson Plank Road, Union City, N.J. (210) 3-5633

BILLBOARD, January 23, 1965
Milwaukee Party Debut

New Wurlitzer Phonos

MILWAUKEE — The new Wurlitzer phonographs and remote speaker wall box were shown initially to the trade here following the meeting of the local trade association at the Ambassador Hotel.

Hosting some 50 persons was Harry Jacobs, Jr., president of United, Incorporated. Present for the equipment debut were Wurlitzer service manager C. B. Ross from Buffalo and district sales manager Bert Davidson.

Following a buffet dinner, the businessmen "kicked the tires" of the new Wurlitzer models 2900 (200 play) and 2910 (100 play) phonographs.

Subsequent showings of the new equipment will be conducted by United on January 19 at the Northland Hotel in Green Bay; January 30 at the Hotel Wausau in Wausau and at the Hotel Lorraine in Madison on January 21.

Milwaukee Assn. Re-Elects

Hastings, All Other Officers

MILWAUKEE — The Milwaukee Phonograph Operators Association in a meeting last Monday evening (11) re-elected all incumbent officers and directors for 1964.

Returning for his seventh consecutive term as president is Sam Hastings, veteran coin machine operator and distributor.

"I'm beginning to wonder if I'll ever escape this office," Hastings remarked.

Other officers serving another term are vice-president James Sicich, Novelty Service Company, and Jerome Jacobs, Red's Novelty Company, secretary-treasurer.

Re-elected board members are Doug Opitz, Wisconsin Novelty Company; Robert Puccio, P and P Distributing Company; Arnold Jest, Arnold Service Company, and Joe Beck, Mitchell Novelty Company.

During the meeting at the Ambassador Hotel the businessmen discussed trade trends during 1964 and speculated about 1965 prospects.

"The loss of locations in Milwaukee combined with sale and consolidation of routes has caused our membership to dwindle." Hastings commented. "Milwaukee once boasted at least 100 operators. Today there are about 30."

Following the election, the members attended a buffet luncheon and product showing hosted by United Incorporated's Harry Jacobs, Jr. (see separate story).

NATIONAL COIN MACHINE EXCHANGE

1411 Diversy Parkway
Chicago, Illinois 60614

INVITES YOU
TO COME IN AND SEE THE
NEW WURLITZER 2900

Greatest
of All
Automatic
Entertainers

NOW SHOWING THE NEW WURLITZER 2900
STOP IN—LOOK & LISTEN

ARCADe EQUIPMENT

M. S. RISER
Sales Manager

NOW SHOWING THE NEW WURLITZER 2900
STOP IN—LOOK & LISTEN

MERCHANDISING EQUIPMENT

M. S. RISER
Sales Manager

Cleveland Coin
International

2039 Prospect Ave. Cleveland 15, Ohio
(315) 224-1771

The new Wurlitzer Company
832 Baronne St.,
New Orleans, Louisiana

January 23, 1965, BILLBOARD
BUSINESS

• Continued from page 53

served vintage Cadillac and Packard which they use as fam-
ily cars.

"This lends the less-than-
wealthy image so important to
us in our distributor relationship
with operators," Smith says in
jest.

The partners, friends from
boyhood, had a double wedding
in 1956 and their wives have

COMING IN TO SEE AND HEAR
THE GREATEST OF ALL
AUTOMATIC ENTERTAINERS

NEW WURLITZER 2900

SANDLER DISTRIBUTING CO.
236 Gerard Avenue, North
Minneapolis, Minnesota
Phone: 377-1140

—SAM WEISMAN—
STATE SALES & SERVICE CORP.
PHONE: 637-7177, 2325 GULLFORD AVE., BALTIMORE, MD. 21202
INVITES YOU
TO COME IN AND SEE THE
NEW WURLITZER 2900

Greatest
OF ALL
Automatic Entertainers

CHICAGO — Record third
quarter earnings by Tel-A-
Sign, Inc., announced last week
by president A. A. Steiger were
attributed to brisk activity in
the firm's Scopitone division.

