W. Coast Tradesters Hot For One-Speed Industry

By ELIOT TIEGEL

HOLLYWOOD—Los Angeles recordmen are enthusiastic in
supporting a one-speed ind-
industry.

"I'm in hearty accord with the academic theory of one-
speed," remarked Randy Wood, Dot Records president. "I defi-
nitely think it would be better for all concerned if we were to
adopt the 33 speed." Wood said his company would support an
industry program of eliminating the 45 speed. "But it's an edu-
cational process which has to be accomplished," the executive
added. While admitting he never gave the prospect much
thought because he felt it could never become a reality, Wood
asserted he felt a one-speed ind-
ustry should be an industry
goal.

Mailand called two speeds "senseless." There's no need for
45, he continued. He said he
would support an industry cam-
paign against 45s, but he doubted whether anyone would
completely eliminate producing 45s at first.

He said the program would
Continued on page 10

New Repertoire Boosts Sales
For Classical; Foreign Disks Help

By MIKE CROSS

NEW YORK—The classical
record market is building on
new repertoire to boost sales.
It's being done through the
importation of foreign-made disks
which are now coming in to
dealers in the U. S. on a larger
scale than ever before.

The biggest import action is
coming from London Records
through its Special Product
Division under the aegis of Leo H.
Hofberg. London began the
import program about a year
ago, is now rolling in high gear
and is coming through this
month with a release schedule
that will see 59 new albums
hitting the market.

The importance of imports to
Hofberg, is that they offer no
repertory of the repertoire that
continues to pour into the field.
The duplication of the classical
repertoire, he says, has caused a
dulling of consumer tastes.

As an example of record rep-
ertory duplication, Hofberg
pointed to the Schwann's cata-
log in which 27 versions of
Beethoven's 5th Symphony are
listed. Says Hofberg, "The three
B's (Bach, Beethoven and
Brahms) often equal consumer boredom."

An adventurous repertory,
he claims, creates new record
buyers and stirs up excitement
among salesmen, distributors
and retailers. The classical mar-
ket, he says, now has to over-
come the boredom gap and it
can be done with new reperto-
ire.

In London's February release
schedule are 13 LPs from Ger-
many, which comes under "Das
Continued on page 41

Rose Steps Up Country Music
Training Plan

NEW YORK—Wesley Rose,
chief of Acuff-Rose, is stepping
up his personnel training pro-
gram with a view towards de-
veloping music men who can
carry the gospel of country
music all over the world.

Currently in Nashville and
spending time at the Acuff-Rose
headquarters is Ralph Maria
Siegel Jr., son of the noted
German publisher and writer.
Ralph Maria Siegel, with whom
Wesley Rose has a German
firm. Young Siegel, Rose says,
is virtually "a student in the
Acuff-Rose offices." He will
absorb as much knowledge as
possible and will return to Ger-
many in July to work at the
Acuff-Rose offices there.

Prior to Siegel, Rose had
Continued on page 52

Churchill Death Sparks
Memorial Disk Tributes

NEW YORK—The death of
Sir Winston Churchill last week
has sparked a flurry of memorial
disk sales. The record indus-
try ran into the markets in vir-
tually the same manner a little
over a year ago when LPs by
and about President John F.
Kennedy were immediately after
his assassination.

The disk action on Sir Win-
ston is based primarily on his
spoken words" and, involved
in the LP tribute last week
were RCA Victor, Columbia,
London and Capitol. It's ex-
pected that more companies will
follow.

RCA Victor's package is titled
"Winston Churchill—the Mem-
ory of a Great Man" and is
narrated by NBC newscaster Clint
Huntley. It's an "audio biogra-
phy" tracing the history of
Churchill's life, including ex-
cerpts from many of his
speeches. London Records, which
recently released a 12-LP package at $100 of Sir Win-
ston's speeches, has completed the
set into a single LP package
for its memorial tribute.

The London package is
called "The Voice of Sir Win-
ston Churchill" and includes the
speech made by the late
President Kennedy last year
when Churchill was named an
"Honorary Citizen of the United
States." London's $100 package
incidentally, already has sold
over 1,500 copies.

Columbia has repackage the
Continued on page 9
Everybody's Buzzin' 'Bout Al's New Album

"THAT HONEY HORN SOUND"

AL HIRT

He's the King

A lively variety of tunes including "Alley Cat," "Danny Boy," "Star Dust," "Fiddler on the Roof" and Al's new smash single "Fancy Pants" (8487).

RCA VICTOR

The most trusted name in sound

LPM/LSP-3337
ARMADA Board Examines One-Industry Assn. Concept

MINNEAPOLIS — The first ARMADA board meeting of 1966 was held at the Holiday Inn here Thursday (25). Members examined the possibility of becoming an all-industry association and developing programs to serve all facets of the industry.

It was the opinion of the board members that ARMADA distributor members had — by large and diversified their operations to include one-stop, rock jobbing, retailing and even manufacturing. The new opportunity, it was felt, could be an all-industry association whose membership would mirror all these segments and whose programs would serve all these segments.

While not proposing mergers of trade organizations at present, the sense of the meeting was that a Director of the ARMADA association membership anyone with a legitimate stake in the record industry, such as one-stop, rock jobbers, retailers and juke box operators. Details remain to be worked out, and much of the planning for this direction in the new place at ARMADA's 1965 convention, which is to be held in Chicago. The specific site and date has not yet been set.

The board also discussed the Federal Trade Commission's Trade Practice Rules, and revealed that ARMADA had received encouraging information, namely, that the Investigations Branch of the FTC was currently checking several cases of alleged infliction of the rules. It was expected that several of these cases would break within the next few weeks.

The board voiced its belief that the record business needed a healthy, vital independent branch of both manufacturers and distributors. The board also discussed ways and means of continuing various projects of concrete services for the industry.

The board also took note of recurrent reports of bootlegging, and is reported the fact that ARMADA had spent (Continued on page 8)

Hudson Named To Head BB's Nashville PR

NASHVILLE—Billboard last week expanded its operations here with the appointment of Bill Hudson as Inc. to handle its Nashville public relations. The Hudson firm will serve as an adjunct to Billboard's office here which will continue to be headed by Don Light.

Under the new setup, Light, as Advertising Manager will continue to handle Billboard's advertising, which will remain as Billboard's editorial assistant. The Hudson firm will be in charge of Billboard's industry and public relations, as well as the newly created function of sales promotion.

The Hudson firm represents the Country Music Association in a public relations capacity, along with numerous other leading music industry accounts.

