Songwriters Make Bid for (Copy) Rights

RCA Sweeping the Boards On Waxing Cast Albums

NEW YORK—RCA Victor is moving into the recording of theater works on a large scale thea in The Theater program which is under the aegis of George R. Marek, vice-president and general manager of the RCA Victor Record Division, covers musicals and dramatics and stretches from Broadway's Shubert Alley to London's West End. Upcoming on Victor's original Broadway cast album schedule of musicals for the remainder of this season are "The Rear of the Greasepaint," "Half a Sixpence" and the previously announced "Flora, the Red Menace." (Also on tap is the Alan Jay Lerner-Burt Lane show, "On a Clear Day You Can See Forever," which will not have an opening date set and probably will go into next season's lineup.) In the non-musical field, Marek is currently negotiating with Sir Laurence Olivier's National Theater of Great Britain for recording of its repertory to follow the recently released four-LP package of "Otello," which stars Olivier. Marek is leaving for England Jan. 29 to continue talks. On the forefront, Marek is also ironing out details with the Phoenix-Apa Company to record its production of George Bernard Shaw's "Man and Superman." Also in the spoken word area are Marek's plans to record Zero Mostel and Burgess Meredith in "Oedipus in Night," and put together albums in readings from Selden Alecheim. The Sholem Alecheim project is a natural follow-up to Victor's current smash original Broadway cast album of "Fiddler on the Roof," which also stars Mostel. The musical is an adaptation of some of Selden Alecheim's stories.

Begin With "Greasepaint" Victor's busy Broadway schedule will begin with "The Rear of the Greasepaint," due to open on Broadway March 8. The musical was written by Anthony Newley and Leslie Bricusse, who wrote the click "Stop the World—I Want to Get Off" musical of several seasons ago. Victor already has released an album of Newley singing songs from "Greasepaint." The L.P.

Handleman a 'Virtual Monopoly'

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt has regretfully written FTC Chairman Paul Rand Dixon that the record industry is suffering from lessened competition and increased consolidation in spite of the "heartening" set-up of trade practice rules for the industry in October. Roosevelt, who is chairman of the House Small Business Subcommittee on Distribution, wants a probe of the "virtual monopoly" of record distribution in the Detroit-Cleveland area by Handleman Drug Company's takeover of Arc and Jay-Kay. The letter to the FTC chairman says the Handleman combination of distribution monopoly and rack practice "gives it almost irresistible power in bargaining with suppliers." Roosevelt also wants the FTC to look into alleged violation of the Trade Practice rules by rack Jobbers in general, and the Handelman operations in particular, via functional discounts. The Congressmen also see added evidence of concentration in the industry by acquisition of wholesale subsidiary outlets by a major record company in Los Angeles and New York, which leaves independent distributors even further out in the cold.

(Johnny Tilloston, already a favorite abroad, highlighted his growing international career by appearing at the Sun Reno Song Festival. Fans all over the world are eagerly awaiting the release of his newest MGM single, "AngeL," the theme from Walt Disney's film, "Those Calloways.") (Advertisement)

EMI Reveals: Own Record Club

By CHRIS HUTCHINS

LONDON—EMI has revealed that it owns—and has for five years—a substantially controlled Record Club. The official disclosure was made in a letter to retailers from EMI managing director Len Wood the day after the facts were first revealed in an article in the "Financial Times." Chairman Sir Joseph Lockwood is expected to give full details of the club's profits and how they have been woven into the company's profits in his next report.

Not only records are sold by the World Record Club, Associated with it are the World Camera, Wine and Beauty clubs. The facts are that EMI owns 75 per cent of WRC, and kept silent when dealers, through the Gramophone Record Retailers Association, have talked of record clubs as a threat to their business. However, they have little to begrudge EMI, a company which has doubled its sales through retail outlets in the time it has owned WRC.

In his letter to dealers, Wood points out that (Continued on page 10)

AGAC Seeks Publishers' OK On Ownership

By MIKE GROSS

NEW YORK—Songwriters are on the brink of a new era in their relationship with the music publishers. The primary point of a new contractual concept devised by the American Guild of Authors and Composers (AGAC) calls for keeping the copyright in the writer's name.

Ownership of the copyright by the writer, according to Burton Lane, president of New York Harlow Lawrence Tops Merch. Classicals

NEW YORK—Harlow Lawrence, music director of the classical division of Mercury Records, has been placed in charge of the classical division. In this capacity he heads up the entire classical operation of Mercury and Phillips. Lawrence reports to President Irving Green and Executive Vice-President Irwin Steinberg. Lawrence will function in (Continued on page 8)

BB HAS NEW R&B PAGE

For latest information in Rhythm and Blues and all allied fields, in singles and albums, see new feature on page 44.

Action Routed from Reprise...Are You Ready?

Big News of the Week!

Huntley-Brinkley Narrate
The Big News Stories of '64
In New RCA Victor Album

New York, N.Y. (Special). Chet Huntley and David Brinkley, TV's top news team, today announced the release of their new RCA Victor recording, "A Time to Keep: 1964." This new album marks the second in the series, following up their outstanding recording of the news events of 1963. It is an account of the stories that made headline history last year, as selected and narrated by Huntley and Brinkley.

According to the announcement, the album contains actual sounds and the voices of people who made last year's major news stories. Highlights of the Republican and Democratic Conventions are included, along with such items as Khrushchev's ouster, General MacArthur's stately funeral and the Presidential campaign and election. Album also contains a report on the first topless bathing suits to appear on the scene as well as reports from focal points of Civil Rights action and the opening of New York's World's Fair. Altogether, it is a comprehensive chronicle of the year's big events and a worthwhile addition to any collection of records.

"A Time to Keep: 1964" is a flap-type album and is illustrated with photographs of the many places and faces that made the year's news. It is now available at all record stores.

Order now from your distributor
RCA Victor

RCA Victor
The most trusted name in sound
On the Right Track

Disneyland Records’ Jimmy Johnson at last week’s board meeting of the RIAA expressed his most ardent interest in the concept of a one-speed industry. He proposed that manufacturers make single-speed models only in 33 1/3 and 45 r.p.m. and be allowed to produce 78s only if the market required it. He noted that in Europe and Asia, where the concept already exists, the market for recorded music is much larger than in the United States. He suggested that the RIAA take the initiative in getting the industry, presently divided into two camps, one supporting 33 1/3 and the other 45 r.p.m., to agree on a single-speed standard.

ARMADA in Move to Aid Its Members

NEW YORK — ARMADA is polling both its distributor members and its manufacturers with a view toward gathering information which will enable the group to enhance the attractiveness of its service to the best advantage of the independent industrial concern. The project has been announced by Executive Secretary Butch Powers and will focus on the group’s distributors, merchants, notes that many of them perform functions performed by full-service distributors, such as record promotion, ad sales, merchandising, back-up service, and record sales, among other services. The question is whether the services of independent industrial members are needed, or whether a more efficient organization can be arranged to provide such services to an independent industrial group, says the trip report. A brief meeting was also held to discuss the present status of the ARMADA label, which has yet to be decided. The discussion was not decided, but was held to consider the possibility of the ARMADA label being used by the group.

Tap Top Leaders for NARM Parley

PHILADELPHIA — The National Association of Record Merchandisers, the country’s largest organization of independent music merchants, has announced that the 1965 convention will be held on December 29-30 at the National Hotel in Philadelphia. The convention will feature a number of speakers, including Paul G. Johnson, president of Johnson Bros., a noted music publisher and record company executive; Turner Gilmer, president of the American Society of Composers, Authors and Publishers; and M. J. Sorvino, president of the National Association of Record Merchandisers. The convention will also feature a number of speakers, including Leonard A. Gallery, president of American Music Enterprises, and Paul G. Johnson, president of Johnson Bros., a noted music publisher and record company executive; Turner Gilmer, president of the American Society of Composers, Authors and Publishers; and M. J. Sorvino, president of the National Association of Record Merchandisers.

Johnson to RIAA: Back Forming 1-Speed Industry

NEW YORK — With the exception of one change in the body of the RIAA’s proposed new charter, the Record Industry Association of America last week re-elected President Goddard Lieberson, and all other officers and directors. The change was noted by the election of Disneyland’s Jimmy Johnson to replace Archie Brownsville, who resigned as chief of the new defunct Cadence Records.

At the height of last week’s session, which was Johnson’s proposal that the association through its weight behind establishing a one-speed industry by making single-speed models available in 33 1/3 and 45 r.p.m. formats, during the New York World’s Fair, Disney said 33 r.p.m. was the format to use. There was a tie-in with the Illinois State exhibit. According to Johnson, not one of the buyers complained because the single was on 33 r.p.m.

Johnson said that big spindle changes have not been manufactured for more than five years, thus forcing consumers to use players with the standard sizes. And he said that the single buyer is forced to buy adapters that clip into the 45 speed, center to permit its use with standard-sized spindles.

To correct this, Johnson suggested making the industry go to one-speed (33 1/3 and 45 r.p.m.) and provide means of programming a selection of personal favorites. As it stands now, adults don’t want to bother with a change in the spindle size, the single size, the 33 1/3 size, the 45 size, and to keep track of eight songs at a time. And the single size, he said, would be enjoyed by those who like to listen in the car, and the single size would be something that single users could have.

(Continued on page 8)

Resolution to Honor Presley

MEMPHIS — City Commissioners Hunter Lane Jr. and Thomas E. Simon introduced a joint resolution this week asking for a public monument to be named in honor of Elvis Presley.

The resolution commends Presley as an "appropriate building, roadway, park or other institution" to be named for the "demonstrating the high esteem in which he is held by his fellow citizens."

(Continued on page 8)

Plough’s WJJD to Go Country Format

NEW YORK — A major breakthrough for country music was achieved this week when Harold Krelstein, president of Plough Broadcasting Company, announced that its Chicago outlet, WJJD, will switch to a country music format. This move will switch to a country music format, and is in line with the general trend of the nation’s second largest market, country music, of course, has been influencing pop music increasingly for years, but its development to the point of country music could be greatly enhanced if major outlets in urban metropolitan markets could be attracted to it as a source of programming.

The move was made aware of country music during a lunch at Al and Dick’s Monday. WJJD will switch to a country music format, and is in line with the general trend of the nation’s second largest market, country music, of course, has been influencing pop music increasingly for years, but its development to the point of country music could be greatly enhanced if major outlets in urban metropolitan markets could be attracted to it as a source of programming.

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NEW VICTOR LP

by CHET, DAVID

NEW YORK—Chet Hamilton and Mike Stirling have teamed up again for RCA Victor wrap-up of past events. Album, which is titled "A Touch of 1964," is a follow-up to the well-received R.V. which was a good seller.

The record was produced by Dave Cash, RCA New York News producer, and edited by William Alan Bates. It was written by Bates and Hamilton and Brinley.

ABC-Para-Parmount Sets New Mark

MIAMI BEACH—ABC-Paramount's three-day distributor meeting held in the Hotel Continental here has resulted in the largest sales volume of any distributor convention according to Larry Newton, new ABC-Paramount president. Attendance, too, set a new mark.

Theme of the sessions, which ended Saturday (16), was "Big Drive in '65." Alan Parker, ABC-Paramount-Impulse album sales director, detailed 17 ABC-Paramount-Impulse albums, 12 Impulse packages, playing selected bands from each. He announced a deal of true foresight, on every sixth album, with the offer ending April 30. Parker also suggested a $6.98 list for ABC-Paramount and Impulse tapes.

Howard Sack, singles sales director, presented the new Ray Charles single, "Cry," and testified by Kirk and Tom Roe. Stark announced the new sales policy—100 free records for each 500 bought for ABC Paramount-Impulse, Impulse, Tangerine and APT.

Joe Adams, vice-president of Ray Charles Enterprises (which includes Tangerine), said the new sale plan was "not a gimmick" but a witcher campaign with the product. Another plan for singles a month and an album every other month. The new schedule is effective Feb. 1.

Irwin Gart, vice-president of the recently re-activated APT label, said the label's first single will be released Wednesday (27) and that album product will follow. "The APT label has been closed and the sales manager, Ben Haley and the Comets. Grammy winner, has laid the ABC-Paramount publishing firms (Ampeco, Pamco and Westminster) said he will keep in close touch with distributors. He added that three of the publishing subsidiaries' singles are now on the charts.

Budget Baroque Line

Paul Wexler, director of distribution, announced a new budget line of baroque music. The line was presented in a press release at the Miami Beach meeting. The suggested list price is $2.49 for both monaural and stereo. He said that the new line "will be more diversified and commercial, with fewer releases."

Mary Goldstein, sales director for the new division, bowed eight new singles and five 12-inch releases in the Collector's Series and 20 Music Guild items. APT will donate 33 1/3 percent discount to Goldstein also presented 12 new Impulse singles and a new package with a suggested list of $6.98. Later, Robert L. Clark, outgoing ABC-Paramount president who recently has named vice-president in charge of theater operations for the ABC Paramount-Hollywood-Parmount-Theaters, and emphasized the label's intention to continue its activities in every field.

He cited the recent catalog agreement between the Cole Corporation and L-M-U, which will be for the purchase of a large record label and plans to enter the motion picture and theater field. Newton also announced the formation of Impulse and Westminster four-truck stereo tapes, consisting of ABC-Paramount-Impulse and Westminster labels and 12 on the list-named.

Dean Turns to Producing

NEW YORK—Jimmy Dean, 24-year-old TV show, in turning producer. Dean is the guiding force behind his latest venture. "One Man, One Voice," a Casey Singers, the group featured each week on his show.

Atlantic-Atco Deal to Distribute

NEW YORK—Atlantic and Atco Records have reached an agreement that an 8 per cent discount program to distributors on their entire LP catalogue. The agreement was completed without comment on the program. "We are very pleased," said Atlantic-Atco's director of sales, said, "There is an atmosphere of pricing stabilization and we think that an 8 per cent program reflects this fact."

The program includes 14 new albums released for January, February and March. Highlighting the Atlantic lineup are albums by Joe Tex, the Isley Brothers, Herbie Mann, Joao Gilberto, Farmer Quartet, Hubert Laws and Johnny Griffin with Matt" on the Ato label are recorded by Bobby Blue Bland, King, Casey Anderson, and the Swingin' Band. In addition to the usual dealer display material to promote the label, Atlantic and Atco have developed special co-op advertising arrangements with participating dealers to help in their distributors. Special emphasis is being given to rack displays, window displays and special disk jockey mailings to all disk jockeys in the area, to get maximum air exposure on the new releases.

Alfred Freed, Father of R.G.R., Dies in 43 at Palm Springs

PALM SPRINGS, Calif.—The man credited by most people in the music-business in- cluding tenders in R.G.R. was charged with having taken between $15,000 and $20,000 from six record companies for playing and plugging their releases. He pleaded guilty to part of the charge and received a six-month suspended sentence and a $300 fine.

Freed is survived by his wife, Helen, and their two daughters, Mrs. Alana Lib- erman, Miss Arleen Freed, tow sons, Alan Jr., and Lance, and one grandchild.

Billion Records

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352 Madison Ave., New York 17, N. Y.
Tel: 337-3011

Editor: C. E. Smith

Senior Staff: Jordan Kaplan, Rick Bion, 
Karen Day, Susan Hirsch, Viollette 
Wright, R. G. Meilman, Richard Bregman, 
R. W. Hamilton, E. B. Bland, 
L. L. Taylor, W. M. M. Brinley, 
I. T. Williams, M. L. Lebowitz, 
J. E. Finkler, M. K. Mulvihill, 
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Subscription: $25.00 per year

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Europe: J. P. Canto, Ed. Editor
19 West 26th Street, New York 1, N. Y.

Latin America: William A. Brinley, 
Sales Manager

Canada: Robert S. Calvert, 
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Australia: R. S. Calvert, Manager

Junior Partnership

FIELDFLY! Billboards

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ALAN FREED, Father of R.G.R., 
DIES AT 43 IN PALM SPRINGS

—The peak of his career—was 
envisioned in the "payola" en-
vironment that swept both radio and television twenty years ago. He was charged with having taken between $15,000 and $20,000 from six record companies for playing and plugging their releases. He pleaded guilty to part of the charge and received a six-month suspended sentence and a $300 fine.

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Junior Partnership
On February 4th, 40 million people will go to bed humming “If I Ruled the World” and “Take the Moment.” They will see and hear the actual creation of this Tony Bennett hit on the ABC-TV special “Alcoa Preview”... and they’ll get up the next morning to look for a record store and buy Tony Bennett’s “If I Ruled the World” c/w “Take the Moment” on Columbia 4-45220 Records.
PARIS — Vogue Productions International, Phonographies of France, Belgium, Germany, Switzerland, and its affiliated companies in Europe made last year an impressive expansion and unprecedented sales.

The firm's operations in Germany, Deutsche Vogue Schlütti, which was established in Munich in 1954, last year set up new warehouses in Hamburg and Munich to add to its existing facilities. The company's operations in 1963 and other warehouses in Berlin, Frankfurt for major expansion and unprecedented sales.

The Vogue group now represents such American labels as Red Seal, Pacific, Warner Bros., Reprise, Roulette, Laurie, Vee-Jay, Pappo, Kapp, Autumn, Dot, Elektra, Everest, Old-Hamp, Norman, Kenwood, the Teen-Juvenile group, and Premier Records, manufacturer of budget-priced LP's, was added to the firm's label roster last year. In 1961, a Vogue-established record plant in France for budget-line product and the catalog has grown to more than 160 titles ranging from classical to folk.

Vogue is the only independent French firm producing records with regular distribution in the British market under its own label.