Steiger said the division,
which imports coin-operated
music-movie machines from
France, will begin manufactur-
ing the item in the U. S. next
month. The firm currently is
importing about 100 machines
a month.

Steiger predicted that Tel-A-
Sign will produce 3,000 of the
$3,500 Scopitone boxes in 1965
and said distributors have al-
ready placed orders for half
that number.

Earnings

Tel-A-Sign, manufacturer of
advertising signs and displays,
reported fiscal nine-month earn-
ings of $306,003 on sales of
$5,520,662, or 13 cents a share.

Two other firms are import-
ing machines similar to Scopi-
tone equipment.

Defiance Industries has U. S.

Shaffer Named Outlet
For Williams-United

EDWARD SHAFFER
COLUMBUS, Ohio—Shaffer
Music Company, distributors of
Seeburg music and vending
equipment, has been named
Ohio, Kentucky and West Vir-
ginia distributor for the Will-
iams-United line of amusement
games produced by the Williams
Electronic Manufacturing
Corporation, a Seeburg division.

Shaffer Music was founded
more than 30 years ago and now
has branch offices in Cincinnati
and Cleveland. President of the
firm is Edward Shaffer. Vice-
presidents are Tom Reed, Ber-
nie Flynn and Larry Hornbeck,
who is Cleveland branch man-
ger. The Cincinnati branch is
managed by Mel Stone.

Reed will soon assume the
position of sales manager for
the firm, in addition to present
duties.

Currently in the Williams
line-up are the Whoopie four-
player, Zig Zag single-player,
Majadore ball bowler and Mun-
bo shuffle bowler.

By Jove! . . . the ROSENS
are coming to London

LEWIS ROSEN
Export Sales
Representative

ELIOT ROSEN
Export Sales
Representative

DAVID ROSEN, President
. . . to meet all our good Overseas
friends and customers in person at the
AMUSEMENT TRADE EXPOSITION
JAN. 26-27-28 in LONDON

America's
Leading
Export
Distributors

We Stock
the
World's
Largest
Inventory

BILLBOARD, January 23, 1965

72
Adirondack Ops to Form Association

TUPPER LAKE, N.Y.—Adirondack Mountain area opera-
tors have taken the first step in the formation of a regional
coin machine association.

Jack LaHarte, Saranac Lake, and Duke Huntington, Lake
Placid, last week summoned fellow operators in this resort
area to discuss national and lo-
cal problems. Out of this
meeting may come a coin
machine organization.

Guest at the getting was
Mrs. Millie McCarthy, president
of the New York State Opera-
tors Guild, who discussed pros-
pects for the introduction into
the New York State Legislature
of a licensing bill. Such a bill
was passed last year but vetoed
by Governor Rockefeller.

Alterations Bill

Mrs. McCarthy also reported
on how the State Liquor Au-
thority alterations bill affects
coin machine placements. She
also commented briefly about
the attempt to remove the
performance royalty payment
exemption granted to juke boxes. The bill has been intro-

Plans for the formation of an
Adirondack Regional Operator’s
Guild within the framework of
the New York State association
were discussed. No date was set
for the next meeting, but La-
Harte said that flyers would be
sent out announcing it shortly.

Among the operators present
were Tom Oddy, Lake Placid;
Lyman Lawrence and Frank P.
Peblin, Watervliet; All Martin
and William Hardy, Malone,
and Henry Genter, Brownsville.

Also present were Charles
Daggett and Henry Knoblasch,
Clarks Falls; Paul Brown, White-
hall; and Jack Driocci, Aver.

Distributors represented were
Bob Catlin, Bliotta Enterprises,
Albany, Joe Hoffman and Max
Dooerree, Sheldon Sales, Buf-
to, and Paul Burick, Jack
Shawcross and Joe Germaine,
Ro-Bliotta, Syracuse.

John Bliotta Salutes the New Wurlitzer 3000

THE PHONOGRAPH THAT
HAS EVERYTHING PLUS...