Industry Heads Aid Prof. In Disk Trade Research

NEW YORK — A committee is being formed by members of various facets of the record business to aid Professor Alphonse B. King in his research for his doctorate on the marketing of records.

King is professor of marketing at William and Mary College. He is preparing his dissertation to be presented to the Department of Business Organization at Ohio State University.

His findings in recording marketing are expected to benefit the record industry.

Columbia to Push Singles From 'Hear, Waltz' Show

NEW YORK — Columbia Records is going on a big singles push on the Richard Rodgers–Streisand theme song from the upcoming Broadway musical "The Good Humor Man." The show, which is scheduled to open on Broadway on March 18, received its world premiere Thursday in New Haven on Jan. 30. Columbia will release with the original cast album, started its singles push with Tony Bennett, Horace Silver and Eydie Gorme's "Do I Hear a Waltz?"

An interesting note behind the enthusiasm for the prospects of these new releases is the fact that last year one of Columbia's biggest single was Barbra Streisand's "People," the top show tune from "Funny Girl."

The key factor emerging from the "People" success is the fact that the record business was thinking, still have tremendous potential in the current singles market.

The Germe and Bennett releases are the first in a series of important LPs and 45s devoted to the "Do I Hear a Waltz?" theme. In addition to the original cast album, Columbia has in preparation an instrumental album by the Ralph Sharon Trio.

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Cy Leslie Predicts Bleak Future For Unplanned Premium Offers

NEW YORK — "Unplanned premium offers have had it. That was the note sounded last week by Cy Leslie, president of Pickwick International, and director of the record line.

Leslie cited three factors which he called 'essential to a record promotion effort. (1) The record must have enough appeal to buy at the time of the chase over and above the product's own merit. (2) The record must fit into and reinforce the product's image. (3) The record must have enough appeal to get dealer support at the time of the promotion.

Leslie warned that making record premium deals is becoming more and more difficult for a variety of reasons. "For one thing, consumers have grown dubious about the actual value of a record as a result of the rampant discounting so prevalent today.

"Even worse, however, is the fact that so many record premium offers have not been through with that the record store has failed many retailers and manufacturers. This is a pity because handling a record premium can be beneficial to all concerned and lead to an excellent public relations job for the whole industry."

Premise

Success on record premium offers for such firms as General Electric, Singer Sewing Machines, Philco Corporation, Motorola, and many others.

Struggling to make record premium must be creatively used within the framework of a sound marketing approach. It they are to be successful, Leslie pointed out that the need to know precisely what market the promotion is trying to attract and to appeal to them.

Leslie said, "If the object of the campaign is to reach children, the recording or recordings should be geared to the specific age group in question. There is a central figure or theme and have a front cover that can be used for advertising.

"If the idea is to reach all types of adults, who would employ a successful premium will use multiple albums that represent every kind of musical interest. If there is a basic character or theme to the product or its advertising material, there may in fact create an album built around the theme of a unique property and image."

"It is the job of the record merchandiser to insure the premium's success and to explain his thinking to the premium buyer, not to try to hustle product he is trying to unload and thus kill the goose that lays the golden egg."

"Record premiums are a vehicle for virtually every type of product exploitation and every kind of industry. But it is a job that requires thoughtfully and it is up to us to protect and to develop it properly.

Valiant Hires Dolinger As National Sales Manager

LOS ANGELES—In a strategic personnel move, Valiant Records has hired Buddy Dolinger as national sales manager, with the new executive setting up independent in New York.

Dolinger, who has been working with Valiant since 1956, was the distribution agreement with Warner Bros., in effect as long as the label has been functioning.

Dolinger, for the past 18 months has been the manager of Record Merchandising distributors here, will handle a variety of aspects of the Valiant international distribution, sales and maintaining liaison with pressing plants. He works with Valiant's two division managers, Bill Sherman, and producer Bodi Chandler.

Dolinger also hopes to have 35 domestic distributors and will shortly begin contacting foreign markets. As former general manager for Cadence Records for four years, he is a well-versed veteran of the disk industry. Record promotion will be his Los Angeles outlet.

Internationally, Dolinger envisions strategy and will work on individual records until such time as the label has a product package to which an international overseas representation.

The new sales chief said the company would have a wide, open-door policy in searching for masters and artists and prefer no set release schedule.

Valiant was sold to Four Star Records last July by Harold DeVorzon. The company also sells Decca, Epic, Columbia, Mercury and Madacy. Music Doler is operating from the company's 60500 sq. ft. offices.

No replacement has yet been set at Record Merchandising.

Valiant now has a new president, according to Leslie, is to release shortly.

LEEDS PICKS UP JAPANESE HIT

NEW YORK — Leeds Music Corporation, repository of so many significant hits, has picked up another international copyright. It's the Japanese hit, "Summer Song," performed by popular teen idol, Aiko. She has signed an exclusive, three-year contract which was acquired the U.S. rights. Since then it has been recorded by numerous artists, performed by Catarina Valent in Germany, by the Italian artist, Moisa, and most recently by Vikki Carr in the United States on Liberty. Miss Carr's version has a lyric by Sammy Cahn. The Mantovani disk, according to Leeds, is due release shortly.

Tom Virzio LP Promos For London

NEW YORK—Tom Virzi has joined London Records to promote his latest album LP promotion. Virzi will co-coordinate all national promotion programs with New York and Chicago. The publicity campaign will include radio stations and artist relations, working with all local distributors and promotion men.

Virzi comes to London from Los Angeles where he was affiliated with the Mercury and Columbia labels as promotion representative for the west coast.

Bell-Amy-Mala To Handle Aurora

NEW YORK — The distribution of Aurora Schroeder's new label "Amy-Mala" has been handled by the Bell Records-Amy-Mala set-up.

Bell-Amy-Mala's release push in the new alliance will be on Eddie Hodges' "Across the Street," which has already been signed and recorded in several countries, and on the West Coast, and a release schedule is now being arranged. A second single release on the schedule will be "Joe Brooks' 'Nee Nee, Fraulyn.'

The beginning of the new series of records will be "Aurora" and "Gambles." The new label will be distributed through the Bell Records organization.

One of the last deals handled by Schroeder was "The Three Suns" records for RCA Victor.

Aurora Schroeder is generally credited as being the administrative and handling head of the label. She has also been known as Ingrid Nevin-Kirschten set up with Kirchner handling the creative side.

Funeral services took place Thursday at Riverside Chapel Cemetery. A bachelor, Nevin was also survived by his parents, Mr. and Mrs. Mort Nevin of New York.