In the talent area, the company has signed a contract with such artist as Petula Clark whose current No. 1 hit on Billboard's Hot 100 chart — "Francois Hardy, Michel Delpech, and recently signed for an unprecedented sale of 300,000 at 70 cents each is Hardy's song "Montreal." The new label, "Singletone," and single release on 4 Corners by Hardy.

Vogue's other enterprises are "Le Cabaret," in France; Jean-Jacques Pinterwasser, Germany; Walter Gurtler, Italy, Small Hansen, Denmark, and Joseph Zerga, United States.

FEDERAL COURT UPHOLDS AFM POSITION ON DUES

NEW YORK — The position of the American Federation of Musicians—that traveling members, leaders and sidemen may be lawfully required to pay the equivalent of local by-law vote imposed on its members—was supported last week in the Federal District Court here. The payments, however, are not to exceed 4 cents per hour.

Judge Edward Weinfield upheld the propriety under Taft-Hartley laws of the union's collections of local work dues equivalents from traveling orchestra leaders and sidemen. The court also upheld the required reporting by local traveling leaders on local union officials.

Arlie & Arlie Expansion

DANVILLE, Ill. — Arlie and Arlie Productions, a record-producing firm headed by local musicians Warren Arlie and Arlie Milwaukey, and its new label, "Arlie & Arlie Productions," was also up to its complete recording studio facility on the second floor of the old Elwood community, which is located some 150 miles south of Chicago. The studio is housed in a new building even if the old studio.

First Milk Way release, due to be released Feb. 1, is "The Hands You're Holding," followed by "Time Gone," by June Kinney. The last track was written by Louis Jordan and Jerry Wallace with "North Star." The next release is "Love in Love" by "This Little World," by Dorothy Barnes. The latter two releases were written by Arlie and Arlie; "You Got to Love Me," a new tune penned by Don Phipps, b-w "St. James Infirmary," recorded by Dave Martin, and "Heartbreak Hotel," also was produced by Arlie and Arlie.

Deane Promoted

HOLLYWOOD — The former head of producer relations for Warner Bros.-Reprise Records, Arlie Arlie, has been given Marvin Deane, company's Eastern promotion manager. Deane has been with the label three years. He reports to Bruce Bevan, vice-president and general manager for both labels.

Tower Buys 'Life'

NEW YORK — Tower Records this week bought the master and catalog of 'Life,' a monthly magazine, from Jerry Donn's Jordan's label. The record features Ian Whitcomb and Blues.
I KNOW THEY'VE GOT A SMASH*... BUT DON'T YOU FEEL THAT MY NEW SINGLE** DESERVES A FULL PAGE AD...?

* "DON'T MESS UP A GOOD THING"
  FONTELLA BASS & BOBBY McCLURE
  Checker 1097

** "STRANGE FEELING"
  JOHNNY NASH
  Argo 5492

CHESS
PRODUCING CORP.
CHICAGO, ILLINOIS 60616
**RCASweeping the Boards On Waxing Cast Albums**

*Continued from page 1*

Incidentally, is called "Who CRACF-100 on the title of one of the tunes in the show, which here via Tony Bennett's version of "Ain't Misbehavin," a musical stars Newley and Cyril Richard. After "Greatscape," which comes "Half a Sweeney," which stars English singer Tommy Steele,away, and music and lyrics to "Sweeney" were written by David Heneker. Next up will be "Flora, the Red Menace," starring Judy Holliday and lyrics by Fred Ebb and which stars Liza Minnelli.

Richard's hot ride with the "Fiddler on the Roof" LP, not the current best-selling original Broadway album in "Hello, Dolly!" now in its 49th week on the Billboard's "Top LP's" chart. And in the hinterlands, Victor's picking up a long nosed action on its original Broadway cast album of "Oliver." The musical "The Music Man," starring Robert Preston, is being released by RCA Victor in two months time. The new album has been recorded at the dress rehearsal, and has been sent to the market for immediate release. Victor's sales staffs are expected to be contributing to the sales in these cities tied in with the local engagement giving "Oliver" album a further sales push.

**Songwriters Bid for Rights**

*Continued from page 1*

AGAC, is not as revolutionary as it sounds since it's already been applied to playwrights and book writers and the production music writers. It is, however, a step in the right direction for pop songwriters but it is in no way unfair to performers nor does it take away from the talent of these men. Lane stated that it is a way of giving added protection to writers who are contributing the story of the man who creates them.

Other salient points in the new basic contract between songwriter and publisher, on which AGAC will start negotiating immediately, includes an option clause, a secret contract form in which the financial terms of the deal between the writer and publisher are spelled out, and a contract which carries any additional terms of the deal which is to be kept between publisher and AGAC offices as a means of forestalling any changes.

The option agreement gives the publisher the right to get a certain share of the song and release within six months. The six months period can be extended only by the publisher paying a $250 advance and after that for further six months.

For example, a songwriter who signs a contract in 1965 will be paid $250 by the publisher, who is a record company. The publisher is thus protected from the other songwriter who may sign with a more successful publisher, and hence it becomes more difficult for the songwriter to get the song sold to another publisher. The old publisher will then have to offer $250 in order to get the rights of a song that differs in copyright infringement.

Lane did point out, however, that a writer is not entitled to get his song back just because of a whim, or because he has a grudge against the publisher or for any fancied grievance. But, Lane said, if the publisher has not made a good faith effort to get the song recorded and released. If he has, the contract goes into effect. If he has not, the songwriter retains the song. This procedure is designed to eliminate the possibility of publishers from getting a song when another publisher has already tried to get the song recorded and released.

**Function Same**

On the other hand, the writer's function remains the same. He is still the party who signs the contract with the publisher, and the contract is still a legal contract. It is the same contract that is signed between the publisher and the songwriter.

**Industry Is Moving to Beat Capital Gains Tax in U.K.**

**Lawrence Tops Merc. Classicals**

*Continued from page 1*

Flowers, the Red Menace," a musical starring Judy Holliday and lyrics by Fred Ebb and which stars Liza Minnelli. Richard's hot ride with the "Fiddler on the Roof" LP, not the current best-selling original Broadway album in "Hello, Dolly!" now in its 49th week on the Billboard's "Top LP's" chart. And in the hinterlands, Victor's picking up a long nosed action on its original Broadway cast album of "Oliver." The musical "The Music Man," starring Robert Preston, is being released by RCA Victor in two months time. The new album has been recorded at the dress rehearsal, and has been sent to the market for immediate release. Victor's sales staffs are expected to be contributing to the sales in these cities tied in with the local engagement giving "Oliver" album a further sales push.

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No. 1
in England
Immediate Smash in U.S.A.!
The Moody Blues
GO NOW
LONDON RECORDS
#9726
Richard Randall, conductors, New York, Tuesday (15). There were, standing left to right: Sidney Kaye, BMI board chairman; Mrs. Hal Cook; Hal Cook, Billboard publisher; Buddy Killen, general manager, Tree Publishing Company; Howard Richmond, music publisher, and Richard Voeltter, general manager, Shapiro-Bernstein Music. Seated, left to right: Mrs. Howard Richmond, Jack Dewitt, board chairman, WSM; Mrs. Sidney Kaye; Edwin Craig, head of the National Accident & Life Insurance Company (owner of WSM), and Mrs. Richard Voeltter.

AMONG THOSE ATTENDING the annual BMI Awards Dinner at the Hotel Pierre, New York, Tuesday (15), were: standing left to right: Sidney Kaye, BMI board chairman; Mrs. Hal Cook; Hal Cook, Billboard publisher; Buddy Killen, general manager, Tree Publishing Company; Howard Richmond, music publisher, and Richard Voeltter, general manager, Shapiro-Bernstein Music. Seated, left to right: Mrs. Howard Richmond, Jack Dewitt, board chairman, WSM; Mrs. Sidney Kaye; Edwin Craig, head of the National Accident & Life Insurance Company (owner of WSM), and Mrs. Richard Voeltter.

JACK STAFF, left, receives his award with Buddy Killen, center, professional manager of Tree Publishing, from Robert J. Burton, BMI president.

Chipetz Exits

PHILADELPHIA — Harry Chipetz, general manager of Cameo-Parkway Records for the past six years and formerly head of Chips Record Distribution (now a company subsidiary), has exited the label, according to a Cameo-Parkway spokesman. The company recently tapped Jerry Wexler, sales manager of Cash Box, for the post of director of sales. Shifrin will headquarter in New York City.

THE BIG INSTRUMENTAL
OF 65

HAWAII TATTOO

ZODIAC MUSIC CORP.

250 WEST 57th ST.
NEW YORK, N. Y.
JU 6-3087

BRY GORDY, left, head of Jukebox Music, receives one of his seven awards from BMI president, Robert J. Burton.
HERE THEY GO FOR THREE IN A ROW!

THE NEWBEATS

BREAK AWAY

(From That Boy)
c/w

Hey-O-Daddy-O
HICKORY 1290

A SMASH HIT IN CHICAGO

EDDIE ALBERT
FALL AWAY
HICKORY 1278

Thanks to everyone for making Sue Thompson's PAPER TIGER a hit record

RECORDS, INC.
2310 Franklin Road
Nashville, Tennessee 37204

HOME OF THE NASHVILLE SOUND
Composer of 'Dolly' Believes In Freedom of the Performer

NEW YORK—Jerry Herman, the composer of the smash Broadway musical, "Hello, Dolly!," believes in the right of performers to interpret the song any way they see fit as long as it doesn't hurt the author's conception or harm the property from which it comes.

RAPH'S 'SONGS' IS ENJOYABLE

NEW YORK—An excellent sampling of the songs popular in America from 1920 to the present has been compiled by Theodore Raph for the recently published book 'The Songs We Sang' (A. S. Barnes & Company; 406 pages; $10). Raph, an expert in the field of conductor in his right, has selected 100 songs and presents them with interesting historical notes as to how the development and original songs, as well as easy-to-play piano arrangements.

It has been prepared with taste and care as well as with knowledge of the material at hand which makes it a songbook of interest and enjoyment.

JERRY HERMAN

You've Got to Get in Line To Book RCA's John Gary

NEW YORK—John Gary, the RCA Victor artist who moved into the big time last year as a big year ahead for 1965. The singer, whose four Victor albums are rising high in the market, is due next month to make major night club dates and TV guest shots booked well into next fall.

Gary returned last week from a successful 3-week tour in Australia. He will make his third appearance on Danny Kaye's TV show in February and has signed to do two more shows for the network. Negotiations are also in the works for Gary to star in his own TV series this summer.

His 1965 schedule includes such prestigious bookings as the Persian Room at the New York's Plaza Hotel (June 2-5); the Cocoanut Grove, Hollywood (June 29-July 12); the Palmer House, Chicago (July 14-22), the Shorhouse, Washington (Jan. 12-23); the Diplomat, Hollywood, Fla. (April 10-17) and the Shannock, Houston (Sept. 9-22). Also on Gary's agenda is a three-week South African concert tour beginning Feb. 8.

Gary is the RCA Victor label's strongest artistlun

Linda Cumbo, 16-year-old singer, has been signed to Select Records. Gary's orchestra is playing "Did You Ever Lose Your Mind" and "Yesterday, Today and Tomorrow."

GREMLINS AGAIN!

The advertisement for Tom Tyler Movie Classics which ran last week's issue inadvertently another number for the version's current show, SINGLE, CAN YOU JERK LIKE ME. On Gorden Records. The copy should have read,

CAN YOU JERK LIKE ME

The Contours Gorden 7037

People and Places

By MIKE CROSS

Jack Jones set for two weeks at Harrah's, Lake Tahoe starting Feb. 4. He will also be at the Coconut Grove, Los Angeles, from June 7 and the Flamingo, Las Vegas, Aug. 5. Jones returned to New York last week after a five-day personal appearance tour in London, during which they did some TV shows. They are returning to California where they will do another "Shindig!" TV show and cut their next single for the Phillips label. The Modern Jazz Quartet's next Atlantic LP is "The Serenade Singers" scheduled for release in February.

Shelley Berman, comedian on the Verve label, has TV shows from ABC and NBC in March. He also did a one-nighter in Los Angeles for the "nightcap" show on ABC, and "Nightcap" will play in West Palm Beach, Fla., and Austin, Texas.

Mackay B.Just Great, Cosby On the Ball

NEW YORK—Miriam Makeba displayed her many talents Monday at the Benny Goodman near-capacity house at Basin Street East (Tues). Raving heavily on the African folk material which has sold so well in her albums, Cosby, the RCA Victor artist demonstrated her versatility by singing a Brazilian folk song and doing her RCA single, "Forbidden Games," as an encore.

Her high material ranged from the exuberance of an African wedding song to the mourning cry of her native tribe. Backing her effectively was Mongo Satta and His Group, Columbia artists, and a two-man-one woman South African vocal group

Bill Cosby's relaxed humor also scored heavily with Basin Street East patrons. His most effective bit was the football北京时间 and comedy bit which he had performed on a Warner Bros. show.

Cosby is more of a wit and humorist than a comic. He eschews the more conventional comic, relying on lesser performers—blue material, psychiatric jargon, racial barbs and schmaltz.

He does not patronize and he does not let the audience patronize him.

Instead, with only slight exaggeration, Cosby reports situations as if they are ridiculous enough in themselves to require no need for broad exaggerations.

One sour note was struck when a Galaxy audience threw Cosby off strike moments after the show that the group making all the noise would be still. After a pause he decided to let the group do what it wanted but only one man with two men never get along.

After that the audience ate was all his.

AARON STERNFIELD

Signings

Harold Lloyd Jr., son of the screen comedian, will embark on a singing career via the Coral label. He's already appeared on TV shows and in night clubs, and his album for Coral has already been cut and is scheduled for release within the next couple of months. A second Coral album will also be cut, and he has signed with Musican Records. His first record for the Coral label will be "A Little Love" and "Johnny Come Jive," scheduled for release in the next few weeks. His next LP will be "River Songs." His first A.F. album will be "Russian Songs," recorded at Columbia.

United Artists Records has also signed Jay and the Americans, whose album for Coral is due out in the next few weeks. United Artists has not yet signed to record for Coral.

The Barry Sisters have signed an exclusive recording contract with ABC-Paramount Records. Their first release will be an album of Christmas carols, with plans to enter the Broadway musical, "Fiddler on the Roof," in the spring. Producer-director William Tabern, President of Audio Fidelity Records, has added the following artists to his stable: Jimmie Rodgers, a folk rock 'n roll group; Malda, folk singer who performs in five languages; and his own first A.F. album will be "Russian Songs" by the Barry Sisters.
This is Elmer Bernstein month & this is the sound track for '65

Music from the motion picture
Baby the Rain Must Fall

A Barula-Mulligan Production starring
Steve McQueen, Lee Remick, Don Murray
A Columbia Pictures release
Music composed and conducted by
Elmer Bernstein

The We Three Trio sing: Baby the Rain Must Fall - Shine on Me

As of Jan. 1 all Ava Sound Track albums $3.98 $4.95
**HOT RHYTHM & BLUES SINGLES**

**SPECIAL survey for Week ending 1/30/65**

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<td>&quot;Coyote&quot;</td>
<td>Sam Cooke, RCA Victor</td>
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*(No R&B Territorial Breakouts this Week. Feature to Debut Next Week.)*

**TOP R&B SINGERS' PICK-OF-THE-WEEK**

**ROCKY CROUSE, WNNR, New York**

This is "In Love," Bobby Byrd, Smash 1964

**CHRITTY HATTY, P.O.D., WGFL, Charlotte**

"Ask the Lerk," Four Tops, Motown 1073

**GEORGE HUDSON, WNNR, Waco**

"Shiggit," Junior Walker and All Stars, Soul 3508

**HERMAN GRIFFITH, KEKI, Los Angeles**

"Jersey's Twist," Jackie Jackson, Chess 1920

**JIMMY BYRD, WILD, Boston**

"That's What Love Will Do," Jimmie Dee, United Artists 806

**WILLIAM (BUTTERFIELD) SMITH, NMNN, Miami**

"Fallow the Leader," Willie Terry, U.S.A. 793

**RHYTHM & BLUES NEWS**

Kudos to all the disk jockeys, program directors and retail outlets for their continuing cooperation in helping to kick off the new r&b page. It is quite evi.

Rudolph's department store radio and retail outlets and the energies expanded by both to build the r&b field is a page that could well be inserted into many other areas of the record business.

Novella (Dixie Lizzy) Smith, formerly at KYOK, Houston, is now doing a 6 to 10 p.m. slot five days a week on KHUL-FM in San Francisco, and this week the Supremes are taping a "Hollywood Look" TV show this week. The group accompanied by Barry Gordy to New York (19) to accept the many BMI awards earned by the publishing of "You're Mine," written by Alonzo Jordan in 1964.

Sam Cooke has three sides on the pop "Hot 100" chart; two LP's on the "Top Pop LP's" chart, with a third one moving in that direction. The Righteous Brothers now have three albums on the "Top Pop LP's" chart, with two on the Moonagoon label, and the latest on Epic, which is No. 68 after only two weeks and is now heading for the top. The Supremes this week have two LP's on Billboard's "Top Pop LP's" chart and both are in the top 25, with "Where Did Our Love Go" at No. 7 for the second week in a row. The Kingsmen are hot with two LP's on the pop chart. "Louie Louie," their first chart, is now on the chart 55 weeks.

**BROWN TO WLW**

NEW YORK—Charles Brown, music director at WCIN, Cincinnati for the past two years, moves to the program director's slot at WLW, Louisville, Feb. 1. He will be replaced by Tom Haskerson, moving from WTMN in Tampa. Both are Roundstone stations.