THE MUSICAL
GOLDEN BAR

• Reaps in the half dollar
• Can’t be found in any other phonograph
• Encourages the timid soul

Bliotta is willing to lay 2-1 that any phonograph that has the Musical
Bar will be worth 10 to 20 per cent
more money than any competitive machines in two years time.

Just stop and think... if the
Golden Bar taken in just ONE half
dollar a day... that's worth $175
more a year!

Just one more reason why the
NEW WURLITZER 3000
is the
GREATEST OF ALL
AUTOMATIC
ENTertainers

STOP IN... LOOK and LISTEN to the NEW

DIAMOND
COIN MACHINE EXCHANGE, INC.

609 Woodis Ave, Norfolk, Virginia

January 23, 1965, BILLBOARD

Jack Cohen, 61, Head of Trade
Group, Dies

CLEVELAND—Jack Cohen,
owner of the Universal Music
Company and J. C. Music Com-
pany here and president of the
Phonograph Merchants’ Associa-
tion, died at his home here re-
cently. He was 61 years old.

Cohen founded the local coin
machine association 20 years
ago and had been president
from the founding until his
death. He had also been presi-
dent of the Ohio State Auto-
matic Electric Phonograph
Owners Association.

Active in industry public rela-
tions, Cohen organized Cleve-
land’s Hit Time Parties for teen-
agers and headed the Music
Merchants’ Division of the Jew-
ish Welfare Fund.

He was president of the Sea-
way Acceptance Corporation
and a member of Pi Psi Beta,
the Beechmont Country Club
and Divot Diggers.

He leaves his widow, Mrs.
Gertrude Cohen; two daugh-
ters, Mrs. Donald Kurlander
and Mrs. Louis Kusner; three broth-
ers, a sister, and two grand-
children.
Wurlitzer Unveils Phone and Walkbox

- Continued from page 34

PHILADELPHIA
The new year marked 30 years of operation for Elco Vending Service, specializing in cigarette and candy vending machines from quarters in the Kensington section of the city. Firm was established by Louis Goldenstein, who is active in the Cigarette Vending Machine Assn. of Eastern Pennsylvania, with Martin Marshall, in the business for some 30 years, a partner in the operation. Both operators are active in local and national organizations. Mrs. William S. Fishman, wife of the president of Automatic Retailers of America, was professed in the current issue of Center City Philadelphia magazine, which pointed out that she and her husband are tireless travelers and both known collectors of paintings and antiques which adorn their imposing center-city home.

... Coin-A-Matic, Inc., has received a charter of incorporation for the operation of coin-operated car washes and general vending machines. The legal details were handled by the local firm of Vinikoor, Fricen, Corden & Johnson... Active Amusement Company has filed application with the Pennsylvania Department of State to dissolve its interest in recent following action by its stockholders and board of directors.

MAURIE H. ORODENKER

MILWAUKEE

In from Menomonee Falls were Fred Masci, Suburban Vending Co.; Joe Spitznagle, Wisconsin Vendors; John and Harry Reich, Ruml's Coin Caps Co.; were John and Harry Reich, Ruml's Coin Caps Co.; Jerry Williams, Jerry Williams and Roland Reiplke were from Milwaukee; Mar Cap's, Amusement, Racine, and Bert Johnson came up from Chicago.

From United, Incorporated, were Harry Jacobs Sr., Joe Kerns, Willie Lipsey, Mark Case and Margaret Moncrief. Also present was C. R. Ross, Wurlitzer service manager, North Tonawanda, N. Y.

BEN OLLMAN

Wurlitzer 2900A Come in and See It
UNITED DISTRIBUTORS, INC.
902 W. Second Street
Wichita, Kansas
Phone: AM 4-6111

Wurlitzer Model 5220 Remote Speaker Wall Box

Only wall box to offer little LP's plus top tune selections. A great profit-making companion for the magnificent new 2900. Come in to see and hear it.