RICHMOND BUY JOBIM'S RIGHTS

NEW YORK — The Rich Records company recently acquired the rights for English-speaking territories to a large group of songs written by the now Brazilian composer, Antonio Jobim. The rights were purchased "for al in," "Girl From Ipanema," "Chega de Saudade," and "Saudade, Saudade," and "Happy Goad," TRO general professional manager, some of the leading songs are already planned for record release. As an example of what is coming, "Someone to Light Up My Life," in Columbia Records, will be the release. "It's All Right," the stimulant which is to be released.

2-LP Release For Smash And Fontana

CHICAGO—Smash and Fontana Records have come out with their album release last week, including "Get Up," "Have to Get Out," "Of Roger Miller" and "Gilliam Lynne's first album, "Intimate Moments."

"This release was tailor-made to the demands of our distribution distributors and regional record managers," said label executive Charlie Fisch.

Supporting advertising and promotional mix will carry the copy line, "This Is Two Million," the name of the label. This sales plan is designed to be effective through Feb. 28 and will offer the new product and the entire.

Muscier Holds Distribute

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FOUR SCORE!

ANOTHER BIG SINGLE FOR
THE BROTHERS FOUR
AMERICA'S CAMPUS FAVORITES
"SOMEWHERE"
"TURN AROUND" 4-43211
ON COLUMBIA RECORDS
Capitol Foreign Language Album Series Is Exposure Barometer

HOLLYWOOD — Capitol’s foreign language album series enters its ninth year with four releases in February and the hope that it will continue for an eighth year, which would be the next international sensation.

With foreign material enjoying its greatest successes domestically through the British rock invasion, the Capitol of the World LPs will cover approximately 100 countries, according to the general manager. The material is acquired by exchanging masters with the Capitol LP manufacturer, there are over 300 LPs in the catalog and language LPs are being altered for the sale of records.

The new series will include the following:

- **Samba** — Brazil
- **Bolero** — Argentina
- **Lamento** — Spain
- **Mozart** — Austria
- **Debussy** — France
- **Bach** — Germany
- **Corea** — Japan
- **Hindu** — India
- **China** — China

The new series will be released in February, March, and April.

Colpix Names Glicken, Abbott

NEW YORK — Earl Glicken and Mike Abbott have been named as regional promotion representatives for Colpix and its subsidiary, Capitol of the World. Both men will report to Orson Kernek, president of Colpix.

Glicken will cover the East from New York to Florida and Glicken will cover the Midwest from Chicago.

The move now brings the Colpix-Dimension field promotion force to full strength.

VJ Stresses LP Aims

LOS ANGELES — Vee Jay Records displayed its wide array of albums at a regional distributor meeting recently to emphasize the company’s position as a LP manufacturer. At the same time, the label’s president, Bucky Wood, reiterated Vee Jay would continue producing 45’s and teen pop albums.

The label’s sales program, according to Wood, is being emphasized. The LPs are to be sold to distributors throughout the country. Vee Jay has shipped to Dallas from the company’s new centralized distribution system.

New Orleans, promotion manager, and Bill Shaffer, New Orleans, sales manager.

The label’s sales program, according to Wood, is being emphasized. The LPs are to be sold to distributors throughout the country. Vee Jay has shipped to Dallas from the company’s new centralized distribution system.

New Orleans, promotion manager, and Bill Shaffer, New Orleans, sales manager.

Thom F. Craft, 31, of Memphis, is the new local sales representative. He covers Memphis and travels West Tennessee and Arkansas. Asher said purpose of the Memphis trip was to offer Vee Jay LPs to stores with strong local music and to close relationships with radio stations and other help with promotion efforts.

Among radio people at the party were Lee Wilder, national program director for the five Foxx, Inc., stations, including WMEP. Gregg, radio manager for Jay Cook, program director for WMB, the other Foxx-owned station, and the station’s music director for WJDIA; Robert Webber, program director for WMAQ.

These DJs were also in attendance: M. A. E. Priel, radio manager for WBB, Bob Wellman, J. W. G. Music, Inc., and Robert J. Steinberg, manager for WCAU.

For his new local, Glicken was due for one more record, "Da Casa Nace Ella." But instead of working on the next album, he left the recording studio without returning, completing the project.

Bongusto claims he had throat trouble but the company executive, J. W. C. Steinberg, after doing another side for them, charged that all the average side of Bongusto records were 200,000 and the failure to make this record has created a loss of sales for which they wish to be indemnified.

SING A SONG OF SADNESS

Pockets Full of Grief

MEMPHIS — Robert Johnson, popular columnist for the Memphis Press-Scimitar, wrote last week about how sad songs sometimes lose their impact as a result of the wave of public popularity which nobody seems able to explain.

"If we are really near our peak," he said recently in the recent hit of J. Frank Wilson, "Last Kiss," on Jenson Records, "the record would have been made where it was killed in a car crash. The song is about a fatal auto crash."

The next day Ray Brown of National Public Radio, for Wilson, said the song was the "last kiss." In his interview with Wilson he learned Wilson has another sad song.

"This is 'Six Boys' about six boys of the same age who were all killed in a car accident," Wilson explained. "They were all friends, and they all wore the same clothes." Wilson said he was based on a true story and added: "I wouldn't want to do a song like that again."

Merc Names Hal Drayson

CHICAGO — Mercury Records, a move to establish a self-sustaining import division, has appointed Hal Drayson, recently appointed post of chief of imported product division.

The establishment of the 30-year-old record business veteran was arranged by Irwin H. Steinberg, general manager, and Hal Drayson, also appointed post of chief of imported product division.

The move now brings the Colpix-Dimension field promotion force to full strength.

Ran in the Atlanta Journal and Constitution.

Another Perspective

The Deca and Coral labels this week announced a joint restocking program which goes into effect immediately. The labels are available through all local Deca branches and distributors.

National trade advertising, extensive promotion and full-color litho books will spotlight the new product. Deca has said that an extensive CD release is of albums by such artists as Brenda Lee, Burt Ives, the Safaris, Earl Grant, Webb Penney, the Wilburn Brothers and Ruggiero Raimondi and the Cincinnati Orchestra.

Deca’s Gold Label classical division, which was introduced last fall, and Coral will have two Irish releases in the coming months.

Covered in the promotion are 27 albums released in January and February. The December album set for February release.

Industry Guidelines Seen As Trend for FTC Policy

WASHINGTON — The President’s somewhat indirect indications that he prefers the FTC’s industry guidelines. "The President’s willingness to show support for federal trade guidelines — such as trade practice rules for the record industry — in preference to court action denotes a shift in his thinking," said a member of the record industry who asked to be identified as a member of the industry.