**D.J. SPOTLIGHT**

PAUL (FAT DADDY) JOHNSON

Program Manager, WSD
Baltimore

Time slot: 3:30 d.m., daily.

A graduate of Morgan State College, with a major in English Literature, Fat Daddy has been with WLW the past 5 1/2 years, and prior to that was with WOAY, Corry, Pa., and WAPN, Cleveland. He got his start in the business with the title "Fat Daddy Presents the Great Oats From the Klingons" or the "Martin Jester."
THE HOT NEW R&B LABEL HAS THEIR FIRST BIG HIT

LET HER LOVE ME

OTIS LEAVILL

HOTTEST NEW TALENT OF THE YEAR!

#1 IN CHICAGO ON WVON.

IT'S BREAKING POP IN L.A. MARKET

ORDER FROM YOUR BLUE ROCK DISTRIBUTOR TODAY!

ALBANY, NEW YORK, Delta Record Dist., Inc. . . . ATLANTA, GEORGIA, Georgia Record Dist. . . . BALTIMORE, MARYLAND, Jos. M. Zamecky Co., Inc. . . . BILLINGS, MONTANA, R & M Dist. Co. . . . BOSTON, MASS., Bay State Record Dist., Corp. . . . BUFFALO, NEW YORK, Delta Buffal, Inc. . . . CHARLOTTE, N. C., Arnold Distributing Co. . . . CHICAGO, ILLINOIS, United Record Dists., Inc. . . . CINCINNATI, OHIO, Supreme Dist. Co. . . . CLEVELAND, OHIO, Saxay, Inc. . . . DALLAS, TEXAS & OKLA. CITY, B & K Record Dist. Co. . . . DENVER, COLORADO, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, Pan American, 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American, Pan America
S. R. Song Festival Victor in RAI-TV Controversy

S. R. - Song Festival Victor in RAI-TV Controversy

• Continued from page 1

The battle between RCA Italian and Gianetti Raveria, both companies seeking a challenge for the public debate in Giuseppe Ornati, general manager of the disc in Italy. Raveria was willing to accept, but refused to meet former's condition that it take place as part of the Festival. Ornati called Raveria's replies "evasion of the truth."

Elio Sardelli, former San Remo Festival manager who now promotes the annual Cantagiro, singing tour of Italy, issued a release naming the singers who did not make the Festival. He said that 50% of them had been refused by the Jury! This is the number that half of the Italian vocalists are reserved. Diminuto Modugno and Claudica Villa, each a three-time San Remo winner, also failed to prove their superiority by higher record sales.

Despite the many controversies, withdrawals and charges, interest in this year's event was unaltered and indicated that it will attract the largest international trade gathering and the presentation of TV auditions. It will be interesting to see whether many of the gifted recording those by the RCA artists or the rejected entries of Modugno or Villa—will be those which sell the most. This element will not hurt the industry and may well serve to boost sales.

18 Conductors
On S. R. Podium

SAN REMO—A total of 18 conductors, all Italian except for one American, will lead the dramatic episodes of music history during the 48 initial song presentations for the Festival.

Lawrence Firestone, who will conduct for Jody Miller, is the only foreigner, CGD's Gian-franco Rainera will conduct the podium most frequently with 10 numbers, while Ricordi's Arturo Casella will be there three times. Other multiple assignments are: Gianfranco Rainera, Franco Leon, Franco Pianno, Giampaolo Reverberi, Marcello Miccoli and Libero Nigro. Making single appearances will be: Enrico Simonetti, Silu Sauro, Peter De Angelis, Gianfranco Rainera, Arthur Simonetti, Giampaolo Reverberi, Gino Mascoli and Arturo Cavallini.

Can. Indies Merge; Bow Co-op Label

BY KIT MORGAN

TORONTO—Three independent Canadian record labels here have retained their own labels and introduced a new one, Red Leaf. Each producer will release his own discs, without any losses or gains of his own, and share in the benefits of cooperative promotion, advertising.

Associates in the venture believe that independent, record dealers and consumers have been confused by the profusion of foreign releases. Deepest, they believe that both, as Enrico Simonetti, Silu Sauro, Peter De Angelis, Gianfranco Rainera, Adolfo Simonetti, Giampaolo Reverberi, Gino Mascoli and Arturo Cavallini. The Canadians, as well as the artists, will receive regular sales reports and share in the benefits of cooperative promotion, advertising.

EMI Discloses Owning 75% Of The World Record Club

• Continued from page 1

EMI bought the club at a time when it was in the market and when "a number of companies," both inside and outside the record business, were considering entering the record club field in this country in a substantial way.

He outlined one of the objectives as: "That if any third party entered the club field in such a way that the interests of the company or of its dealers were endangered, the activities of the World Record Club could be expanded so as to retain the company as a large share of the total record business in the United Kingdom as it is at present enjoyed, and what is equally important, to do so in a manner which would enabled us to participate to the greatest extent possible."

He cites a second objective: "That there would be available on organization capable of being entered which may not make any threat to our business and that of others, or which could be competitive in the field club might create.

Emi's Scandinavian Representatives Meet

OSLO—The Scandinavian representatives for British recording organization EMI met in Copenhagen last week. Participating directors of repertoire were Rolf Svendsen, Iver Frogh, Oscar, Ivan Nordström, Sven Granqvist, Gutta, Ottmar Granqvist, Kornelis, Sveriges GRAMMOPHON, Copenhagen, and Eino Värtanen, Westerlund, Helsinki.

Also present were Jorgen Kleiner, representing Imusko publishing and also abbrar at Skandinavisk Grammophon in Copenhagen.

They discussed what the four aikiskes can do together on a Scandinavian scale — such as joint participation in events, concert tour, ballets, artists.

President also welcomed Walt Disney Productions' European representative, Tore Karlsen, Copenhagen.

Included in the festival pack, the opera, jazz, symphony, motion picture, light comedy and folk music festival. A record one, after a year of touring Europe, has completed the tapes, and returned with "a new vision of the world music festival, covering the functions from Russia to England and from Norway to Turkey.

Festivals Are Put on Tape

NEW YORK—Arrangements are to be made for present the great festivals of the world on home television. Broadcasts of the separate segments available for FM—radio now. The receiver is the most logical of the FM—radio alternatives.

Involved are Art Snider and associate, Paul Hartman, Stan Klein; and Duff and Danny Roman. Snider is a veteran in the business by Canadian standards, having entered the record business last year. His label will be a producer for another label. He formed his own Chateau label six years ago, and also the Canaletto label three years ago, and introduced ACT (All Canadian Talents) Records last fall. Of about 10 LP's and 70 singles in his catalog, the Chateau label were Pat Harvey's "Mr. Heartaches," which was released by RCA and "Remember Me," a composition of Lightfoot's. "Remember Me, I'm the One," which is in the making by ABC-Paramount in the U.S. Chateau and Canaletto are now a subdivision of Allied Music Company in New York, and it is ACT which has gone into the formation of Red Leaf.

Kites, who was one of the (Continued on page 19)
Franck Pourcel et son grand orchestre

Amour, danse et violons vient de paraître volume 23

Pages Célèbres vient de paraître volume 6 : Vacances au XVIIIe siècle

Franck joue pour les amoureux
Les plus belles valses viennoises

Disques

Exclusivité Pathe Marconi
One World of Music:
That is what is immediately suggested by this page of photos of key artists scheduled to appear at the San Remo Festival to be held Jan. 28-30 at the Casino Theater, San Remo. Twenty-four Italian singers and 21 vocalists from other countries will participate.

Beppe Cardile  Audrey Germany  Gianni Mascole  Don Miko  Anita Harris  Le Amiche

Joe Damiano  Nicola di Bari  Peppino Gagliardi  Petula Clark  Remo Germani  Kiki Dee

Daniel Gerard  Dusty Springfield  Timi Yuro  Ito Yukari  Johnny Tillotson  Hoagy Lands

Gene Pitney  Giordano Colombo  Udo Jürgens  Connie Francis  Robertino  The Surfs
British Record Men See H-1 Visa Ban as Periling Sales

LONDON — The American government's curtailment of U.S. tours by British groups is likely to have repercussions in the record business, industry leaders here feel. They feel that without the benefit of personal appearances the established groups' selling life would almost certainly be shorter and breaking through into the market would be more difficult for the newer acts.

As revealed in Billboard (16), the Labor Department in Washington has stated that no more British groups will be granted H-1 visas — the levy necessary for a coast-to-coast tour — and there is a threat that some hit first

visas already granted will be withdrawn.

Several Americans have given their views on the subject during visits to London. New Christy Minstrels' manager Geoff Greff said: "This clampdown should never be allowed to happen, it could seriously retard disk sales, for personal appearances are the life blood of the artist.

"And of course it cuts both ways for if British groups aren't allowed into America then American groups, like the Minstrels, will not be allowed into Britain because of the Musician Union's insistence on exchange deals."

Meanwhile, several British agents were awaiting the outcome of a meeting in New York (22) which is trying to offer London's Leonard Cohen the ruling. The list of top groups waiting to cross the Atlantic grows daily.

The Rolling Stones are due for a month of concert dates for GAC on April 9, and Norman Weiss, vice-president, has advised their agent, Ernie Landau, that the band is not sure of their tour.

Weiss is also discussing with Brian Epstein a summer return for the Beatles.

Also in April, Manfred Mann's agent Ken Pitt has a string of U.S. concerts tentatively set for the outfit, and Herman Hermits are scheduled to join the Dick Clark road show.

A GREAT NEW SERIES OF DISCS IN THE BILLBOARD No1000 WERE RECORDED IN PYE RECORDS LONDON STUDIOs

No1 PETULA CLARK DOWNTOWN
No3 THE SEARCHERS LOVE POTION No9
No19 ALL DAY AND ALL OF THE NIGHT
No45 THE BACHELORS NO ARMS CAN EVER HOLD YOU

Warner Bros. (PYE in the U.K.)

January 30, 1965, BILLBOARD
Expect Unusual Ideas From

Manufactured by
MILLER INTERNATIONAL CO., RUNNEMEDE, NEW JERSEY
NEW YORK—Broadcast Music, Inc., put in a full day to honor the publisher and writer winners of its Citations of Achievement Awards in the field of pop music for 1964.

The BMI-awards day began on Tuesday afternoon (19) at Town Hall for the presentation ceremonies and wound up with a black-tie dinner-dance affair in the evening at the Hotel Pierre.

Displayed on this page and page 10 are some of the people who participated in BMI's eventful day.
News from the Music Capitals of the World

* Continued from page 19 *

HOLLYWOOD

Tunes nominated for Oscars will be announced Feb. 23. The presentations are set for April 5 at the Santa Monica (Cola) Civic Auditorium. Talk has already begun to plan feature Oscar shows at the new Los Angeles Music Center.

Don Costa, DCP

Don Costa—DCP; Karl Winding—Verve

Steve Lawrence—Vocal—Col.

Jean Paul Vignon—Vocal—Col.

Tony Bennett—Vocal—Col.

Watch What Happens

(Song from the Motion Picture "The Girl from Montmartre")

SOUTH MOUNTAIN MUSIC CORP.

237 W. 54th St., New York, N. Y.

CI 5-0923

STAN CATRON—GENERAL PROF. MGR.

BMI

Citation of Achievement 1964

FOR

TIME IS ON MY SIDE

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BILL FOX & JERRY RAGOVOY

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Frank Abramson

1619 Broadway

New York, N. Y.

VOGUE MUSIC, INC.

Paul Weirick

2444 Wilshire Blvd.

Santa Monica, Calif.

Thanks—B.M.I. for the Awards

on...

"DANCE, DANCE, DANCE"

"FUN, FUN, FUN"

"I GET AROUND"

"LITTLE HONDA"

"WHEN I GROW UP TO BE A MAN"

Sea of Tunes Publishing

9042 LA ALMA, WHITTIER, CALIF.

OX 7-3155

AREA CODE 213

BILLY, January 30, 1965
**DISK TALENT ON TV THIS WEEK**


**FINDIG (ABC - TV, Wed.):** Paul Frees, The Alexander Brothers, Bobby Sherman, Little Anthony and the Imperials, Frank DeVol, Don Ho, Bill Bailey, Aretha Franklin, Ray Peterson, Glen Campbell, Susan Fawcett, and John Astin.

**JOY KEAR RPR PROGRAM (NBC-TV, Fri.):** Robert Goulet, Phyllis Diller.

**Gateway, RPI To Cut 'Weekly'**

NEW YORK—Gateway Records and Radio International will collaborate in the production of an album for the station's listeners during the week of February 1st. The project will be announced by Michael J. Minahan, general manager of RPI, at a press conference through Gateway Recordings in Framingham, Massachusetts.

The weekly news special, featuring the actual sounds of American radio, will be made available to the country's nearly 125,000 college, parochial, and high school radio stations and universities.

The record systems of the Cincinnati, Pittsburgh and Cleveland areas have been given the first 15-weeks to "Week in Review," which is being offered on a year-long subscription basis.

RPI's arrangement with Gateway will also serve as a promotional lib for the program, as well as a bonus program in September to cover, if necessary, any significant news developments over the school year.

RPI has worked closely with Gateway and its President, Robert F. McCardle and RPI's daily radio newscast, "Gateway Weekly," will be promoted especially by Gateway since 1962.

**WBPS Plays Reprise Program**

PHILADELPHIA—While the Broadway musical show albums provide much "meat" for FM radio programming, the "full-course meal" was turned in by WBPS during the period distribution of David Rosen, Inc., for the benefit of some hit records.

Station WBPS, major FM station, owned by the Philadelphia-based reprise four Reprise LP's into a "Reprise Reprise Program" during an hour's presentation on its three-hour "Carousel program recently started by WBPS manager, John G. Gilbert (formerly GM of ABC's pop music WXYZ) Detroit and exec. artiste, Stanley Greene, should prove to be a boon for both stations, the record industry and hosts Morrow and Munil.

**New KGBT Format**

HARLINGEN, Tex.—KGBT, the 50,000-watt voice of the Rio Grande Valley, has changed to a top 40 music format. Larry James, program director, has put in an urgent request for the station.

**IRTS Sets Dates For College Parley**

NEW YORK—The Fourth Annual College Broadcasters Conferences, to be held by the American College Majors Conference will be combined into a single event this year with the annual Conference on Radio and Television Society this year. The Conference is scheduled to be held in New York City on April 8 and 9. Agenda items for the go to some 500 college departments, including engineering and business schools. Students who have shown interest in broadcasting.

The conference, under the sponsorship of the IRTS Foundation, will be held by an executive line-up, not made to be a "cookie calendar" bashed by Robert Goulet, submitted by one of the largest college radio stations.

**WABC-TV's 'Go! Go!' Spotlights Two Deejays**

Although TV exposure for radio personalities is no sure guarantee of increased ratings, few will disagree that it can be a powerful bonus to both the deejay and the radio outlet.

WABC-TV in New York recently debuted a 30-minute video record artist stanzas spotlighting WABC radio disk jockey Scott Muni and Bruce Morrow. Aired 7:30 p.m. Mondays, "Go! Go!" is a 30 minute show that features personalities and features special programming of interest to the young audience.

The show is a rife with cross plays for WABC. A name the golden oldies contest segment has a member of the audience name that can win him and a record excerpts played on the air for a prize. Last week a gal won a portable radio, Connie Bruce, while presenting the radio hastened to add that the dial was already set for the 50,000 - watt ABC - owned station.

Tommy Roe, the Exciters, Little Eva, and Joy and the Americans were on hand to do lip-synchs to their well-known recordings. The segment, which was seated in bleachers arranged in a semi-circle with the host in the center of the forum in the area. This enables producer-director Jorn Winten car to move the audience as a backdrop.

Morrow and Muni doing their hosting from the same area. The technique is highly Cousin Bruce, while presenting the radio hastened to add that the dial was already set for the 50,000 - watt ABC - owned station.

Wednesday afternoon as a companion to its across-the-board slotting of the pop record (pop record Llynd Tuxton Show). WABC - TV's "Go! Go!" is an aspect of the modern thinking of the station's vice-president and general manager, John G. Gilbert, of the benefit of some hit records.

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**WADC to Unwrap New Call Letters**

AKRON, Ohio—WADC will introduce its new call letters, WSLR, Feb. 1. Coupled with the call letter change will be a switch to a top 40 and middle-road pop format.

Included in the new sound of "The Whistler" will be air between 10 a.m. and 11 a.m.; Norm Testor, who will do the mid-morning-Donald Mees, the afternoon slot; James Gragg, hosting the late night slot; and Jim Davis, who will perform Speck set on the all-night show.

Sherdon Singer is the new general manager of the station, which will be 50,000 watt CBS affiliate.