THE WURLITZER COMPANY
154 S. Van Ness Ave.
San Francisco, Calif.

Simultaneous Mono & Stereo CV output terminals permit simultaneous mono and stereo reproduction (in separate rooms) without one affecting the other. Among popular sound service features retained are: Replaceable control relay in all circuits for audio and selection; a ninth relay (previously added) to cover the playtrak to register two quarters as well as a half-dollar for 10-tune selections; acoustically compensated loudness control; bass and treble boost at center statistic levels; and an optional motor-driven volume control.

The phonographs are available with several model options. The 2900-series includes the 2900-1 with a special equipment; the 2900-3 with an additional selector, the 2900-4 with Little LP and the 2900.7 with Golden Bar and Little LP. The 100-series model comes with the same options. All models come less stoppers.

A public-address microphone is available for the 2900 in kit form.

Coming Soon:

Jan. 19—Associated Buyers Club meeting, cafe Albert's Restaurant, 3001 Peterson Avenue, Chicago, Ill., 3 p.m., 7 p.m., 9 p.m., 11 p.m.
Jan. 21—California Music Merchants Association meeting (Southern California chapter); Los Angeles, 2933 W. First Blvd., 6 p.m.
Jan. 23—24—Illinois Coin Machine Association Banquet and meeting, Holiday Inn South, 7 p.m., Ballroom, 10 p.m., 11 p.m., Springfield, Ill.
Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 5 p.m.
Feb. 21—North Carolina Coin Operators Association meeting, Charlotte, N. C.
Here are More Little LP's

These great new Hilltop Records releases will help you build increased location volume. Available in LP albums only.

Enjoy a greater range of selectivity for every customer listening taste. And... they'll sound better in full dimensional stereo from the new Rock-Ola Grand Prix phonograph (shown below), and the just introduced compact Princess Royal phonograph.

With every stereo operator program, you get a full color, 7-inch album cover, 6 miniature color covers and 20 printed title strips. Don't miss out on the increased play these new releases will bring. You can order them now from your local record distributor, one-stop, or Rock-Ola distributor.

If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play phonograph, and the new compact Princess Royal 100-Play phonograph, then drop by your Rock-Ola distributor soon. You'll see that Rock-Ola again delivers outstanding design, beauty and versatility in a stereo, monaural phonograph. Both phonographs play 7-inch LP's, singles, 33 1/3, or 45 R.P.M. records in any internmix. Never before such unsurpassed selection, versatility and dimensional stereo sound, too.

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie, Chicago, Illinois 60651
I HAD A BALL
Original Cast, Mercury OCM 2031 (6)
Jack Lawrence and Stan Freeman have come up with a Jazzy story for this Buddy Hackett musical. It has lots of diverse and patchy vocal performances by Karen Morrow, Richard Kiel and Judy Liska. Hackett's work is unfortunately limited, but the album offers an attractive package and10-100 fits.

MR. LONELY
Bobby Vinton, Epic LN 24136 (M);
Bobby has produced a hot single package each time around since he hit a hat back in 1965. This performances are all on vocal and present Callas-like vocal renditions of songs which he puts out with vigor. Of course, of his own hit, "Mr. Lonely."

STANDING OVA TION!
Jerry Vale, Columbia CL 2273 (M): CS 9073 (5)
Jerry Vale is riding one of his hottest streaks. Singles and albums and the set will carry him ever higher up the ladder. It's a recap of one of his latest Carnegie Hall concerts in which he puts out with all the energy and skill that he's got. "Hey, Look Me Over" is a "Q Solo Mo.

THE MENDOSES
The Mendoza Family, Mercury MG 20891 (M); CS 9097 (5)
Impressive debut by the British Is. The set is bookended by a combination of soft and husky arrangements. It is a confirmed program of love and adult material, and Julie proves she can handle both types with authority, warmth and nuance. This set ranks among the best of its kind. "Who'll Be Around?" "You Betcha!" With a Story!" and "I Like a Child."...