The record industry sources noted that the new series is being designed to strengthen the line’s merchandising, all responsibilities in this area have been shifted to Brown Mega’s domestic operation. They were formerly covered by the Angel merchandising department.

Colpix Notes Glicken, Abbott

NEW YORK — Earl Glicken and Mike Abbott have been named as regional promotion representatives for Colpix and its Dimension subsidiary. Both men will report to Orson Kernek, president of Colpix. Abbott will cover the East from New York to Florida and Glicken will cover the Midwest from Chicago.

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Decca-Coral Set Feb. Restocking Program

NEW YORK — The Deca and Coral labels this week announced a joint restocking program which goes into effect immediately. The labels are available through all local Deca branches and distributors.

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Deca’s Gold Label classical division, which was introduced last fall, and Coral will have two Irish releases in the coming months.

Covered in the promotion are 27 albums released in January and February. The December album set for February release.
Capitol's

NEW IMPROVED FULL DIMENSIONAL STEREO

SOUNDS BETTER THAN STEREO HAS EVER SOUNDED BEFORE

Capitol Full Dimensional Stereo — the best in the industry — is now even better. Hear the difference yourself on the finest stereo demonstration disc ever made!

With its dramatic three-dimensional cover, this package is a magnificent display for both eye and ear. Available from your CRDC representative.

What is this new improvement?
Now it is possible for Capitol to cut its master discs with a degree of accuracy never before known in the industry! This latest development coupled with Capitol's continuing program of improving the entire recording/manufacturing process, makes New Improved Full Dimensional Stereo the most life-like sound the industry has yet provided.

Your customers will hear the difference too!
New Improved Full Dimensional Stereo complements the very finest stereo equipment. Equally important, it sounds noticeably better on even modest portables.

Sell your customers this new listening experience now!
All fourteen albums (below) on Capitol's February 1 release are available in New Improved Full Dimensional Stereo. Play them for your customers. Each will demonstrate, in its own way, that here is sound unequalled anywhere on record.

Truly, Capitol's New Improved Full Dimensional Stereo sounds better than stereo has ever sounded before.
ARMADA Board Examines
One-Industry Assn. Concept

* Continued from page 3

$25,000 in 1961 to suppress bootlegging.

ARMADA President Amos Heticher said the organization was ready and able to provide additional protection in preventing bootlegging. He said, "Should there be any feeling that greater protection is needed with respect to bootlegging or other forms of piracy, ARMADA is prepared to set up testing laboratories to check on begun records, and send agents into the field in order to apprehend illegal operators." Heticher noted that these activities would provide "expert testimony and unbroken custody of the evidence during prosecution."

It is understood that Edgar Jones, ARMADA executive secretary, would be in the forefront of such activities, in view of his training in criminal investigation prior to his ARMADA post.

The ARMADA executive board meeting was quietly closed. The chairman of the U.S. government, in addition to these executives, were Bob Chatton, Oakland, Calif.; Bill Done, Denver; Harry Levine, Detroit; Jimmy Martin, Chicago; Jake Friedman, Allent, and Al Chotia, St. Louis.

New Repertoire Boots Sales
For Classical; Foreign Disks Help

* Continued from page 1

Alte Werk" Banner, 39 LP's from Argo in England, which covers music and the spoken word, and seven LP's from L'Oiseau-Lyre in a French company. In Hofberg's program for future releases are albums from other overseas companies.

To promote this hefty new release schedule, London is making available 600,000 consumer catalogs made up in an accord form and designed to fit into No. 10 envelopes for dealer mailings.

Hire Arranger on Merit,
Not Name, Says Barnum

HOLLYWOOD—An industry trend, which can—and often does—backfire, is hiring arrangers with impressive hit records purely on their name value, believes H. B. Barnum, one of the West Coast's most in-demand arrangers himself.

The 28-year-old arranger-conductor, who stands to earn $50,000 this year, seriously recalls arrangers being signed for dates they were unqualified to handle successfully because they had created other chart hits. "Some guys will really mess up a date they're not qualified to handle," Barnum says. His most common reference is to rock 'n' roll specialists who get bogged down in sessions using lush strings.

Barnum believes ad men should know the arranger's qualifications before he is hired. Barnum's work is mostly in the r&b and pep fields, a high percentage of his calls coming from Dave Axlebo at Capitol, Joe Randazzo at RCA, and from Sue and Im- 

Diskmakers Hire Grod

PHILADELPHIA — Diskmakers, Inc., an independent pressing plant, has brought in Milton Grod to take over as vice-president in charge of sales. Before joining Diskmakers, Grod was an executive of Bestway Products, Mount- 

Minstrels on Tour

NEW YORK — The New Christy Minstrels, currently on a concert tour of Europe, have collected over $20,000 to help the English folk songs which will be part of forthcoming recording on Columbia Records. In con- 

WABC-Drops Scott Muni

NEW YORK — WABC last week dropped Scott Muni, New York's No. 1-rated nighttime disk jockey, and also dropped morning personality Tony C of "Go! Go!" TV show, co-hosted by Bruce Morrow. After several weeks of negotiations last Friday WABC informed Muni it won't be picking up his options to extend Muni's contract for the station's fourth year. The TV show went into a four-week suspension on December 10 and during the four weeks has enjoyed the top rating for the Monday night 10 to 11 p.m. time slot. His AM-TV Naktack was effective immediately.

Fontana Inks Gloria Lynne

CHICAGO — Fontana Records has settled through litigation a contractual dispute with English, r&b singer and artist Gloria Lynne, and has signed the vocalist to a long-term contract.

With the settlement, Fontana is re-releasing Lynne's single, "Sign of the Times," which was withdrawn by Fontana because of a contractual disagreement. The acquisition of Miss Lynne begins a concerted campaign by the label to obtain top recording names," commented the firm's top executive, Charlie Fric. He said that the signing of several other major names is considered for the near future.

A 10-day Gloria Lynne promotion pro- 

Minstrels on Tour

NEW YORK — The New Christy Minstrels, currently on a concert tour of Europe, have collected over $20,000 to help the English folk songs which will be part of forthcoming recording on Columbia Records. In conjunction with the album, the group will publish a 20-page songbook of English Folk Songs, gathered while on tour.
WE'RE FLATTERED...’CAUSE WE'RE COVERED

WE WERE LOVERS

ANOTHER SMASH PRODUCED BY TONY HATCH
OF “DOWNTOWN” FAME

GOING TO #1 IN ENGLAND
SMASH INSTRUMENTAL

CAST
YOUR FATE
TO THE WIND

SOUNDS ORCHESTRAL
W. Coast Tradesters Hot For One-Speed Industry

Continued from page 1

call for an educational campaign aimed at the public and that one major problem would lie with jute boxes which use 45 singles.