**KIOA Anti-Bullfight**

DES MOINES—KIOA has launched a campaign to stop bullfighting out of the State Fair and the Des Moines Register has joined the Citizen's Anti-Bullfighting League of Iowa. The bit is currently being typeset via KIOA announcements and billboards.
This is the Big One!... The Most Explosive Trini Lopez LP of Them All!... The One with "Lemon Tree"

TRINI LOPEZ
THE FOLKALBUM
ARRANGED AND PRODUCED BY DON COSTA

INCLUDING PUFF (THE MAGIC DRAGON) • LEMON TREE
BLOWIN' IN THE WIND
CROOKED LITTLE MAN
MICHAEL • WE’LL SING IN THE SUNSHINE

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The Pop Greats on Atlantic

THE GOOD LIFE WITH THE DRIFTERS
Atlantic 8103

ESTHER PHILLIPS AND I LOVE HIM
Atlantic 8102

JOE TEX HOLD WHAT YOU'VE GOT
Atlantic 8106

HERBIE MANN & JOAO GILBERTO with Antonio Carlos Jobim
Atlantic 8105

DON COVAY MERCY
Atlantic 8104

The Jazz Greats on Atlantic

JOHN LEWIS PLAYS THE ARRANGEMENTS & COMPOSITIONS OF GARY MCFARLAND
Atlantic 1425

THE ART FARMER QUARTET FEATURING JIM HALL TO SWEDEN WITH LOVE
Atlantic 1430

HUBERT LAWS THE LAWS OF JAZZ
Atlantic 1432

JOHNNY GRIFFIN & MATTHEW GEE SOUL GROOVE
Atlantic 1431

The Pop Greats on Atco

BEN E. KING SEVEN LETTERS
Atco 33-174

BENT FABRIC THE DRUNKEN PENGUIN
Atco 33-173

SWINGING THE BARD
Atco 33-171

Copyrighted material
ALBUM REVIEWS

(continued)

VILLAGE STOMPERS

The appealing Stompers' music moves out in gay style. In a bal- ler's barrel, she files a style of church music coupled with perfect country for many years, the band's signature is their current single "Fiddler on the Roof." The band's music is a delightful treat for fans of traditional country music.

NEW BEAT ON BROADWAY!

Village Stompers, Epic LN 24129 (M). NRM 24129 (S).

Stompers' delightful, zesty treatments of country music include rousing barn dances, lively banjo, and a variety of gaited guitar, heart-throbbing, piano, and vocals. Today's hits "Fiddler on the Roof," "Some Other Shore," and "The Moon Is Low" are all part of their current repertoire. Stompers' music is certain to please fans of traditional country music.

POP SPOTLIGHT

NEW BEAT ON BROADWAY!

Village Stompers, Epic LN 24129 (M). NRM 24129 (S). WHERE: Fiddler on the Roof.

THE INTIMATE KEELY SMITH

Beloved Choruses, Vol. II

Marron Tabachnik Chorus (Concert/Philadelphia Orchestra) (Ormond). Columbia ML 6079 (M); AS 6679 (S).

This new album is one of those few recordings of their kind that are truly enjoyable. The arrangements of the songs are tasteful and the vocalists are excellent. The combination of the chorus and orchestra is a harmonious blend, creating a beautiful musical experience.

JAZZ AND OTHERSONG

ABOUT LOVE

Ike & Cheryl of Marty Mo, EMI 2990 (M). LP 2990 (S).

The Best of Al Hirt

RCA Victor LP 3309 (M); LSP 3309 (S).

NEW ACTION LP'S

These new albums are sure to be hits! With their catchy tunes and strong vocals, they are sure to please fans of jazz and other styles of music. Check them out for a great musical experience.

Hey, Brother, Pour the Wine....

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

LOW PRICE CLASSICAL

SPOTLIGHT

VIVALDI: IL GIORNO ARMONICO

Chamber Orchestra of the Opus One, Vanguard SPOTLIGHT 140-5/10 (S).

One of Vivaldi's most celebrated compositions, "Il Giorno Armonico" has been performed on the Bath Guild Label. Now released in the EMI/Brawn Classic series, this concert is a delightful treat for fans of classical music.

MENDELSSOHN: TWO CONCERTOS FOR TWO PIANOS AND ORCHESTRA

Arthur Field & Robert Fidler, Philadelphia Orchestra (Ormond). Columbia ML 6001 (M); AS 6881 (S).

Pop Special Picks

Special Merit Picks are new releases of significant merit, which deserve to be heard by fans of classical music. They are chosen for their unique qualities and musical excellence.

A PERSONAL CHOICE

Arthur Field, RCA Victor VMA 101 (S).

Album Review Policy

Every album sent to Billboard for review is heard 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.

FREDERICK FENNELL CONDUCTING

THE MUSIC OF LEROY ANDERSON

Vol. III

Joseph Fennell & His Orch. Mercury MG 60400 (M); IR 90402 (S).

Mozart: The Piano Quartets

Various Artists. Capitol P 6099 (M); SP 6099 (S).

MOZART: THE PIANO QUARTETS

Mozartian Horizons and Members of the Budapest Spring String Quartet. Columbia ML 6083 (M); AS 6683 (S).

The performances of these quartets are exceptional. The musicians are highly skilled and the music is beautifully rendered, making it a treat for classical music lovers.

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FELLOWSHIP

The Killmo Hillsians, Columbia CL 2256 (M); CS 3608 (S).

Not since the early days of Arthur Godfrey on \(\text{CBS-TV}\) has there been such a musical impact as the music of Billboard's Picks. Their songs are still a hit with fans of classical music.

(Continued on page 36)

BILLBOARD, January 30, 1965

www.americanradiohistory.com
WE KNOW WE'VE GOT IT!

So does everyone in Hartford, Harrisburg, and all through the country!
The fair lady will love the long low look of this versatile three piece audio component system in lustrous walnut cabinets with unique record loading platform and convenient front control system. The professor won't find enough words to describe the solid state circuitry, integrated chassis with 26 transistors, 9 diodes, 4 rectifiers, 30 watt output, four speakers (two 6" and two 5") in sealed speaker chambers, Garrard Model 50 changer, Pickering cartridge, diamond needle, solid state AM/FM/FM Stereo tuner, illuminated dial with flywheel tuning, seven controls and so many other audiophile features!
Order now for those customers who will be looking for the street where you live.

MODEL M-4650 --- $335.00*
Available without tuner as Model M-4600 --- $235.00*

*Manufacturer's suggested list price, slightly higher in the West.

MASTERWORK Radios · Phonographs · Tape Recorders
a product of COLUMBIA RECORDS SALES CORP., 799 Seventh Ave., N.Y., N.Y. 10019
“One of the most exciting new pianists I have ever met.”
—BARBRA STREISAND

Your customers will agree.

A HIT ALBUM COMING YOUR WAY ON COLUMBIA RECORDS
presenting
LIBERTY ENTERTAINMENT '65

A Year of Unprecedented LP's, Starting With The Finest Group of Albums in Liberty History!
SEE YOUR LIBERTY REPRESENTATIVE FOR PROGRAM TERMS.
LIBERTY RECORDS

www.americanradiohistory.com
DUKE-Peacock has big record plans for '65
That's...producing big records!

Here's our first three contenders!

Joe Hinton's new one
I want a little girl and true love
Backbeat 545

Bobby Stand's Blind Man
Duke 386
Headed to the top!

A new discovery
With a very big record
Lee Lamont's Crying Man
Backbeat 542

Duke and Peacock Records, Inc.
2809 Erastus Street
Houston 26, Texas
Or 3-2611

*ALBUM REVIEWS*

**CLASSICAL SPECIAL MERIT**

RICHARD TUCKER sings aria from ten Verdi operas

Colorado M 5640 (N) MS 6648 (S)

The 4-LP album of Richard Tucker is given the first note as the most thrilling. Working with the Vienna State Opera Orchestra, Tucker is in fine form all the way.

**CLASSICAL SPECIAL MERIT**

HAYDN: CHAMBER CONCERTOS

Vienna Symphony Orchestra (Poumayr)

Mercury M 30310 (M) SR 50795 (S)

A fine lineup of three Haydn's most popular chamber concertos. Although each has its share of technical difficulties, this is a true rendering of the score that should please many classical music collectors.

**CLASSICAL SPECIAL MERIT**

BARDOUS MASTERPIECES FOR THE HARRIS-PHILORD

Rafael Puyano, Mercury M 50411 (M) SR 50791 (S)

Several exposés into Baroque music by other labels proven to be a large success. Although the form is far from the most typical, the Baroque is still there.

**ALBUM RELEASES**

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

**CLASSICAL SPECIAL MERIT**

Lieder von Richard Strauss

Evelyn Lear, Segre/Riker, Karlin, Phil.

Deutsche Grammophon 13910 (S)

This LP is the first by a female singer offering Strauss exclusively and the fact that Miss Lear's soprano voice integrates the 37 songs with full, lyrical beauty and the utmost expression of the mood of the song. With Weill, on piano, the inclusion with authority unmistakable.

**CLASSICAL SPECIAL MERIT**

Brahms: Concerto for Violin and Orchestra in D major

Christian Ferras/Berliner Philharmoniker

(Van Roon). Deutsche Grammophon 13920 (S)

Two concepts are done here in fine style. Ferras' violin is in superb form and the orchestra shows a span and depth that both works require with the collaboration of the solo and orchestra shines in fine. Ysaÿe's conducting avoids any as he blends the music into a united whole.

**IMPERIAL**

**CLASSICAL SPECIAL MERIT**

SUS WHITMAN—Love Song of the Waterfall. LP 5079, LP 5087

S. NELSON-Two Boys 65, LP 9279, LP 9289

JOHNNY RIVERS—In Action. LP 9920, LP 9930

PETULA CLARK—Long with Petula Clark. LP 8091, LP 8090

**IMPERIAL**

J. A. JENISON—Fad fest. A 68 TUCKER,—Live at the Regal. LP 5088

MIST T convinced with F. T. so that it shows a span and depth that both works require with the collaboration of the solo and orchestra shines in fine. Ysaÿe's conducting avoids any as he blends the music into a united whole.

**IMPULSE**

HELEN NELSON—Blue Mush and the Atlantic Trios. A 75

LOUISE KASSER—Of the Great Love Alexandre. A 76

JOHN COLTRANE—A Love Supreme. A 77

LIONEL HAMPTON—Your Turn is Better. A 78

**RUSIAN JAZZ QUILT—HippopoT. A BO DONNIE GAYLE CHARLES——Definitive Jazz Scene, Vol. 2 A 100

**LIBERTY**

THE T ROAD—Soul the Ark. LP 5494, LP 5493

P. J. POGGIO—Somewhere. LP 5496, LP 5495

LUCILLE LONDON—的命运. LP 5497, LP 5496

MAMMY AMOS—Let It Be Me. LP 5498, LP 5497

SPICE JONES—New Band of Spices. LP 5499, LP 5498

MAKI TAKAHASHI—Walk Away. LP 5498, LP 5499

JACK AND DEE—Good—Moderne. LP 5497, LP 5496

**JASMINE**

ALICE & ELLIN KRESSLER—Summer Street. LP 7022, LP 7021

KING ROY TAYLOR & THE DOMINOES—Real Girl Man. LP 7020, LP 7021

**MUSIDISC**

GENE PETIT'S Big Sextet. Vol. 2. M 405, MS 304

ALEXI S. MUSIDISC—Heidi, Ballet Folk. AM 2014, MS 304

**CLASSICAL SPECIAL MERIT**

Handel: Alexander's Feast

Various Artists/Orlando Concert Choir & Orchestra (Dallas), Rudd Guild BO 1085 (N)

This recording should find a receptive audience among the fanatical enthusiasts who desirable the neglect of many of the orchestral works in the operatic repertory. A demonstration of the effectiveness and occasional of John Christian's master work in the only one on record. Ward's theme and orchestral and chamber conducted by Alfred D'Arb, who gives the work an emotional, yet highly refined package.

**INTERNATIONAL SPECIAL MERIT**

ZIBI

Zif Zinlouwch, Phi 10106 (N) Phi 10105 (S)

Furrowano and the two sets both take this package of a French song that. Songs' sound in France..." which placed abroad and in Brussels. The song is performed by the girl's charming through the vocals.

**FOUR-STAR ALBUMS**

The Imporral series is created now, and the list is in their respective categories was created. The following albums are highly recommended and are highly recommended.

**POPULAR**

HOLLY IN THE HILLS

Buddy Holly, Chess MLO 7453 (M) MLO 7454 (S)

**JAZZ**

MANHATTAN LATEIN

The Manhattan Latein, Decca DL 4515 (M) DL 4516 (S)

**CLASSICAL**

BOUSSOLA: THE SPIDERS FEAST/RECORDS OF THE SPIDERS FEAST FOR STRINGS ORCHESTRA

The Four Sounds Orchestra, Merchant CL 10257 (M) CL 10258 (S)

**HAYDN**: SIX FLUTE QUARTETS, OP. 2

Four Flute Quartets. MLO 7453 (M) MLO 7454 (S)

**ITALIAN MADRIGAL & HAYDN FART SONGS**

The John Stango, Decca DL 4515 (M) DL 4516 (S)

**TELAVIO**: VARIATIONS ON A RODICO THEME/SAINT-SAENS: CELLO CONCERTO IN A MINOR, Transé, Streicher, London Symphony

**ITALIAN MADRIGAL & HAYDN FART SONGS**

The John Stango, Decca DL 4515 (M) DL 4516 (S)

**GALE**

The Best of the Streemmen of the Voice of America, MLO 10257 (M) MLO 10258 (S)

**INTERNATIONAL SPECIAL MERIT**

LOVE IN ARGENTINA

The Love Perch, Columbia XL 1203 (N) XL 1203 (S)

**HUMOR**

THE BILLY SUTHERS

The Billy Sutlers, Decca DL 4515 (M) DL 4516 (S)

**WEIRDOS**

The Weirdos, Self-Produced LP 7453 (M) LP 7454 (S)

**LOOKIN' GOOD, ROUNDIN' GOOD**

The Looking Good, Self-Produced LP 7453 (M) LP 7454 (S)

**BILLBOARD**

January 30, 1965
......attention dealers:
gerry and the pacemakers
newest album release

"I'LL BE THERE!"

MONAURAL LAURIE LLP2030 (STEREO SLP2030)

......latest Laurie hit single
gerry and the pacemakers
"FERRY ACROSS THE MERSEY"

LAURIE 3284
TAKE HER B/W THIRTEEN

JOHN ANDREA
SHINDIG'S GREAT SINGING DISCOVERY!

FEATURED ON ABC-TV'S "SHINDIG" - JAN. 27, FEB. 3, FEB. 10, MARCH 3 AND MARCH 10

EXCLUSIVELY

PERSONAL MANAGER
ROBERT MARCUCCI
PUBLIC RELATIONS
BRABERMAN - MIRISCH

www.americanradiohistory.com
SINGLES REVIEWS

HOT POP SPOTLIGHTS

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

THE ANIMALS—DON'T LET ME BE MISUNDERSTOOD (Benjamin, ASCAP)—A slow rocker with a dramatic, emotional vocal by the lead singer and a catchy organ figure going on behind. Flip: "Club A-Go-Go." MGM 13311

DAVE CLARK FIVE—COME HOME (Branson, BMI)—YOUR TURN TO CRY (Branson, BMI)—Close arrangement of a slow ballad with slow dance beat. Flip is a rhythm ballad with some commercial possibilities as top side. Both written and produced by Dave. Epic 9763

GERRY & THE PACEMAKERS—FERRY ACROSS THE MERSEY (Unart-Pacer, BMI)—Complete change of pace material for the hot British group currently riding the charts with "I'll Be Home." (Unart-Pacer, BMI)—Flip: "Precious." (Brasson, ASCAP). Laurie 3284


RAY CHARLES—CRY (Shapiro-Bernstein, ASCAP)—Currently riding high with "Makin' Whoopee." Ray comes up with a fine fresh treatment of the Johny Ray hit. Lush strings and chorus of Sid Feller backs him up. Flip: "Teardrops From My Eyes." (Simon & Garfunkel, BMI). ABC-Paramount 16581

JOHNNY TILLOTSON—ANGEL (Disney, ASCAP)—Following up "She Understands Me," Tillotson picks a film tune from Disney's "Those Calloways." Teen rhythm ballad well performed. (ABC-Paramount, BMI). RCA Victor 13316

THE RONETTES—BORN TO BE TOGETHER (Screen Gems-Columbia, BMI)—Big production rocker to top "Walking in the Rain." Flip: "Blues for My Baby." (Mother Bertha, BMI). Philles 126


JOHNNY RIVERS—MIDNIGHT SPECIAL (Trousdale, BMI)—His own arrangement and adaptation of the Dobie Gillies theme as his "Mountain of Love." Flip: "Cupid." (Kags, BMI). Imperial 66087

EVERLY BROTHERS—YOU'RE MY GIRL (Aaron-Flip, BMI)—An easy rockin' doo-wop with slow boys to follow up their "Gone Gone Gone." Flip: "Let Me Take the Whole World Know." (Aaron-Flip, BMI). Imperial 66090

BOBBY GREGG & HIS FRIENDS—THE HULLABALOO (Unart-Rivers Edge, BMI)—Hard rockin' Bo Diddley beat for the fast-rappers to tie in with the pop TV show! Flip: "Charly Charlie." (Unart-Rivers Edge, BMI). Veep 1297

REVIEWS

HOT POP SPOTLIGHTS

GUEST PANELIST OF THE WEEK

GERTHUNE KATZMAN

Music Director, WNEW Radio, New York

"THE GREATEST STORY EVER TOLD"

(United Artists, ASCAP)

Ferrante & Teicher

United Artists 816

EACH WEEK a program director and/or director is invited to sit in and help pick Billboard's weekly panel select singles. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance phone-to-telephone hook-up. An opportunity is also given the guest to publicize his own or others "Pick of the Week."