Mainland estimated that if the industry got behind a one-speed operation it might take one year to eliminate the 45 single.

Ostin Agrees

Mo Ostin, general manager at Reprise Records "agreed 100 percent" with the proposal. "It makes all the sense in the world to have one speed," he said. "It's ridiculous to have both 45 and 33 speeds." Ostin called the duplication "inconvenient" and "lacking sense." He called the duplication an outcropping of the war between the two major labels (RCA and Columbia) for which the rest of the industry has been in battle.

"You can't deny that 33 has taken over," he added. Ostin feels it wouldn't be too difficult for RCA to "get in step with the rest of the industry."

Smash & Fontana

Continued from page 4

Smash and Fontana catalogs to distributors at a special discount and preferred billing.

Merchandising backing includes four-color mailing pieces, a four-color in-store display piece for Miller's, special dealer order forms, LP cover brochures and easel-back jackets.

Each also announced the release of an "All-Time Smash Hits" singles series, embracing 15 disks. Free merchandising aids offered with this package are a pre-pack merchandising box and a new clear plastic sleeve-type package to permit constant handling and permanent in-store display.

1965 Hi-Fi Show Could Top Previous Records

WASHINGTON—The eighth Washington High-Fidelity Music Show, to be held here Feb. 12-14, will be biggest and best, according to Manager Teresa Rogers. Over 80 exhibit rooms have been taken by hi-fi manufacturers, an increase of 50 per cent over the largest previous Washington show. The 1965 show will spread over seven wings of the Sheraton Park Hotel, largest in the nation's capital.

The show is run independently of the Institute of High-Fidelity, but Mrs. Rogers says the Institute has given the Washington show "enthusiastic endorsement" because of what it accomplishes in this important hi-fi market city, said to be the highest per capita for audio in the world.

Industry advisory committee is headed by Charles W. Lienatt, chairman; Gene Rosen and William C. Shrader.

The show will feature the newest and the oldest—the latter in a collection of hi-fi antiques borrowed from the Smithsonian Institute. During the show week, 650 radio spots will be used, and Washington's Good Music Station WJMS will move its studios to the Sheraton-Park for a weekend of originations from within the show. Some 20,000 customers are expected to come to the show. High Fidelity Magazine, a Billboard publishing subsidiary, will welcome visitors to its hospitality suite.

SIDNEY SIEDEL (left), president of Seeco Records, visits Puerto Rico and presents an oil portrait to Rafael Hernandez (center), Puerto Rico's foremost pop composer. Tony Contreras (right), Billboard correspondent, looks on. Cover on Seeco's latest LP, "Tributo a Rafael Hernandez," was taken from the oil painting.

SMASH NOVELTY of '65

Our "Doggy In The Window" is Named "LEROY"

DAY DEL 1005

Sung by 9-year old NORMA TRACY and "LEROY"...Our Barking Dog

A tune that's been pre-sold on TV to dog-lovers of all ages.

JAMIE/GUYDEN DIST. CORP., Philadelphia 21, Pa.
WINSTON CHURCHILL
The Memory of a Great Man

Narrated by Chet Huntley

An "audio-biography"
NOW AVAILABLE
RCA VICTOR

An award-winning News Production
NEW YORK—Barbra Streisand and the leader of the female pack in records today. She’s already been certified for two gold disks for her Columbia LP’s, “The Barbra Streisand Album” and the “Second Barbra Streisand Album” and “People” are being submitted to the Record Industry Association of America gold disk certification that they, too, have passed the one million dollar mark in sales.

Barbra Streisand Pacing Field With Five Gold Disk Albums

In addition to the Columbia LP’s, Miss Streisand is represented on the Capitol label with two new singles. "Papa Loved Mama" and the title cut of "And God..." the original Broadway cast album in which the singer stars.

Prime excitement stemming from Miss Streisand’s extraordinary record sales of late, was the reaction to her new single "A Man and a Woman." A vital factor may be the airing on April 28 of her first television appearance in three years. The interview, having been shown by TV viewers in twenty-five major network programs, in no way detracts from the general investment. Miss Streisand will offer Miss Streisand to her fans until the next few weeks before the her record sales will be compared with the activity on the her new LP being a soundtrack of the special event.

The matter on the possibility of Miss Streisand eventually going to England with the "Fancy Gift" musical, which would, if that occurred, be her first major presentation to European audiences. Despite the fact that she states it is known overseas only through broadcasts, which are the main demand overseas (if the lack of a live LP on the date overseas label), she already ranks as a top attraction in the international market. A battle for the movie soundtrack of "Fancy Gift," which will probably star Miss Streisand, could result in the highest interest LP competition in the record industry in some time.

Most important, Miss Streisand is reported to have finished a recording of an LP that opened the door for a flood of other “daff” attractions. Capitol Records, under the direction of the label’s President, Eric Gold, signed Miss Streisand to a two-year contract. The album promises to be a basketball of the season, where the show originated was crowded with dancers. And since the kids don’t dance check out - check, the show made good advantage of the advance booking in the show and movement in the show - or maybe confuse the older ones.

Guests were plentiful and in spite of the two hours, there wasn’t time to get them all. Doing the conventional lip-sync were the all-girl team of Mercury’s Billy and Danny, couple of local youngsters, 12-year-old Norma Trumbull and the Let’s Goody, ditty girl, the new singing sensation, Gene Chandler, and a wealth of watery color, Al Minnino.

Following a sequence that featured Miss Streisand as one of the pro swimmers at Aquarama plus shots of the playful performers and a scuba driver swimming the length of the pool, "Fancy Gift," an Aquarama amplifier. It was an effective and dramatic scene for Al Minnino and two more in swimming gear did his lip-sync stint beside the pool.

The question for the new year, then, as has Miss Streisand continues to scatter records to 14 major network programs, in no way will detract from the general interest. Miss Streisand will offer Miss Streisand to her fans for the next five weeks before the her record sales will be compared with the activity on the her new LP being a soundtrack of the special event.