IAN WHITCOMB—THIS SPORTING LIFE (Brudette, BMI)—With "The House of the Rising Sun" sound this import from Ireland has the earmarks of a smash. Debut record for the 24-year-old Irish last. Flip: "Fuzz." (Brudette, BMI). Tower 120

FOUR TOPS—ASK THE LONELY (Jorobe, BMI)—Strong ballad follow-up to their "Without You and Me." (Mowre. Where Did You Go?" (Jorobe, BMI). Motown 1073

BUDDY MORROW ORK & CHORUS—THE BOSTONI (Ryan, BMI)—New dance craze from Paris. Combination of the Shake, Fug and Twist with a half blues, half flamenco flavor. Dancers collapse in shifts on the floor as part of this wild dance! Producer Manny Kellner rushed this one out with other labels following suit. Flip: "The Bostoni... Part 2" Epic 9768

THE LOLLISOPS—BUSY SIGNAL (Galgico, BMI)—Catcher, telephone gimmick backed by a rockin' beat. A left fielder to watch! Flip: "I Want You Back Again." (Fineline, BMI). RCA Victor 8494

GLEN YARBROUGH—BABY THE RAIN MUST FALL (Screen Gems-Columbia, BMI)—Elmore Bernstein's film title tune which stars Steve McQueen. New pop commercial style for Yarbrough (a former Limelite) and it fits him well. Flip: "I've Been To Town." (In, ASCAP). RCA Victor 8498

ANN SYERS—IF YOU WANT TO KEEP YOUR MAN (Assembly-Ben Lee, BMI)—Strong blues ballad with a powerful vocal and big string arrangement. Good sound! Flip: "Here I Am." (Assembly-Ben Lee). BMI

RON & MEL—A SHABBY LITTLE HUT (Picture-Tone, BMI)—Solid beat and teen-pegged lyric produced by young British hit maker, Mickey Most. Flip: "See Your Face." (Hi, BMI). EAGLE 9761

CHART SPECIALS

(Bottom 30 Chart Potential & "Bubbling Under")

HOT POP

WAYNE NEWTON—Red Roses For A Blue Lady (MCA, ASCAP). Capitol 5266

RUBY & THE ROMANTICS—Does He Really Care For Me (J.B., BMI). Capitol 1466

JUMPIN' GENE SIMMONS—Shiny Minnies (Valley Brook, ASCAP). HI 2166

SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

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

January 30, 1965, BILLBOARD

THE BLENDELLES—Farewell With Me (Rambled, BMI). Repise 6236

GEORGE FAME—Yes, Yes, Yes (Mango, BMI). Imperial 4661

THE KITTENS—Shindig (Pace, BMI) (G.I.B). ABC-Paramount 10613

THE BIRDS—The Huskie Back-45 (United, ASCAP). CRC 1419

THEM—Baby, Please Don't Go (Leeds, ASCAP). PARROT 9717

MIDDLE ROAD

MCGUIN SISTERS—Till We Walk Alone (Oscar, ASCAP). Repise 6236

LAWRENCE WELE—Applause and Bananas (Vee-Ter, BMI). DOT 1697

COUNTRY & WESTERN

BILLY PHILLIPS—This Kilt Must Last Forever (Vee-Ter, BMI). DECCA 27353

PROGRAMMING SPOTLIGHTS

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

MIDDLE ROAD SPOTLIGHTS

ARTHUR GODFREY—WALK ON LITTLE BOY (Monticello, BMI)—Beautiful lyric and melody by Terry Gilkyson and a fine reading by Godfrey. Flip: "This Is All I Ask." (Massey, ASCAP). Ace 650

NANCY AMES—LET NIGHTING LINGER ON (Harvard-Sevenave Avenue, BMI)—Country-flavored ballad is given a fine reading by Nancy backed by a big production arrangement of strings and chorus. Flip: "It Scares Me." (Four Star Television, BMI). Liberty 5762

ALBUM REVIEWS On Page 64

SKEETER DAVIS & BOBBY BARE—A DEAR JOHN LETTER (American, BMI)—Sung by Skeeter with narration by Bobby. Top performances, a natural in material. Flip: "We Used To Be Together With You." (Rial, BMI). RCA Victor 8496

GLEN CAMPBELL—TOMORROW NEVER COMES (Norma, BMI)—Strong ballad material by Ernest Tubb and Johnny Bond with a fine Campbell vocal. Flip: "It's A Woman's World." (Rubins, ASCAP). Capitol 5360

WES PIERCE—LOVING YOU THEN LOSING YOU (Cedarwood, BMI)—Good rhythm material with fine Pierce performance. Flip: "Let Me Live A Little." (Cedarwood, BMI). Decca 31737

RHYTHM & BLUES SPOTLIGHTS

JOE HINTON—I WANT A GIRL (Shapiro-Bernstein, ASCAP)—Blousy ballad delivered with high pitched soul, and the pop potential "Funny" hit sound is there. Flip: "True Love." (Don, BMI). Back Beat 545

CARLA THOMAS—HOW DO YOU QUIT (East, BMI)—Souful, blues number with narrative interlude. Flip: "The Puppet." Atlantic 2272


Copyright 1965 Billboard.
JOHNNY TILLOTSON SINGS
"ANGEL"
Theme from the new WALT DISNEY Motion Picture
THOSE CALLOWAYs
SOON IN THEATRES EVERYWHERE

"ANGEL"
Lyric by Jay Livingston and Ray Evans
Music by Max Steiner
B/W "LITTLE BOY"
K 13316

A TANRIDGE PRODUCTION
MGM RECORDS
Plough's WWJD to Go Country Format

• Continued from page 3

dressed in other areas, notably Memphis, from 1959 - 1954. Krehbiel believes the time is ripe for a big country operation in Chicago, from sign-on to sign-off.

The switch will be heavily promoted, Krehbiel indicated. Plans include a presentation to advertisers throughout the nation via an album which will tell the story of the Chicago operation. Krehbiel revealed that the station will spend $5,000 for ads in Chicago daily and other media. He also outlined plans to survey the market in order to determine the continuing market records.

Jim Dean, briefly addressing the assemblage, stated: "Country music is a prestige product; it is a most salable commodity; its listeners have great loyalty. It is important to me that WWJD is making this move. It will be great if we can convince a station in New York to do the same."

Krehbiel intends to incorporate Don Pierce into the promotional album. Lane speaks about the new WJD sound. He said: "It will be country, and we will bring in knowledgeable DJs." In response to a question about what kind of material would be included in the format, Krehbiel said a number of gospel faith every hour. He intends to emphasize sacred songs with such artists as the Browns, Jimmie Davis and even Ernest Tubb. Dean said he felt good quartets and acts like the Chuck Wagon Gang were important to the country field.

Lane additionally indicated the station would work up a list of key songs to be used in key programming, plus a single pick and album pick of the week. He also stated that the play list would reflect dealer sales and listener requests.

COUNTRY MUSIC

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/30/65

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE ONLY WORLD I KNOW</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>DON'T BE A BOY</td>
<td>14</td>
</tr>
<tr>
<td>3</td>
<td>I WON'T FORGET YOU</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>WARM ME, WARM</td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td>FOUR STRONG WINDS</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>HAPPY BIRTHDAY</td>
<td>9</td>
</tr>
<tr>
<td>7</td>
<td>SITTING IN AN NITE CAFE</td>
<td>10</td>
</tr>
<tr>
<td>8</td>
<td>RINGO</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>I WANT MY LUCKY STARS</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>PULLED IN A CORNER</td>
<td>13</td>
</tr>
<tr>
<td>11</td>
<td>THE RACE IS ON</td>
<td>7</td>
</tr>
<tr>
<td>12</td>
<td>PASS THE DOOZE</td>
<td>6</td>
</tr>
<tr>
<td>13</td>
<td>THE TYPHOON</td>
<td>6</td>
</tr>
<tr>
<td>14</td>
<td>I'LL STOP MY HEART</td>
<td>6</td>
</tr>
<tr>
<td>15</td>
<td>ONE OF THESE DAYS</td>
<td>5</td>
</tr>
<tr>
<td>16</td>
<td>I'M GONNA TIE ONE ON</td>
<td>12</td>
</tr>
<tr>
<td>17</td>
<td>TIME</td>
<td>4</td>
</tr>
<tr>
<td>18</td>
<td>I'M NOT GOING TO SHINE</td>
<td>7</td>
</tr>
<tr>
<td>19</td>
<td>THE LUMBERJACK</td>
<td>4</td>
</tr>
<tr>
<td>20</td>
<td>I'M NOT GONNA</td>
<td>4</td>
</tr>
<tr>
<td>21</td>
<td>I'M NOT GONNA DO WELL</td>
<td>3</td>
</tr>
</tbody>
</table>

YESTERDAY'S COUNTRY HITS

Change-of-place programming from your listener'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 that time.

COUNTRY SINGLES—5 Years Ago—February 1, 1960
1. Don Gibson, Columbia
2. Don Gibson, Columbia
3. Ray Price, Columbia
4. Ray Price, Columbia
5. Ray Price, Columbia
6. Ray Price, Columbia
7. Ray Price, Columbia
8. Ray Price, Columbia
9. Ray Price, Columbia
10. Ray Price, Columbia

COUNTRY SINGLES—10 Years Ago—January 29, 1955
1. Wanda Jackson, Columbia
2. Wanda Jackson, Columbia
3. Wanda Jackson, Columbia
4. Wanda Jackson, Columbia
5. Wanda Jackson, Columbia
6. Wanda Jackson, Columbia
7. Wanda Jackson, Columbia
8. Wanda Jackson, Columbia
9. Wanda Jackson, Columbia
10. Wanda Jackson, Columbia

COUNTRY SINGLES—5 Years Ago—February 1, 1960
1. Wanda Jackson, Columbia
2. Wanda Jackson, Columbia
3. Wanda Jackson, Columbia
4. Wanda Jackson, Columbia
5. Wanda Jackson, Columbia
6. Wanda Jackson, Columbia
7. Wanda Jackson, Columbia
8. Wanda Jackson, Columbia
9. Wanda Jackson, Columbia
10. Wanda Jackson, Columbia

COUNTRY SINGLES—10 Years Ago—January 29, 1955
1. Wanda Jackson, Columbia
2. Wanda Jackson, Columbia
3. Wanda Jackson, Columbia
4. Wanda Jackson, Columbia
5. Wanda Jackson, Columbia
6. Wanda Jackson, Columbia
7. Wanda Jackson, Columbia
8. Wanda Jackson, Columbia
9. Wanda Jackson, Columbia
10. Wanda Jackson, Columbia

BILLBOARD, January 30, 1965
NASHVILLE SCENE

By DON LIGNON

Webb Pierce, currently in Hollywood doing television work, is set for feature roles in "Suspense Theater" and "Wagon Train."... Ken Nelson in town last week, recording singles and albums sessions on Sonny James. James is currently riding high on the charts with "You're the Only World I Know."... Bill Dennis, president of Cedarwood Publishing Company, has been named "Young Man of the Year" by the Nashville Junior Chamber of Commerce. ... Mercury Records has announced the promotion of Jerry Kennedy to sales head of the Nashville office. Kennedy, who has been assistant AD man, will continue to report to Shelby Singleton. ... Bill Allen, head of Heritage Productions, has just completed negotiations to lease a new Roan Martin master to Vee Jay. ... Jim Tllom, president of Earl Benton Music, Springfield, Mo., was in Music City last week, recording pretty Delta Rae. ... Bill Brock has just completed a successful engagement at the... Roaring up the charts! "A TIGER IN MY TANK" by Jim Nesbitt Chart #1165


Chesnut Inn, Kansas City, Mo. The date set by Brock's manager, Joe Bivins. Singer Bobby Lewis has an exclusive writers contract with Pamper Music. His first record for United Artists Records was released last week. ... Slim Williamson, head of Chart Records, was in town last week checking on his Music City office and directing the recording of Chart artist Mike Hight.

THERE'S REALLY A BILL BOARD

NORFOLK — Billboard's Jerry Pail recently notified all radio stations carrying advertising schedules for Billboard's "World of Country Music" book that a humorously real problem had come up. It seemed that many people, when ordering their copy of the special edition, were making their checks payable to Bill Board. Mr. Bill Board, et al. Jerry requested, on behalf of the publisher and the bank, that stations make it clear to the hymn fan that Billboard is a publishing company and not a fellow named Bill.

At Norfolk's WCCM, Jesse Travers passed along the humorous details of Jerry's note to the Radio Row listeners and assured them there was no such cat as Bill Board. Then came the catch! Mr. Bill S. Board phoned WCCM to say he most certainly is alive and kicking. Bill S. Board is executive director of the Virginia Chapter, Anheuser-Busch Foundation.

Reeves Pic U. S. Preem Set for March

CINCINNATI — Jamie Uys Film Company, Johannesburg, South Africa, announces that the motion picture musical, "Kimmerley Jim," starring the late Jim Reeves, will be released in the U. S. in March. The full-length color picture will be distributed by Embassy Pictures, New York. A soundtrack album containing 12 songs by Jim Reeves has been issued by RCA Victor.

The Blue Boys, who traveled the world with Reeves, have just had their first album release on RCA Victor. The al-

Sheb Wooley Busy

NASHVILLE—Sheb Wooley has been booked for several TV appearances, including the Jimmy Dean show, it was announced last week by Joe Wright, of the Wright Talent Agency. He is set for nine episodes of "Rawhide" beginning this week, and has also filmed two shows for "Death Valley Days" to be seen during February.

burn, appropriately titled "We Remember Jim," contains many of the songs Reeves made famous over the past 10 years. A single is scheduled to be released from the LP within two weeks. The Blue Boys are set for an extended tour of Texas and the Southwest in February.

It's Gotta Be His Biggest Hit Yet!

"It's Gotta Last Forever"

BILLY J KRAMER

#66085

January 30, 1965, BILLBOARD
NEWS REVIEW

Mercury’s ‘Living Bible’ A Memorable Achievement

One of the finest achievements in the history of recorded sound is Mercury Records’ 12 LP package, ‘The Living Bible.’ This features an extraordinary reading by Sir Lawrence Olivier of the New Testament, music written for ancient Hebrew sources by Sir William Walton, and conducted and directed by Enoch Light and his orchestra. The result is an album that has become a classic in its own right.

Each individual LP binder is illustrated with paintings reprinted by permission of various museums and each word spoken by Sir Lawrence Olivier. The result is a production that enable the listener to read or follow along.

The recording, sensitive readings by Sir Lawrence, and the quality of the production make this one of the most memorable achievements in the history of recorded sound.

Three years in the making in England, the ‘Living Bible’ includes excerpts from the Authorized Version, including the story of Job, the parables of Jesus, and the Psalms.

Each of the 12 LPs contains a new recording of a complete Bible story. The result is a production that has become a classic in its own right.
Mercury Adds Two Tape Recorders & Radio-Phono

BY RAY BRACK

CHICAGO—A major move into the home electronics market was announced by the Home Entertainment Division of the Mercury Record Corporation last week following Jan. 9 Division's Sales meeting here.

The division entered the low-cost tape recorder market with two portable, battery-powered units and expanded its phonograph line with the addition of a portable radio-phonograph combination.

A remap of the division's national sales regions was also announced at the meeting and three of five regional manager appointments were made public.

ELECTROHOME, LTD.

Canadian Firm Has Unparalleled U. S. Growth; Sees More Ahead

By NICK BIRIO

CHICAGO — The move to new and larger quarters here recently by International Electrohome, Inc., is just one of the outward signs that the largest Canadian-owned firm has enjoyed in the past few years.

Although figures are limited, the Canadian Consolidate estimates that Canada is currently shipping close to $5 million worth of home entertainment equipment into the U.S. and the lion's share of this is done by Electrohome.

Some of the plans of this large Canadian manufacturer of appliances, furniture and electronic equipment reveals its bullish attitude toward the U. S. market.

Color TV Booms

Robert Moore, Electrohome vice-president, says that he expects the biggest area of growth to be in color TV. Electrohome already manufactures its own hand-built, high-performance black and white TV chassis, and expects to build a high-performance color chassis by spring.

The new Electrohome line will include a full selection of 25- and 30-inch color TV models plus a single 21-inch color set. Moore notes that the firm's color chassis will be "traditionally Electrohome—not a derivative from other U. S. sets." The chassis will also be smaller than existing U. S. models, Moore said.

In addition to an expansion of its color line, Electrohome is also adding a string of portable phonographs. The move is being made to "bolster the competitive position of Electrohome dealers," Moore said.

Electrohome is not only the largest selling Canadian manufacturer in the U. S. today, it is very likely the fastest growing one as well.

In both 1961 and 1962, the firm tripled its previous year's volume and in 1963 had a 200 per cent increase. Electrohome now has some 500 franchised dealers handling its products in the 50 States and Moore says the figure will be hiked by about 20 per cent in 1965.

As an incidental piece of information, the Canadian Consol
d reports that Electrohome is the largest Canadian-owned enterprise in the 11-state area served by the Consolidate. Chicago office.

Department Stores

The Canadian-based firm sells its products through both TV dealers and music stores but plans to expand its coverage to department stores in the future.

Of the five Canadian firms now selling in the U.S., Electrohome is the only one with independent advertising and service facilities here.

Some dealers, which are three times the size of the former location, give an idea of what's ahead. The Electrohome U. S. nerve-center is a large 22,000-square-foot combination warehouse-office-showroom fa
cility in suburban Elk Grove.

Confidence in U. S. Market

The showrooms alone take up 1,800 square feet and show virtually every one of the firm's phonograph, TV and radio mod
els. Cost is about $250,000, "an indication," Moore points out, "of the confidence Electrohome has in its U. S. expansion program."

Electrohome's U. S. story starts back in 1958, when Earl Campbell, a Washington, D.C. phonograph dealer saw some of the firm's equipment in Canada. He wrote for information and found that Electrohome didn't sell across the border. After a con
ciderable correspondence between the two, Campbell and Electrohome decided to take a chance with each other. The result was Electrohome.