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World Première of a Hit!
On "Alcoa Preview",
ABC-TV,
Thursday,
February 4th
Tony Bennett Sings
"Take the Moment"
4-43220
From the New
Richard Rodgers-
Stephen Sondheim
Musical
"Do I Hear a Waltz?"
on COLUMBIA
RECORDS
**SPOTLIGHTS ON THE WEEK**

**POP**

**Tony Bennett—If I Ruled the World (Columbia, ASCAP)**—Recorded in New York before a live audience.

**Burt Bacharach—Raindrops Keep Fallin' On My Head (Dunhill, BMI)**—Recorded in London on March 20.

**Words and Music by Burt Bacharach & Hal David**

**Bill Black—If I Were You (Not caregiver)**

**THE BELMONTS—I DON'T KNOW WHY (Cromwell, ASCAP)**

**Darin Danino—We Were Lovers (Trio, BMI)**

**Timi Yuro—you Can Have Him (Big Bill, BMI)**

**Bill Black's Combo—Come on Home (Jewel, BMI)**

**Velasco—You Are My Sunshine (Henderson, BMI)**

**THE SHANGRI-LAS—Wishing Well (Tender Tenors, BMI)**

**The Hurlaballos—Did You Ever (Big Seven, BMI)**

**Jerry Butler—Good Times (Frost, BMI)**

**Stan Getz & Astrud Gilberto—The Telephone Song (Pan, BMI)**

**Mike Clifford—How to Murder Your Wife (Artists, ASCAP)**

**Sharon Soul—How Can I Get to You (Finn, BMI)**

**Terry Thornton—To Remember You By (Jewel, ASCAP)**

**Jerry Lewis—Baby Hold Me Close (Raleigh, BMI)**

**Maxine Brown—It's Gonna Be Alright (Cleveland, BMI)**

**Country**

**George Jones—Weary Heart Away (Glen, BMI)**

**Jerry Wallace—You're Driving Me Out of My Mind (Star, BMI)**

**Dave Dudley—Two Six-Pack Wins (Chapin, BMI)**

**Marvin Worth—I'm Not Myself (Big, BMI)**

**Carl Butler & Pearl—Just Thought I'd Let You Know (Cedarwood, BMI)**

**George Morgan—Dear John (American, BMI)**

**Judie Lynn—Antique in My Closet (Glad, BMI)**

**Wanda Jackson—Baby's Gone (Cedarwood, BMI)**

**R&B**

**The Chi-Lites—I'M So Jealous (Shelby, BMI)**

**Freddie Gorman—Take Me Back (Mercury, BMI)**

**Jazz**

**Billie Holiday—I Love You (Columbia, BMI)**

**Bobby May—What the World Needs Now Is Love (Columbia, BMI)**

**Bob Brookmeyer—Quintet Blues (Blindman, BMI)**

**Spotlight Winners of the Week**

**Michael Martin Murphy—Ain't That a Shame (Barclay, ASCAP)**

**Mike Love—Surf City (Capitol, BMG)**

**Linda Ronstadt—The Sound of My Voice (A&M, ASCAP)**

**Frankie Avalon—Why Do Fools Fall in Love (Decca, BMI)**

**Cindy Birdsong—I Can't Stand It (Scepter, BMI)**

**The Four Tops—Reach Out/I Can't Help Myself (Scepter, BMI)**

**Clementine—He Was a Friend of Mine (Clermont, U.A., ASCAP)**

**United Artists 899**

**Hollywood 48284**

**Dunhill 48223**

**Toujours 7385**

**Mercury 72391**

**Mercury 72384**

**Columbia 41214**

**Columbia 43210**

**Columbia 28272**

**Verve 7530**

**BMI**

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**BMI**
A STAR OF THE ABC-TV "SHINDIG" SHOW

exclusively on DECCA RECORDS

BOBBY
SHERMAN

with an exciting new single release!

IT HURTS ME

31741

Watch this exciting talent sing "IT HURTS ME" to over 22,000,000 viewers on the "Shindig" TV Show Wednesday, February 10 & 17.
Japan's Society of Singers Seeks Fees for Anonymity

By J. FUKUNISHI

TOKYO—Japanese Society of Singers, three years ago, formally demanded payment of royalties when tradesters use their records without mentioning their names. A request in writing was forwarded to 63 key stations.

According to the existing Japanese Copyright Law, broadcast of phonographic records in free, printed, the assignment of record identification is made at the end of each program. However, this is not strictly adhered to where records are used as background music for dramas or for similar use. The Society wants: (1) to announce the names of recording artists clearly where records are used for broadcast or public performance. (2) To obtain the Society's permission beforehand where identification announcement cannot be technically made. (3) To pay certain remuneration against records whose identification announcement were not made retroactive to Jan. 1, 1961, when the Society was established.

Stations give a subsidy to the Japan Record Association and to the Authors and Composers' Union in compensation for not identifying Japanese records, but the Society gets nothing.

As for international records broadcast, JASRAC (Japanese Society of Rights of Authors and Composers), which represents numerous overseas copyright societies, reportedly receives certain monthly remuneration from stations.

A spokesman of Japanese Federation of Commercial Broadcasting Stations said, "We admit the copyright owned by singlets is different from that owned by authors and composers in nature. What the former owners is the copyright of interpretation of original works created by different songs. Further away, both owners are not identical, stations will be ready to make payments."

The Japanese Copyright Law is currently under study for revision by the Copyright Council of the Ministry of Education, and it is expected a new bill will be introduced to the Diet in 1966.

Freeman Set On Own Firm

LONDON—Pye's top recording manager, David Freeman, who is leaving the company to set up an independent record company which will also have publishing and agency affiliations. His partners include two former Pye men—Ian Delphin (once the company's international manager) and Martin Wyatt, who quits EMI Music. Wyatt and Delphin began work on the new venture this week. They will shortly be joined by Freeman's wife Pat, afterward secretary to the former.

The three will seek out new talent, record it and represent it. It is understood that much of their product will be issued on Pye, although official details are still awaited.

Freeman joined Pye's Nixa label 10 years ago, and when it became defunct he was given his present job as recording chief for Pye.

He was responsible for introducing the firm's star, Colin Blunstone, and recording and has produced hits by her and Lennie Donegan among others.

Thurday (28) Pye managing director, Philip Muir, left for New York to interview the firm's U. S. licensees.

UK Firm Bows Model Album Sleeve Machine

LONDON—Bowden Engineering, printer manufacturer for printing and reproducing machines, recently introduced a new model sleeve finishing machine designed to enable disk-ers to produce their own jackets, thus saving on the cost of punched from boards and simple back covers.

By adopting the two-piece design, lower material costs are achieved and the cheaper printing costs normally gained by use of smaller printing presses. Cost, once $2000, is now $100, an hour, but the advantage to a disk-er is the facility of being able to run off a minimum quantity of stock from flat pre-printed, as record sales dictate.