Electrohome is in charge of the 60 sets were shipped to Wash
ington, and Campbell proceeded to introduce them to his cus
tomers. Acceptance was encouraging enough for him to reorder and for Electrohome to re-tip.

To make a long story short, (Continued on page 45)

NEW PRODUCTS

Delmonico Adds 4 New Portables

Electrohome's entire stereo hi-fi and TV line is on display in the firm's new Elk Grove, Ill., showrooms.

A 300 PER CENT INCREASE in space in two years—that's the major evidence of Electrohome's success in the U. S. Standing in front of the firm's new 22,900-square-foot building in Elk Grove, Ill., are Robert Moore, vice-president; Donald K. Owens, operations manager; Ron Marcini, midwestern sales manager; and Ted Collins, eastern sales manager.

January 30, 1965, BILLBOARD
Canadian Co. in Big U.S. Growth

Campbell reasoned that with few exceptions most American firms were afraid of this merchandise. Electrohome's history as a quality furniture manufacturer in Canada ideally suited it for this move.

Low End

As acceptance at the quality level came, Electrohome saw the need for expanding to lower priced items. Still, however, Electrohome's line is not what you would call bargain merchandise.

Consoles start at $279 and go up to $2,000 for a de luxe telephone-A.M.-F.M.-F.M. multiplex tape deck unit with 250 watts of power. TV's start at $169.95 for a 19-inch portable.

Price, however, doesn't seem to be a consideration. The Electrohome image is definitely one of quality. Its electronic parts are virtually in the component parts class and its cabinetry reflects the firm's reputation as one of Canada's most prestigious furniture makers.

By all present indications, the Electrohome move into the U.S. market should be an even faster moving one in the future.
POOR NIGHT'S WORK AT LAUNDROMAT

MANCHESTER, N. H. — During a burglary spree at six laundromats here on the weekend, thieves not only stole the money-changers at the establishments but grabbed the cash from other vending machines on the premises. The other machines were soft drink vendors. However, slightly more than $30 was stolen from all the break-ins — the poor night's pay for such a hazardous occupation.

PHOTOGRAPHER

J. SCHOENBACH
Distributor for
Oak Manufacturing Co., Inc.
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BROOKLYN 16, N. Y.
President 2-2900
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Please rush replacement parts, contact paper, perchlorate, and other Northeastern super duties.

F. HUTCHINSON & SON
Member National Vending Machine Distributors, Inc.
4111 E. 79th St., Kansas City 37, Mo.
We handle complete line of machines, parts & supplies

Parke and H. B. Hutchinson, Jr., at their Vociferous Trade均匀;

Trade on Toes in Southeast; Headed for Another Good Year

By RAY BRACK

ATLANTA — Bulk vending businesses here in the great Southeast, where economic in- dustry points to steady increasing prosperity, are widening new equipment, aggressive location sales and extensive use of sponsor- ship programs in what promises to be a solid profit year.

"Operators are on their toes here," observed H. B. Hutchinson, Jr., of System Distributing distributor here. And, since any and every consumer of the vender is a potential, the activity is evidenced in three areas.

First, new regional businesses, he said, area operators are showing great initiative. "Many companies are changing their operators. And during the year the manufacturers are getting to be delivering many new vender models featuring finer appearance, better display design and improved mechanisms."

On the subject of locations, another area in which regional businessmen evidence a progressive spirit, Hutchinson said: "There are few big food market chains and discount stores that have not been sold in this area. This is in addition to the more traditional chains.

Sponsorship, Hutchinson said, is also recognized by the trade as having great worth in expanding routes.

Two sponsorship programs are in operation in the region. One is the Retardeds Children's product which channels a percent age of the gross from certain machines to Local and national agencies. Each machine is clearly identified as located under the program.

The second program, a product a year ago, benefits the American Council of the Blind. Under the franchise, a fee is added to the retail price of gum purchased from a major manufacturer. The manufacturer turns over the franchise fee to the ACB na- tion and State agencies.

All gum vended under the program is imprinted with the initials "ACB" and each machine is similarly identified. The program is handled by Blind Spon- sored Enterprises in Atlanta.

"There is no doubt that these sponsorship programs are valuable in acquiring new locations — but the operator must go after the right type locations. These are," Hutchinson said, "office buildings, industrial plants, nice restaurants and motels."

The local chapters of agencies benefiting from sponsorship programs can be of help in selling these locations. Hutchinson said, and he would like to see more.

Little in the way of threatening legisla- tion looms in the region and Hutchinson said, except in isolated local in- stances. Some small towns, for example, impose an across-the-board vending machine tax — sometimes as much as $5 per -machine — on 1-cent peanut vendors along with 5-cent food machines.

H. B. HUTCHINSON, JR.: Trade on the aggres-

Penny King Re-Mixes Mix; Adds New Charms to Line

PITTSBURGH — Penny King has added three new items to its list of "aned Chars" and has given a face-lifting to its old-line "Blue Chip" nickel cap- sule mix.

The new feature items are:

Smith-Regal Clicks With Shrink Pack

CHARLESTON, S. C. — A plastic heat-shrink process for dressing up charm display fronts is reaping plus sales for Lee Smith and Thompson of Smith-Regal here.

The idea was to give an electric heater device which accommodates to the front, shrinks the plastic film around the charms (even those with "hot" heat), leaving them permanently upright and glisten-

According to Smith, the fronts are more such durable in the field after the heat-shrink pro-

NAMA Skeds Spring Meets

CHICAGO — Eleven Satur- day management conferences in the annual meetings of nine NAMA State Councils have been arranged, reported NAMA President Richard Howard last week.

Special emphasis in the spring meetings will be laid on management efficiency for the medium-size and small oper- ator," Howard said.

The schedule:

March 20, Hartford, Conn.: March 27, Minneapolis; April 3, Atlanta; April 10, Baltimore; April 24, Portland, Ore.; May 1, Oklahoma City; May 8, Chi-

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Jack Schoenbach Calls It Quits; Hands Over Reins to Son-in-Law

By AARON STEINFIELD

BROOKLYN—After 38 years in the vending business, Jack Schoenbach, Brooklyn distributor, has decided to call it quits. Schoenbach, who will soon be 69, is turning the reins over to his son-in-law, Irwin Nable.

The dean of the New York area distributors will devote most of his time to the arts—completing his philosophy course at the Brooklyn Jewish Center, enrolling in a painting course, and keeping up with his classical music studies.

Schoenbach's career in bulk vending began in 1918 when he operated peanut machines while a civil engineering student at New York's Cooper Union.

Good Old Days

By the time he got his degree, he had some 200 nut machines on location and was earning a pretty fair living. Profits were pretty good then—it cost 60 cents to fill a globe with nuts with each empty yielding about $7.

When Schoenbach got his degree—with an interruption for World War I naval officer candidate service—he decided to check civil engineering and make a career of bulk vending.

Concentrating on prime locations and building the operation slowly, Schoenbach had 1,800 nut machines in New York by 1930. He was the first New York operator to use pistachio nuts.

Sells Route

In 1940, Schoenbach sold his route to the Advance Company, a bulk machine manufacturer. He kept adding lists and currently represents Oak, Hatton, Vending, Inc., and various charm manufacturers.

Schoenbach is a member of the National Vendors Association, the National Coin Machine Distributors Association, the New York Bulk Vending Association and the Jewish War Veterans. He is also active in the United Jewish Appeal.

Irwin Nable, who takes over the management of the firm this week, is no stranger to the industry. He has been with Schoenbach for 15 years and has been general manager for the last decade.

Nable plans to continue with the policies of his father-in-law, but he intends to step up assistance given operators in point-of-purchase materials.

The new head of the Schoenbach Company has two boys, 14 and 10, and is youthful-minded. He's active in the Boy Scout movement, is a former Scoutmaster, serves on the Meadow (L.I.) Boy Scout Committee, and is a member of the Jewish Council on Scouting.

Nable is a graduate of the University of Wisconsin where he attended the college of agriculture.

Penny King Pushes Rings

PIITTSBURGH—A big promotion on rings is being launched by Penny King and Company here. Over 30 different series priced from $3 per 1,000 are being shown. All are packed in plastic bags and come with free foam machine display fronts.

Vacuum plated jewel rings featuring such stones as moon fire, diamond, pearl and sweet-heart are $3.40 per bag of 500. A color-plated ring mix comes at $2.49 per bag of 500. At $3 per 1,000 (equivalent quantities of 5,000 or more) are such ring series as head and space rings, cowboy and Indian rings, "Kings-

in-rings," friendship rings, wedding bands for "His" and "Hers."

Among the higher-priced items are Warner Brothers' Tarzan and Tom and Jerry fiker rings at $15.50 per 1,000 and compass rings at $15 per 1,000.

VICTOR'S NEW TOPPER "6G" $1550

Now Vends Capsules

The most durable and fast-moving capsule machine on the market. Attractive at $19.95. Vends 1¢, 5¢, 10¢, 25¢, 50¢ and $1.00 totally automatic. Denominations, colors, sizes and styles free. Mixes of any size can be vended. Easy to install, new, attractive styrene display front.

NEW VENDING THIEF GETS HELP

SAN ANTONIO—Police were told that the manager of a terminal market here unknowingly helped a woman steal three vending machines valued at $70.

L. C. Adams, owner of the Adams Vending Machine Company, told officers he went to the Produce Terminal Market where the machines had been in the lobby. He said the manager told him a woman came to the market and asked for the machine last month. He said the manager told him he helped the woman and now had manager of the vending machine company, lead the machines into her car.

Memphis Cig. Sales Zoom

MEMPHIS—Sales of cigarettes, which were lagging considerably during the summer, made a big comeback in the last quarter. City Commissioner James W. Moore praised the city sales. The city has a 1-cent-per-pack tax on cigarettes.

Moore said collections were lagging by more than $20,000 for the city as late as Sept. 1 but sales took a sudden spurt in the latter months.

Collections for 1964 were $618,661, meaning total sales were $651,866,100. Collections for 1963 were $651,848 less, than $1,000 more.

Moore said he believed 1965 would produce considerably more tax than in 1963 and 1964.
The Changing Location--A Challenge

SITES: A STUDY

New York City Businessmen
Take Urban Renewal in Stride

NEW YORK—The popular conception that urban renewal is bad for the operator of coin machines isn't swallowed by all New York operators. While it is true that neighborhood bars disappear when tenement buildings are torn down, too often the operator fails to contact the developer to find out what kinds of locations might be rented in the new modern buildings constructed. Accordingly, new locations are frequently overlooked while the operator becomes a shrinking market, for locations are concerned.

The population explosion as viewed by many businessmen can only lead to more locations. Coin machine business opportunities will grow in proportion to the mushrooming population. Progressive coinmen believe, but the new locations must be aggressively sought, sold, serviced and kept sold. Our growing population means more adults, young adults, teens-agers and elderly folk with leisure time, and energetic coin machine businessmen will lure these groups to the phone and game sites for amusement.

Adult purchases of phonograph albums represents a great share of the record market which has grown from $48 million in 1940 to $521 million in 1960 and will reach an estimated $800 million by 1966. Don't these people also want to hear music when they go out? "For an evening" as well as to listen to music when they are home? Don't restaurants, small clubs, taverns and cocktail lounges still provide good locations for juke boxes? Many businessmen are finding that they do.

Thousands of expanding college campuses are gaining the notice of alert operators as potential markets for automatic amusements.

And while babies are not yet prospects to play a juke box or an amusement game, operators are overlooking another part of the population, the elderly and retired people. More and more facilities are being built for them, from apartments in cities to housing developments in suburban areas, in the country, near beaches and in all kinds of climates. Recreation facilities are usually found very close to such housing facilities; are often

(Continued on page 58)

Manufacturer Eyes New Location Sites

By RAY BRACK

CHICAGO—In relation to the recent complaint from amusement game businessmen about a static location situation, the observations of Chicago Coin President Samuel Wolberg in a recent Billboard interview carry much significance.

In addition to issuing an industry-arousing proposal for trade co-operation in the legislative field (Billboard, Dec. 26), the veteran manufacturer and consultant operator spoke at length on what he termed, "Diversification of locations for coin-operated amusement machines."

Historically Speaking

Looking at the business historically, Wolberg declared, (Continued on page 59)

January 30, 1965, BILLBOARD

EDITORIAL

Sites--A Problem

Tell the average operator that the tavern is the most popular location for coin-operated equipment, and he's apt to shrug and say, "so what else is new?" Tell the same operator that he's slowly losing tavern locations because of such things as urban development and population swing to the suburbs, and he's equally blase—he's known this for years.

But ask him what if anything he or anyone else has done about this, and you're apt to get some blank stares. Just about everybody knows that the number of tavern locations is decreasing, but hardly anybody has given much thought to what operators should do to find replacements.

Hardly anybody, that is, except perhaps a handful of manufacturers—a handful of distributors who have talked about it with operators—and a handful or maybe more of operators who have actually gone out, researched the problem and come up with some answers.

In this issue, Billboard presents a study of the entire subject of location diversification. Just what is urban renewal? How much has it affected business in such prime markets as Chicago and New York? And how about the actual location? Besides the traditional tavern, where can the operator go to find new customers? One of the industry's Thinking Men is Samuel Wolberg, head of Chicago Dynamic Industries, producer of the Chicago Coin Line of amusement game equipment. His thoughts on the subject are revealing. So are those of other industry leaders, to be revealed in subsequent issues.

The problem of getting new locations is one of the most important in the business today. Here's the first of a two-part series examining that problem in depth.

AFTER: This aerial photograph shows Lincoln Center under construction, the old operating sites apparently lost. What the photo doesn't show, however, are the hundreds of new potential operating locations attracted to the vicinity by the redevelopment project.
ATE Show Draws 65 Firms

By FRED CHANDLER
LONDON—The 21st Amusement Trades Exhibition opened here this week for a three-day run, Jan. 26-28. The biggest show in the business, it once again opens with jockeying for space allowances. Many of the larger coin companies with multiple stands will cost the smaller firms, evoking some angry murmurs.

Organizer Jack Singleton told MAR-MATIC SALES
Stands 64–65–66–67
Amusement Trades Exhibition
PRESENT FOR THEIR FIRST WORLD’S PREMIERE
KEENEY
SUPER BLUE SPOT
The Most Advanced Electric Upright Designed
JENNINGS
LUCY-LADY
5 Jackpot chances
100 surprise awards
25 reel stop
GOLF BALL BONUS
Bonus Payoff of 11 for Lighting 9 Holes
CHALLENGER CONSUL
Manual play electric payoffs
MILLS BELL-O-MATIC
MILLS MIDAS
A completely NEW conception in Amusement Payoff Machines and the British made NEW Front Opening Machines.

MAR-MATIC SALES LTD.
31-35 Kirby Street
Hotton Garden
London, E.C. 1, England
Telephones: HOLLs 6016–6017

me that little could be done to rectify matters with the show in its present state, although he has extended the space areas this year by taking space on the third floor of the Royal Horticultural Hall. Some interesting statements are to be made shortly regarding developmenents and venues for future shows.

Although the number of exhibitors is not up on last year’s show, 65 companies are attending, and great anticipation from overseas is expected, with steps being taken to provide maximum information for foreign visitors.

Quick-Change Machines
Coinmen have been concentrating on the new law limiting payouts. Due for enforcement here in October next, the law has led to redesigned machines by some companies, enabling quick change of mechanisms to conform to the new legislation.

Ruffler and Walker will be showing one such machine, the Sega Royal, which at present has two and four payouts plus special awards. Conversion is simple and quick to limit payouts to the equivalent of 70 cents later this year.

On their large 10-section stand also will be the latest Rock-Ola machine, the elaborate Princess Royal, featuring 100 selections of 3½ and 45 r.p.m., LP and EP, mono and stereo discs. Wall controls also are available.

Rock-Ola’s specialized attraction panels for their line of fruit machines include displays of the House of Commons, for political club locations, 19th Hole, for golf clubs, and a Legionnaire, for British Legion and similar societies.

In one of the third-floor Floral Rooms will be Symply, Ltd., who recently opened new Scottish showrooms at Edinburgh, and have appointed Scottish agents for the Jennings and Kiskey machines. They will be introducing the Bergman S 100 Luxus juke box with 100 selections and pay slots for 7, 14 and 28 cents.

Jupiter Juke Phonographic Equipment, Ltd., is another firm with one of the larger stands. They have secured eight areas, providing them with a most convenient island site. Highlight will be the TO ‘ADVANCE HUMANITY’

Germany to Conduct Continent’s First Trade Show This Fall

By OMER ANDERSON
HAMBURG — West Germany’s coin machine trade plans a major step this year toward establishing coin machines as a major and separate German Industry by holding this country’s first coin machine exhibition here in the early autumn. The place will be the Hall of Nations in the city’s horticultural park.

The exhibition will be confined to coin machines, and exhibitors will be restricted to members of German coin machine trade organizations. The exhibition will be a trade fair intended to promote the interests of the exhibitors as a whole, and to upgrade the prestige of the German coin machine trade with the public.

A floor-standing has been deliberately chosen to accent the aesthetic aspects of coin machine manufacture, distribution and operation. The theme of the showing will state that coin machines help advance harmony by providing wholesome relaxation and constructive amusement.

Participating firms have opted to prescribe competition and rivalry. Rather, exhibiting firms will seek to emphasize their togetherness in catering to the wholesome enjoyment of the abundant leisure resulting in automation.

The theme of Nazi’s floral backdrop will provide the “gracious living” theme of the exhibition. All stands will have a uniform appearance, this to curb competition. Hamburg’s port has provided the stimulus for the fair’s slogan: “We’re All in the Same Boat—So Let’s Pull Together.”

Sponsors of the fair are seeking to provide an atmosphere of “subdued elegance,” an atmosphere which will equate coin machines with “well-bred enjoyment of the fruits of modern society.”

Principal significance of the fair is that it, in fact, marks the achievement of a notable degree of trade harmony and unity.

(Continued on page 39)

By Jove! they’ll be stomping at the Savoy... in London, of course,

Visit

FLORAL ROOM ‘B’

where SYMPLAY presents

THE NEW LOOK in MUSIC BOXES
SYMPHONIE STEREO
$100—LUXUS
—A feature of our display is the debut of “THE SUPER 80”

SYMPHONY
Jennings Fruit Machines—Keeney Uprights

SYMPLOY (Scotland) Distributors for

COIN-OPERATED ENTERTAINMENT

18-19 BELLEVUE ROAD
WANDSWORTH COMMON
LONDON S.W. 17
Phone: DAV. 8402
(Continued on page 39)

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BILBOARD, January 30, 1965
W. German Ops See 1965 Best Year Ever

By OMER ANDERSON

COLOGNE—West German operators look for 1965 to be the German trade's best year yet, and the first weeks of January have fulfilled this prognosis.

Collections across Germany have been substantially higher in the first part of January than for the same period in any year since the war.

Karl-Meil Goldschmidt, an operator in Munich, says the German trade conscience:

"Record Prosperity"

"This is going to be our biggest year yet. The country is having record prosperity, and there is more interest in phonographs and games than ever before—mainly because people have more leisure and more money. It's going to be a terrific year."

New Trade Association Planned for Upper N. Y.

TUPPER LAKE, N. Y.—Adirondack Mountain area operators have taken the first step in the organization of a regional coin machine business association.

Jack LaHarte, Saranac Lake, and Duke Huntington, Lake Placid, last week summoned operator colleagues to this resort area to discuss national and local legislative problems, and the discussion led to tentative plans for a regional trade association.

Invited to the meeting was Mrs. Millie McCarthy, president of the New York State Operators Guild, who discussed prospects for the introduction into the New York State Legislature of an amusement machine licensing bill. Such a bill was passed last year but vetoed by Governor Rockefeller.

Mrs. McCarthy also explained how the State Liquor Authority alterations bill affects coin machine placements, commented on the latest federal attempt to remove the performance royalty payment exemption granted to juke boxes. The bill has been introduced by Rep. Emanual Celler (D., N. Y.) in the current session of Congress.

The proposed Adirondack Regional Operator's Guild would be organized within the framework of the State organization. LaHarte said notices of an organizational meeting will be sent to operators shortly.

Among the operators present were Tom O'day, Lake Placid; Lyman Lawrence and Frank Pfeffer, Watertown; Al Martin and William Hall, Malone; and Henry Geeter, Brownsville; Charles Duggan and Henry Kuehnle, Glens Falls; MR. and Mrs. Paul Broek, Whitehall, and Jack Driscoll, Aven.

Distributors represented were Bob Callin, Biletta Entertainers, Albany; Joe Hoffman and Max Dozeritz, Sheldon Sales, Buffalo; and Joe Rustick, Jack Shawerons and Joe Germaine, Rex-Bileton, Syracuse.

Curtain Begins to Fall On Italian Pin Games

ROME—Both houses of the Italian Parliament now have before them projected laws which would outlaw pinball games from use in private clubs as well as in public places from which they have been barred since 1959 despite a Council of Court decision in 1963 which held they were not gambling devices.

Although the games provided more than one billion lire ($1,600,000) in tax revenue at their height between 1956 and 1959, they came under attack from theater owners and others who felt they were depriving theatrical amusements of sources of revenue. Now that SAPAR, coin machine organization, has joined with AGIS, cinema operators' group, the primary opposition is gone after the damage has been done.

Opposition to the proposed law argues that there are still about 10,000 people employed in the industry which furnishes the games for clubs, parish houses and workmen's circles although the number of distributors has declined materially.

The new laws have been fanned by recent disclosure that "pseudo" clubs have been luring non-members to gaming rooms under cover of legitimacy for all games, including "slot" machines.

Italy's leading newspaper, Il Corriere della Sera, commenting on the proposed law, does not take a stand but asks for legislation which will be clear so that there will be no varied interpretations of the new law as there was of the old. But the newspaper seems to feel that the law will pass, because it lends its article, "The Curtain Begins to Fall on 30,000 Pinball Machines,"
it goes everywhere and it makes friends wherever it goes
Introducing

the Diplomat

a brand-new phonograph

by ROWE® AMI

THE REASON THE DIPLOMAT MAKES FRIENDS SO READILY is easily seen. Its smart, distinctive, go-everywhere styling enhances the most discriminating location. Just look at the distinctive grille panel, the dramatic full-width backlighted location panel, the attention-getting album display panel, the intriguing star-pattern color wheel.

The Diplomat gives you everything you want for increased play and profits. Big selection keys. Easy-to-read, easy-to-select titles. Room-filling, self-contained Stereo Round.* Versatile programming that lets you switch, on the spot, to 200, 160 or 100 selections. It's designed to play and play and play with a minimum of fuss and servicing, but when you want to take a look at it, access was never easier.

Here's just what you need to make better friends in your present locations, make new friends in new locations. See it. Hear it. Put it to work making friends—and profits.

*Patent pending

Rowe

AC MANUFACTURING

Troy Hills Road
Whippany, New Jersey

Copyrighted material
invites you to see (and hear)

THE BRAND-NEW
ROWE
AMI
PHONOGRAPh

it goes everywhere . . .
and it makes friends wherever it goes!

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

ROANOKE VENDING EXCHANGE, INC.
4920 W. Broad St., Richmond, Va. 625 Ohio Ave., Charleston, W. Va.
282-4221 343-0311

EUROPEAN NEWS BRIEFS

Se Habla Espanol
DUESSELDORF—"Se Habla Espanol!"
This sign is appearing in more and more German locations, as operators cater to the tens of thousands of Spanish "guest workers" imported into this country to meet the severe German labor shortage.

It is estimated that there are now around 200,000 Spaniards working in West Germany under special three-year labor contracts. They are part of a so-called "guest labor force" of around one million, including Italians, Greeks, Turks and Portuguese.

The Spaniards have become ardent coin machine patrons, and many Ruhr locations now receive the bulk of their patronage from Spanish workers in the area.

Operators, in turn, are trying to learn Spanish to encourage Spanish patronage, or are hiring Spanish-speaking personnel.

Swedish operators report that the film juke boxes are having phenomenal success in certain rural areas, cut off from all other entertainment.

W. German Ops
Continued

such sophisticated and alert operators as now dominate this country's trade. This fact is mirrored by the president of the Central Organization of German Coin Machine Operators (ZOA), Hasso Loeffler, himself the son of a pioneer German operator.

Loeffler believes that statesmanship need not be the exclusive preserve of diplomats and foreign offices but also can be practiced by businessmen. Under his leadership, German operators are being encouraged to engage in self-examination and to begin the analysis of trade problems by asking what they are doing wrong.

Loeffler currently is demanding freer and franker discussion of trade problems. He says the trade should operate on the premise it is wrong or at fault on trade issues until proved otherwise.

This enlightened attitude has buoyed the entire trade, although it has ruffled some members of the manufacturing and wholesale branches whom Loeffler has placed under scrutiny.

give...
so more will live

HEART FUND
Detroit Hikes Game, Phono License Fees

DETROIT — An across-the-board five-dollar increase in license fees for phonographs and amusement games was passed by the nine-man city council on November 24 and went into effect December 28, 1964.

In the form of an ordinance to amend Chapter 5, Articles 11 and 12 of the City Code, the new schedule of fees is as follows:

- Amusement Games
  - One to 10 pieces—$10
  - 11 to 25 pieces—$55

- Phonographs
  - One to 10 pieces—$10
  - 11 to 25 pieces—$20
  - 26 to 50 pieces—$30
  - 51 to 75 pieces—$65
  - 76 to 100 pieces—$155
  - 101 to 200 pieces—$205
  - Over 201 pieces—$300

Location owner's licenses for amusement games were raised a dollar to $8.50. Games license fees are renewable annually on July 1.

Discotheque Finds Texas

SAN ANTONIO—Seeburg's pre-packaged "instant night club" discotheque program is making its way deep into the heart of Texas with all the fanfare that normally accompanies visiting South American dignitaries in this part of the country.

B. J. Nichol, Sutherland Distributing Company, Seeburg distributor, said he expected the discotheque program to be a big business booster in food and beverage establishments and that it would "help the public get back to dancing."

"Since World War II, dancing by the general public has dwindled," Nichol said. "People still like to dance but there aren't as many places for them to go to as in the past. We're trying to remedy that," Nichol said.

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January 30, 1965, BILLBOARD

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Giant R. F. Jones Chain Debuts Diplomat Out West

SAN FRANCISCO—A series of 10 open-house showings by the sprawling chain of R. F. Jones Company distributorships is familiarizing the West Coast and Rocky Mountain coin machine business community with the new Rowe AC Diplomat phonograph and accessories.

The special showings began last week and will continue through the end of the month, according to Dean McMurdie, the firm's general sales manager.

On the 18th and 19th, showings were held in Denver, Los Angeles, Salt Lake City and here.

Sacramento operators viewed the equipment on the 22nd, 23rd and 24th and a showing in Albuquerque was scheduled for the 24th.

Shipments of the new equipment to the firm's Honolulu branch was to be completed in time for a January 24 showing also.

On Wednesday of this week

Side-Mount SCOREBOARD

NEW!

Fits ANY
Shuffleboard!

BANNER SPECIALTY COMPANY
1508 Fifth Ave., Pittsburgh, Pa.

invites you to see
(and hear)

THE BRAND-NEW
ROWE
AMI
PHONOGRAPH

it goes
everywhere...
and it makes friends wherever it goes!

FOR SALE
Lotto Fun converted to 6 for quarter,
Pennsylvania only, $200.00 each.
Send 1/2 deposit to
CUERRINI
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BUY! METAL TYPERS
Vending Aluminum IDENTIFICATION DISC
WHY!
1. LIFE-TIME INCOME
2. TROUBLE-FREE OPTION
3. ONLY 16" X 18"

FANDOR & HARVARD METAL TYPERS, INC.
1318 N. WESTERN AVE.
CHICAGO 22, ILL. EV 4-9120

Choreography

Jones Shows Diplomat To Los Angeles Trade

DEAN McMURDIE: Diplomat Doings

(27), the Seattle trade was to be given opportunity to examine the new equipment at the firm's headquarters.

Exhibits in San Diego and Casper, Wyo., were slated for next Sunday (31).

Central Sales Occupies New Headquarters

HOUSTON—George Jamal's Central Sales Company here ac-

quired itself to new offices just in time for the open house

showing of the new Rowe AC Diplomat phonograph on Jan-

uary 24.

Formerly located at 2104 Lee-

land Avenue, Central moved at

the first of the year to larger

facilities at 91 Dennis Street.

The new building affords some

10,000 sq. ft. of floor space.

General manager of the firm

is Earl Chaten.

CHUCK KLEIN, left, manager of

the Los Angeles branch of R. F. Jones Company, checks a model

of the Rowe-AMI Diplomat with

Lou Zelden, of Lou-Jack Music

Company, at the threeday show-

ing of the new phonograph.

BILL GRAY, R. F. JONES COMPANY, explains the functions of the new

Rowe-AMI Diplomat phonograph, to Bill Curry, Master Music; Ken

Rawlin, communications division manager Radio Products Sales, Inc.,

and Richard Dentt of Canteen Music Service, San Diego. Looking on is

Don Edwards, a member of the Jones sales staff.

Canteen Sells Finance Firm

CHICAGO—Automatic Canteen Company of America has

sold Hushman Factors Corporation, a subsidiary, to the

First National City Bank, New

York, for cash in excess of

$12,000,000.

Patrick L. O'Malley, Canteen

president, said the sale would make available to Canteen addi-
tional funds for use in expanding operations, particularly in

the manual food and vending

fields.

It would also place Canteen

in a stronger position to capital-

ize on the many business oppor-
tunities available to it, O'Malley

said.

Hushman, acquired by Canteen in 1961, is an old-line fac-
toring firm which specialized in the purchase of accounts receiv-
able that are collected without recourse to the seller.

In 1958 Hushman expanded its activities to include the com-

mercial financing of accounts receivable, industrial time sales

and equipment financing.

BILBOARD, January 30, 1965
Rowe-AMI Unveiled By Atlas in Chicago

EDDIE GINSBURG, ATLAS HEAD (second from right), entertains Mr. and Mrs. Gene Breakstone and Mr. and Mrs. Pete Scharelli during Atlas' day-long unveiling of the new Rowe-AMI Diplomat in Chicago's plush Sheraton-Blackstone Hotel Sunday (17).

LINING UP FOR REFRESHMENTS: Norm Goldstein, Mr. and Mrs. Dwayne Kramer, and in the rear of the line, Mike Blumberg with a couple of guests from Indiana.

SOME GOOD FOOD AND GOOD CONVERSATION is enjoyed by Mr. and Mrs. Ed McCarthy, Mr. and Mrs. Sam Greenberg, Mr. and Mrs. Bernie Rosenfield and Ed Holstein.

ATLAS' FRANK OGLE AND JOHN HAVRILLA (standing in rear) check to see if everybody is having a good time.

January 30, 1965, BILLBOARD

Rowe Contest Winners Feted In Puerto Rico

SAN JUAN, Puerto Rico.—Rowe-AMI distributor contest winners in the phonograph and vending divisions were hosted to a week-long holiday here after the manufacturer's Hollywood, Fla., sales meet.

Tops in phonograph was Sparks Specialty Company, Columbus, S. C. Santone Sales Company, San Antonio, Tex., copied the vending honors.

Guests of Jack Harper, Rowe AC president, and marketing Vice-President Fred Pollak were Mr. and Mrs. D. H. Fisher, Sparks Specialty Company; John Rowell, of Sparks' Atlanta branch; Mr. and Mrs. John Hickman, Sparks' regional sales representative, Shalmette, La.; Mr. and Mrs. Louis Jamail, Santone Sales, and Mr. and Mrs. Bob Edinger, Santone regional manager, Houston, Tex.

SANTONE SALES COMPANY
121 NAVARRO ST., SAN ANTONIO 5, TEXAS
PHONE: (512) CA 7-5181
invites you to see (and hear)

THE BRAND-NEW ROWE AMI PHONOGRAPH
it goes everywhere...
and it makes friends wherever it goes!

J. H. LYNCH COMPANY, INC.
1601 SOUTH GAYSOO, NEW ORLEANS, LA.
PHONE NO. (AREA CODE 504) 866-9657
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THE BRAND-NEW ROWE AMI PHONOGRAPH
it goes everywhere...
and it makes friends wherever it goes!
SITES: A STUDY
New York City Businessmen Take Urban Renewal in Stride

* Continued from page 49

a part of them and provided by the building developers. Juice boxes and amusement games are a welcome part of the facilities and do make money in many locations where equipment has been placed.

**Varied Opportunities**

When a neighborhood tenure comes down, a couple of corner bars disappear. Here in New York, tenements are often replaced by apartment buildings of 15 to 20 stories or more. Background music is beginning to be par for the course in most apartment buildings with music in the elevators, lounges, and halls. Some operators have gotten background music systems into such buildings and, for a monthly or annual fee, change the music selections. Some city operators have piped the same music into a supermarket, a bank, a hairdressing salon and a greeting card-novelties store — all located in the same building, and sold weekly contracts to each location. Operators thus can earn considerable income from a new method of providing music. In this same apartment building, there is often a sandwich shop, a restaurant and a cocktail lounge, sometimes only one of these, sometimes all three located in one building. They still are locations for juke boxes. One operator, realizing that rents are higher in the new buildings for such locations, saves the location valuable floor space by utilizing an "amusement" phonograph mechanism under the counter. An operator could get a high income of $25 weekly, but gets twice as much income as he would get with just a jukebox in the kiosk because he has installed wall boxes in the booths and two boxes at the counter itself.

This operator got his "hideaway" unit from a machine whose cabinet had been badly damaged in a dinner fire. The mechanism was still in good condition, so the operator placed it in a cabinet and installed it and has himself a prime location.

**Decline of Bars**

While the number of bars has dropped, not all those that have closed are reported a juke box or amusement machine. The number of places in Manhattan authorized to sell liquor declined from a high of 3,789 in 1931 to a current low of 2,863. This is a drop of 924 but spread over the 12 years involved, it means that only 77 licensed establishments were eliminated per year. Spread over the number of operators in the area and the number of new locations these operators secured, the loss of the bars is not as important as some operators would tell you.

In one specific area of Manhattan, Lincoln Center for the Performing Arts now occupies an area that once had 17 bars. Attracted to the neighborhood since the area complex was started are restaurants, stores and other facilities that have juke boxes and vending machines to serve neighborhood residents and transient visitors.

New Vista Open

Many operators, long loyal into thinking that the neighborhood bar and grill was their only source of livelihood, have found that there are many new opportunities available to them. Merchandising music, for instance, is one location as an adjunct to helping the location merchandise its food and drink. For instance, a restaurant, falls on receptive ears the jukebox which is placed in a small room at the location owner how people are inclined to enjoy themselves more, drink more and return sooner, if the atmosphere is not conducive to relaxation. The operator can sell the location owner, in many cases, with such an approach — if he makes the effort!

Distributors and manufacturers have information and even trained people to help sell new locations, amusement operators have yet to ask their distributor, "What can you do to help me get a location to get my eye on?"