U. K. Radio Stations Defy Council of Europe Threat

LONDON—Not only are Britain's pirate radio stations ready to fight the Council of Europe's pledge to drive them from the seas, but one, Radio Caroline, has offered British advertisers a new incentive to sell abroad through cut-price ads beamed at other countries.

Radio Caroline has hired an international lawyer to draft a request for a hearing before the United Nations. The station is battling the Declaration of Human Rights signed by Britain in 1949 which, it is claimed, contradicts the Government's attempt ban on radio pirates.

Caroline has already organized supply ships from Spain and Portugal (who are not signatories to the Council of Europe) to provide it with food and defying the Council's bid to starve the pirates out. But it is generally considered that the radio ships are safe for this year anyway because legislation will take a long time to bring in.

Meanwhile, Caroline has offered British advertisers an 80 per cent price discount on a new weekly program "Caroline Continental Hour" aimed at Continental listeners. It is estimated that the station covers a population of 25 million in addition to its 35-5 million in the U. K.

A 30-second announcement on the new program will cost as little as $55 and this will include the production of the commercials in up to four languages and the services of multi-lingual announcers.

Pierce Winds Up Tokyo Visit With King Talks

TOKYO—Don Pierce, president of Chrysalis Records (professional and collegiate), is reported in Japan for discussions with King Records in order to establish his repertoire. King, Starwood's affiliate, has released 24 albums out of Starwood's 250 repertoire up to now and is readying for market six more stereo packs of country and blue grass shortly.

During his three-day stay, Pierce acted most energetically and swiftly to make a market survey by calling on various sources related to the recording industry. In Japan, there are a tremendous number of c/dw band records (professional and collegiate).

It is reported Yukiko Mino, Tokyo c/dw singer, is going to visit Tennessee in April, and it is hoped a chance will be given her to participate in Grand Ole Opry in Nashville.

Pierce was interviewed by Biji Kuroda, former c/dw singer and present Radio Tokyo DJ at King's studio Jan. 21 for a radio show, Pierce left Tokyo last week via Honolulu and Los Angeles.

NEGRAM GETS DUTCH RIGHTS

HEEMSTEDE, Netherlands—R. Oes, president of Negram, has acquired the exclusive rights for Netherlands of the Warner Bros. label (formerly Bovema) and also of Reprise, which was represented by Antone.

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THE Original Soundtrack Album of the Year!

Available March 1st. Order now from your RCA VICTOR Distributor.
Mendell High on Canadian Mkt.

HOLLYWOOD—Back two weeks ago, Liberty Records' new marketing director, Lee Mendell, called the Canadian music industry an important growing center for recordings.

Recently installed in his post with the help of David Donohan to head up Hanna-Barbera Records, Mendell was anxious to get started on the road explaining the label's new product and program.

He visited Montreal among his stops and it is of the opinion that U.S. record companies don't visit Canada often enough. "The importance of Canadian recording is growing," Mendell said. "Canadian likes are similar to those of their American neighbors."

Paradoxically, the country, which is one and one half times larger than the U.S., has only 19 million people. This accounts for only an 8 per cent market potential for the industry, but there similar talent and demand for strength for American product. The pirate scenes like country music, while Windsors, attract from Detroit, and Toronto, export from Buffalo, go for the U.S. and over there. Quebec leans toward French things.

Mendell, after the release of 13 LP's of Liberty's strongest in its history and that distributor response was excellent.

Pye to Handle WB; Reprise Pact Renewed

LONDON—Pye managing director, Louis Reeman announced Pye will handle Warner Bros. Here starting July 1, and the Reprise contract is being renewed. There will be a big promotion campaign on both lines this summer.

With the big expansion plans, Pye, will give Chess its own label here starting Feb. 19, and will lease Chess and Argo lines on that label.

Pye has acquired French Vogue label, which has Francois Hardy and Petula Clark France and this move follows growing interest in Continental Records. Pye has just closed a deal for Beatles material in return for acquisition of American Command stereo products and will launch a big campaign on this within the next few months.

Pye will increase studies and expand pressing facilities to cope with a minimum of quarter million more records a week.

EML Moves in Artist Services

LONDON—It is now clear that EML's appointment of Peter Prinse to run its Artists Promotion Agency is part of a plan, with the disc jock's plan to set up a new TV, radio and concert dates—but on a business basis.

Prinse succeeds Chris Peers, who quit the agency at the end of last month. Since early 1964, Prinse has been with EML as artist promotion manager and has arranged promotional programs for several foreign artists.

He retains his position with EML but will now be able to place his talents into the agency, enabling the record company to take 10 per cent instead of arranging the dates purely as a goodwill as in the past.

THE TRAVELLERS, a Canadian folk group, is in London promoting the new Ortolie single, "Take Your Sins to the River," on UK radio and television.

Aznavour Debut May Set European Trend

HOLLYWOOD—If European romanticist Charles Aznavour's debut Reprise LP clicks with American females, it could presage a trend toward recording suave European vocalists. This is the thought sticking in the back of producer Sonny Burke's mind.

The veteran A&R man recorded Aznavour in New York four weeks ago, with the LP due March 1. In planning Aznavour's American debut, arranger By Oliver New to Europe to work with the vocalist. Aznau- vor has been a top-draw performer in Europe for at least 10 years, Burke says.

Show business writers will recall the 1962 TV show starring "The Continental," which developed without the assistance of records. In Aznavour's case, are sunny summer TV shows which give him exposure should be chosen to visit the U.S.

With this package completed, Burke's now turns his attention to cutting a Broadway LP with Sammy Davis in New York in February. The LP will feature tunes from current shows, including "Golden Boy," Arrang- ing the tunes will be Klaus Ogerman, the successful German musican who has never with Davis before.

Discos Tizoc Picks Up Line

LOS ANGELES—Discos Tizoc of Mexico City has picked up Contemporary Records for distribution in Mexico. The Les Koenig jazz line has recently signed with Costel for distribution in Singapore, Contempo- tents uses K. of the Tizoc label, in Japan, preferring to one separate distribution set-ups in the two areas.

President Koenig said reports indicated that the label was "hot" a year in some time. He believes this could be the year of the cut-out, with albums being dropped from catalogs, marking them as collector's items. A tightening up of product will make room for new merchandise while giving this new ma- terial stronger potential, Koenig says.

Seek Inc. Papers

TACOMA, Wash. — Valet Publishing Company, Inc., and Etiquette Records, Inc., here have filed separate articles of incorporation each listing $50,000 authorized capitalization to engage in record production and distribution. Incorporators Kent Morris, 219 Fifth Avenue, Puy- allup; John Ormsby and Robert Royl, both of Tacoma.