**Operators Optimistic**

The opinion expressed by many operators is that business is good and that it could probably be better if the area really went after new locations. Some were surprised when statistics were quoted to them from Billboard's annual Music Machine Report. It showed that for the first time in 10 years, the number of music machines in operation is on the increase — up to about 470,000 in 1963, the previous year. They were also somewhat surprised to learn that, in the country as a whole, music machines in taverns and bars were on the increase, with 60.1 per cent so located in 1963 as against 58.4 per cent in 1962.

Many operators are seeking those soda shops and teen-age locations as the Billboard survey showed, are the locations of the machines in such locations as compared to 1962. In 1962, 41 per cent of all machines were in these locations. In 1963, the figure rose to 47 per cent.

Record Purchases Barometer

Operators buy records for their machines as part of the cost of doing business. But now they are buying more music than buying records. They are programing locations more and more, use of stereo records is on the increase because more juke boxes can now play stereo.

Billboard's Music Machine Survey showed that operators bought $120,000,000 worth in 1963, an increase of some 10,000,000 over the 1962 figure of 50,000,000. The increase is due to the use of stereo records which are now in use and stops increase, as more customers use such facilities. These new and enlarged facilities range from restaurants, bars, soda fountains and teen locations, bowling alleys, lunch counters in "five and dime" stores, bowling areas, and in other places where people congregate.

**New Marvel Scoreboard**

CHICAGO — Marvel Manufacturing Company has just introduced a new side-mount scoreboard designed to operate with any shuffleboard game. Of Formica construction, the unit may be used for one single play or may be adapted to 10-cent two-play by means of a quick plug switcher.

Marvel Scoreboard

Carnival! — All-weather light flashes on the end of each game and a built-in light control switch turns off the fluorescent lights at that time.

The new product comes equipped with a 150-watt capacitor box, chrome stands and scoring buttons for each end of the shuffleboard. It scores 15 through 21 points.

BILBOARD, January 30, 1965
London ATE Show Draws 65 Firms

Jupiter Jake Box, the model which aroused great interest at the recent Blackpool show, has 56 and VN-selection versions. The Maximova Bell and Money-Honey fruit machines which may change will also be seen.

N-Matic Sales—sole concessionaire for the Jennings company and Mills Bell-O-Matic in the United Kingdom—will have a specialty designed stand to give the utmost impact to various machines on show. Their display includes an advanced version of the former popular Blue Spot. The Keesey Super Blue Spot, making its world debut, accommodates 35 cents, 28 cents, 14 cents and 7 cents, and has four coin boxes, one for each denomination, to facilitate counting.

A credit meter registers the amount of plays due on insertion of a coin and subtracts as plays are made. Change or refunds can be taken at any time, but multiples of 100 are paid by a gold token exchangeable for money. Meters are provided which register the collections in and out of "total play."

In the Jennings range, several new machines will be introduced, including Lucky Lady, giving five jackpot chances and 180 surprise awards; Golf Ball Bonanza, a light-up with a special bonus payout of 11 for completing nine holes, and the Challenger Quiz which is mechanistically played and has an electrical device for pay-outs.

Also on this stand the Mills Bell-O-Matic machines will be shown for the first time since the British company was formed. Over 25 years' manufacturing experience goes into the construction of these machines. An entirely new construction in conception is used for the Mills Midas, receiving its world premiere here. Several other new models will also be shown, including a front-opening unit.

New Seeburg Model

Along the way from the Horncardinal Hall, Seeburg, Ltd., who used its own offices last year, has taken space in the Mostyn Hotel. They will be showing the new Mustang phonograph which recently made its debut in the United States. Details will be available after the European premiere of the unit in Zurich. (Editor's note: Billboard's Andre de Vekey will report on that event.)

New to the show will be German manufacturer Lowen-Auto- mated of Bingen, the only overseas maker to take space. Last year they were unable to make the show because of premium on space and exhibited at a nearby hotel.

London ATE Show Draws 65 Firms

Continued from page 50

January 30, 1965, BILLBOARD

SOUTHERN AUTOMATIC MUSIC CO.
735 S. Brook Street, Louisville 2, Ky.
Phone: (502) 585-5094

invites you to see (and hear)

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THE BRAND-NEW ROWE AMI PHONOGRAPH
go everywhere...
and it makes friends wherever it goes!

Continued from page 49

"Always in the past there were a variety of locations for coin-operated amusement games. This situation, of course, brought a large group of distributors and operators into the business. The types of locations fundamental to the prosperity of the industry have changed considerably. In the past there were taverns, drugstores, arcades, hotel lobbies and other similar establishments. However, over the past 10 to 15 years, most of the locations for coin-operated games have dropped by the wayside, with the exception of the taverns," he asserted. "The taverns are now the most principal location for coin-operated amusement equipment. "If the history of the Bill- board research department support Wolberg's tavern-trend opinion (see adjacent story), TV Impact "Since the advent of television and its great increase in popularity," he added, "the number of patrons that the taverns are dropping off yearly."

This conclusion, as Wolberg sees it, is this: The operator is confronted with the task of cultivating new sites and retaining those which remain in spite of neglect. Regarding this challenge, Wolberg appeared to have several specific suggestions.

"I have observed that minimum attempt is being made to develop new sets of amusement locations, be said, "The following are some of the locations which could be more fully developed around the country: drugstores, candy stores, food markets, arcades, hotel lobbies, service stations, toll road service plazas, highway overpasses, and small-type billboard parking lots (see Billboard, Nov. 21). Bus, rail and air stores, large grocery chains, terminals, discount department shopping centers, neighborhood variety stores and motels."

In short, he concluded, the possibilities are still available, and new locations are limited only by the individual imagination.

Germany Sets Trade Show

Continued from page 59

Heretofore, Germany's coin machine trade fair has been regarded as an appendage of the industrial fair at Hanover and the Frankfurt spring and autumn trade fairs.

Efforts to stage a coin machine trade fair centred on the idea of developing an exhibition within the trade and industry.

The present agreement is a reflection of the fact that the German trade is now agreed that it must project a wholesome world—or at least a dominant Continental—image or decision-making organization.

The turning point has come with the European Common Market, which in theory will provide Germany with stronger sales base from which to challenge U.S. product in the world market. To carry off this challenge, however, the Germans need a large and common market, and the capability of the German trade to do this is still in doubt.

The decision to stage the Hamburg coin machine trade fair has been the result of the stocktaking now in progress. It will be Europe's largest coin machine trade fair—and Europe's only trade fair.

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735 S. Brook Street, Louisville 2, Ky.
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THE BRAND-NEW ROWE AMI PHONOGRAPH
go everywhere...
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Bally Delivering Bullfight With Rotary Target Selector

CHICAGO—Bally Manufacturing Company last week announced delivery of a new single-player, flipper-style pinball game designated Bullfight. According to the firm's president, Bill O'Donnell, the new product's most outstanding new feature is a "rotary target selector...that does more tricks on the playfield than any skill feature in recent years."

The function of the "selector," he explained, is to light up high-scoring targets. And if the player is skilled enough to advance the selector to the so-called "star position," all the high-scoring targets are lighted simultaneously.

Player May Hold
"Every advance of the selector chalks up another 30 points for the player," O'Donnell said. "But if the player prefers, he may attempt to hold the selector motionless at a favorable spot. And as much or more skill is required to hold the selector as in scoring an advance."

Rotary selector advantages netted during a game are retained on the playfield when the game ends, the executive pointed out, creating a strong repeat play stimulus.

"Who's going to walk away when he can start a game with the "big ball" gate open?" O'Donnell asked rhetorically.

Advance Invites Ops to Dance

ST. LOUIS—Coin machine businessmen and their families from throughout the region attended a whisky s-g-o party at Advance Distributing Company here, guests of owner Charles Kagen, over the past weekend (13-24).

The occasion was the premiere of the new Rowe AC Diplomat phonograph and accessories.

Experts were on hand to demonstrate the fine points of all the new youthful dances, i.e., the Fug, Monkey, Jerk and so on.

FOR SALE

All Machines Ready For Location
Bally Spider -- $5
Gillipie Flapper Queen -- $15
W. T. Mini Gun -- $10
Sebring B -- $7
Sebring C -- $6
Sebring 220 -- $12
AMI Continental 1, 200 set -- $35
AMI H.S. -- $25
AMI XIRU -- $40
Wurlitzer 2000 -- $40
Wurlitzer 2000 -- $40
Wurlitzer 2004 -- $25
Wurlitzer 2008 -- $10
8 Col. Snob Candy -- $2

Call, Write or Cable.

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HIGH NOTE

THE INTRODUCTION OF THE WURLITZER 2900 WAS A HIGH NOTE IN WURLITZER HISTORY. MUSIC OPERATORS HAILED IT THE GREATEST AUTOMATIC ENTERTAINER OF ALL TIME. IT IS FAST PROVING THE GREATEST EARNER, TOO. SEE IT AT YOUR WURLITZER DISTRIBUTOR AND YOU'LL SEE WHY.

WURLITZER 2900

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
109 YEARS OF MUSICAL EXPERIENCE
Dancing ... discotheque
Chi A Go Go ... Frug ... Holly Gally ... Jerk.
The briefest chat with any operator about town three days will see the preceding expressions pop up. It's the inevitable result of the new dance emphasis introduced by two major phone manufacturers.

LIEBERMAN notes—generally favorable. But they have some reservations. These comments are typical: "I'm thinking this new thing over. It'll give it a try if I find the right location."

"After looking at all the new equipment, I'm definitely interested in the dance idea." "It's all very exciting, but like any other music innovation we must have lots of records."

"Product is the key, I want to be sure I can get records."

There's great potential in this dance idea."

"Maybe this concept will help us compete with the spinner." (NLS) We're confused with the classy Discotheque spots such as the Tel in Chicago, spinners and bars where the owner provides a cheap record player for dancing. These spots are particularly prevalent on the great South Side.

The topic is not enough to have been included on the discussion agenda at the meeting of the Chicago Recorded Music Association this Thursday at the Water Tower Inn, announces President Earl Kies. Atlas Music Company, which showed the new Rowe AC equipment to the local trade in a special hotel showing on the 17th, is now taking the show on the road through Illinois and Iowa. The trade was treated to a visit from Minneapolis' Harold Lieberman recently...

An operational target date for the two new floors of the Gottlieb Memorial Hospital is about six weeks away, reports Alvin Gottlieb. A dedication of the facilities will follow. Civic dignitaries will attend.

A wide grin creases Joe Klein's (Atlas Music) new sun tan as he announces daughter Barbara's engagement to Marty Randall. A fall wedding is planned. 
Patt Francis, five-year-old daughter of Atlas' Chuck Harper underwent minor surgery at Michael Reese Hospital recently and is now home. It's "happy birthday" to Gail Richman, daughter of Rowe AC Manufacturing president Phil Richman. Gail was eight January 20. As shown at the A.M.S. Chicago convention in New York City, the A.M.S. industry plans a new exhibition in London includes Sam Stern, top executive at Williams Electronic Manufacturing Corporation and Bally Manufacturing Company, President Bill O'Donnell.

Earlier Stern visited Zürich, where Seeburg executives Delbert W. Coleman (board chairman), J. Cameron Gordon (president), William F. Adams (executive sales vice-president) and George L. H. Gilbert (international vice-president) unveiled Seeburg Discotheque at the Spiegelsaal Hotel Theatre on January 20.

Bert B. Davidson Jr., son of the regional sales manager for the Wurlitzer Company, was recently promoted to the position of assistant to the vice-president, container and chemical specialties, for the Dewey & Almy Chemical Division of W. R. Grace & Company.

LOS ANGELES
R. C. Rolfin, Wurlitzer president, and W. N. Herleman, executive vice-president of the company, visited Clayton Ballard, the branch manager, and others on the local staff Wednesday afternoon. Lou and Claire Wolter, of Advance Automatic Sales, joined Jack and Dorothy Leonard, of the Los Angeles Advance branch, in helping the Show Folks of America celebrate at the organization's annual banquet and ball at the Fairmont Hotel in the City. Jack Leonard reports that Chicago Coin's Criss Cross Pop-Up is getting a lot of attention at the Los Angeles Advance showrooms. Jack Leonard entertained his father, Lou, who visited with him at his home in Reseda before returning to Florida by way of Chicago.

July Hurford, of Lompo; Bob Holland, Long Beach; Lee Witt, Montebello; Charles Kold, Long Beach, and Joe Daniele, Los Angeles, were among the operators dropping in advance.

Leo Sinner, who is now with the new Strove Distributing Company, made a business trip to the Venture area on Monday. Among the operators stopping off at Paul A. Laymoun, Inc., were Walt Hempo, First National Music, San Fernando; S. L. Godt, Pomona; Ken Young, Tarzana; Bill Baird, San Gabriel; Chuck Snee, Redondo Beach; W. B. McCormick, Lakewood; Jerry Drucker; Upland; Bill Bradley, Covina; Tom Henderson, El Monte; Jerry Graves, El Monte, and Lloyd Barnett, Pomona...

Inwood operator George Meule is back from a vacation spent in the Caribbean.

Bob Patton of Modesto was at the Laymun company on business. R. R. Smith Sr. is back in town after traveling the territory to see about establishing biller centers...

Harvey Kirby, who has games in the Riverside area, made one of his infrequent trips to West Pico. The Kirbys are now living in West Covina.

SAM ABBOTT

DETOIT

Marty Burke Jr., operator of Brown's Amusement, has just returned to the city after several weeks in Pinehurst, N. C. He reports that his father, Marty Burke Sr., who had the business for many years, and was one of the best-known leaders of the industry in this area, is enjoying his retirement and plans to leave in January for a few months in Florida.

Stanley Trask, operator of the Canco Vending Company, formerly located in Northwest Detroit, has moved out to Birmingham. Walter Cantly, formerly owner of the Cassidy Music Company in Lincoln Park, has sold his route to a number of different operators and moved to Dearborn.

Charles C. Rozell, who had a shuffleboard route as the Chief Amusement Company in partnership with Joseph H. Brown, is now operating the Night and Day Cleaners at the same headquarters across the New York Central Depot.

Clarence F. Coeling, who has been operating juke boxes around the territory for two decades, has moved headquarters to Troy.

Gerald Forth, partner in the C. & F. Music Company, has moved out to Renoville.

COMING SOON:
Jan. 26—Music Operators of America—manufacturers' meeting: Pick-Congress Hotel, Chicago.

Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 6:30 p.m.

Feb. 8—Omaha Coin Operators' Association meeting; Omaha, Neb.


Feb. 21—North Carolina Coin Operators' Association meeting, Charlotte, N. C.

CHICAGO

PIONEER SALES & SERVICES, INC.
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Milwaukee, Wisconsin
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the BRAND-NEW ROWE AMI PHONOGRAPH
It goes everywhere . . .

IN RESTAURANTS

AND BARS . . .

IN SNACK SHOPS

AND SERVICE CLUBS.

AND IT MAKES FRIENDS WHEREVER IT GOES

BILBOARD, January 30, 1965
Joseph Panarinfo,* the originator of Discothèque, says:

"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.

*Monsieur Joseph Panarinfo, the originator of Discothèque, est moins que rien.

albums is a big nothing."

---

Expert Programming, Exciting Multi-Channel Stereo Recordings of the most danceable tunes ever written! That's what Monsieur Panarinfo means, what Rec-O-Dance® albums offer! These are the greatest arrangements recorded exclusively for Seeburg under the direction of David Carroll. Programming includes everything from traditional dance beats to the hully-gully, the watusi and the mashed potato.

IMPORTANT NOTE: Rec-O-Dance® albums are available to Discothèque locations only, as part of Seeburg's Discothèque "package", which also includes the LP Console/480, decorations and complete promotional kit.

Call your SEEBURG Distributor for complete information... N-O-W!
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a rating on Billboard's Top LPs charts. Spotlight winners, in their respective categories are selected on the basis of their potential to become chart sellers in their respective areas.

**CLASSICAL SPOTLIGHT**

**STRAVINSKY CONDUCTS THE RACETRACK PROGRESS**

Various Artists. Columbia MCL 310 (M); MCL 310 (S)

Stravinsky conducts one of the most entertaining works in his contemporary opera. The "Pierrot" falsetto, with a flirtatious baton by M. W. A. Aidan and Dennis Kallman, was once better recorded with the concept also performing the conductor himself. This is an entirely new recording.

**CLASSICAL SPOTLIGHT**

**RIMSKY-KORSAKOV: LE COQ D'OR SUITE/STRAVINSKY: FIREBIRD SUITE**

Boston Symphony Orchestra (Kazandoff). RCA Victor LM 2723 (M); LCS 2723 (S)

Two great war ballets, well performed and excellently recorded, and sold by the market against the landmark and standard Russian suites, makes this package an assured top seller.

**POP SPOTLIGHT**

**THE FOLK ALBUM**

Trini Lopez. Reprise R 6147 (M); RS 6147 (S)

Trini Lopez, working board of music, has taught an ideal palette with recent popers. He is currently represented on both LP's, with three strong selling albums. This offering of high fidelity performed in the usual folk fashions, finds Trini often caught up in his strange tendencies with both the tune and overall LP. Included is his latest single release, "Lemon Tree."

**POP SPOTLIGHT**

**THE NAME GAME**

Shirley Ellis. Congress COL 3002 (M); $3002 (S)

Currently rating the No. 100 chart with "The Name Game," Shirley established herself as a powerful basic gospel and soul LP. "The Name Game" is a heart-orientated "Don't Let Her Go," and the fresh approach to a "alten" C. B. Rider, plus two first hits "Mississippi Mud."