FRENCH STAR ALAIN BARROQUE, who recorded in France with both French and Belgian hit paraters during the last year, has signed with his song "Ma Vie," visited with radio, folk song stations to receive his copy of record.

(Continued on page 22)

INTERNATIONAL NEWS REPORTS

News from the MUSIC CAPITALS OF THE WORLD

TOKYO

The Denver University Jazz Band, first place winner in the 1961 U.S. Collegiate Jazz Festi- val, is arriving shortly to give a series of performances. The band's leader, Dr. John Ziegler, is a musicologist with the State Department's Cultural Pre- sentation Program. Philippine Jones and Charles Perske, visiting American drummers, were arrested by narcotic control officers in Kobe. They were found with German classic guitarist and Bar- ricks, of a recording project carried out at the end of this month to give joint recitals in key cities.

Sherman Brothers, who produce the National International Conductors' Conference held in Tokyo in 1962, has his third visit ... BIBM (Bureau International de la Musique de France) Paris switched its agency in Japan from the French Copyright Office (Leon Frou) to JASCAP (Japanese Society of Rights of Authors and Composers).

The premieres of "War Re- duced," composed by Benjamin Britten, is to be given by Yomiuri Symphony Orchestra in Tokyo, under the direction of David Wilkes, English conductor. Be- cause of the various circumstances, this was postponed until the end of this month to give joint recitals in key cities.

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NEW YORK'S A LONELY TOWN

Snow Covers Trade Winds' Woodies

EXTRA!

RB 10-020 BREAKS FIRST WITH
BETA DIST., NYC (Mike Kelly)
ROSEN DISTS., PHILA. (Richie Salvador)
MAINLINE DISTS., CLEVE. (Johnny Musso)
CALIF. RECORD SALES, L.A. (Stan Bly)
GENERAL DIST., BALT. (Abe Guard)

REPORT FROM JERSEY

SURFIN' IMPOSSIBLE

THE TRADE WINDS

SPECIAL
ANDERS-PONCIA
SIGNS EXCLUSIVE PRODUCTION DEAL WITH RED BIRD RECORDS FOR PRODUCTION OF THE TRADE WINDS
Great talent makes great Kapp hit records

LENNY WELCH

MAKES HIS FIRST SMASH SINGLE FOR KAPP RECORDS

MY FOOL OF A HEART and I'M DREAMING AGAIN

LENNY WELCH
NOW RECORDS EXCLUSIVELY FOR KAPP RECORDS
Kapp Records has great talent for making hits

LINDA SCOTT

PATCH IT UP

NOW BREAKING OUT IN NEW YORK, CLEVELAND, SAN FRANCISCO, PITTSBURGH AND SEATTLE.

RUBY and the Romantics

DOES HE REALLY CARE FOR ME

ALREADY BUSTING WIDE OPEN IN NEW YORK AND MORE BIG PLAY TO COME.
HITS! OUR BUSINESS FOR '65

DESTINED

BOBBY

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BLIND

RECORDS,

LOVING

LAMONT'S

AND

SMASH!

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SMASH!

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RESPONSE

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"The Whistler's

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OSLO

Norway's most famous songstress, Wenche Myhre, 18, will make her stage debut when she stars in a production of "The Wizard of Oz" here. No recordings will be issued from the show because of the musicians' strike in this country. Musikk-Huset is publishing the melodies, beginning with 1975. ... Pelada-Clark's "Down-town" on Pye in England has now been issued on Volumes by Arna Bendiksens here. ... The Norwegian radio (NKR) will start a Top 10 program this spring where each record's spot will be decided by the audience's applause. ... The New Christy Minstrels, now on tour here, was dedicated last week at the Oslo University because "if we let them in, we must let the Beatles in, too," university director Olaf Bogen noted. ... Pelada-Clark's "Down-town" on Pye in England has now been issued on Volumes by Arna Bendiksens here. ... The New Christy Minstrels consequently gave a concert at Oslo University, but recorded programs for TV and radio ... The Beatles are starting this year the same way they did last year, with two records on the first two places in the Top 10. ... ANDRE ERIKSEN

RIO DE JANEIRO

Connie Francis opens Feb. 3 atatro Republikca. Well-known record producer Alcides de Oliveira flew to the States ... Pfizer Tenerio Jr. and Bing Crosby's combo play in the Sunday night jazz sessions held at the new club, Roma Veranda (Red Rose). ... Eddie Barletta, Francisco Hardy, Darla Moreno and many more French artists already made reservations at Copacabana Palace Hotel. They are some of the hundreds of foreign personalities that will visit Rio during the fantastic Four Centenary Carnival the first week of March. ... Homero Cavalcanti is the new chief of the Philips pressing plant in Alto de Iva Viada ... School-children from the city's First Folkloric Festival sponsored by TV Globo will perform (Feb. 2) ... Feast will take place on the beach after the opening of San Paulo ... Ellis Ruggles, best known as singer of the moment, finished his first LP for Philips. ... Nino Rota released his first LP's record under the new process, Dynascope. Disks are being pressed on the Muzard and Nihon labels. ... SYLVIO TULIO CARDOSO

SYDNEY

With the takeover of Leeds Music in Australia by RCA a few weeks ago, Leeds music man Jack Arnett will be heading for the U.S. this month. He will announce big plans on his arrival back in Sydney. Meanwhile, Arnett is excited the way "My Love, Forgive Me" controlled by Fincone-Gil, is climbing the charts and it looks as if it will be the first hit in this country for CBS artist SYDNEY McEwan, Michael Urbaniak, Stanislaw Zweidachowski, and Carl Fuchs. Reclam publishing firm released an 800-page jazz dictionary covering 750 jazz bands, 1,770 jazz musicians, 350 jazz composers, and 32 pages of pictures, 600 examples of which are musical diagrams. It's a collector's item, but German jazz fans are happy to get the Australian Swingl Jazz label at last. This label is imported now by Nature Records. ... Maurice Chevalier was not very happy with his guest appearance at the Madame Ball. In the huge Deutsches Theater 1,200 people wanted to dance. The 45 minutes of Maurice's One Man Show was too long. Said Maurice, "I never met such an uninterested audience in all my showbiz years." But the next day, in a TV spec taped by producer Gerhard Mendelmann for the second German TV Network, there was all the glamour of a Chevalier show. There were 500 in the audience, mostly members of the French colony. There was no applause and there were certain calls. Said Mendelmann, "Maurice made a terrific show. It was sensational." JIMMY JUNGERMANN

NOW AVAILABLE!

THE 1965 EDITION

ENZO DELIZIO

THIS YEAR, AS EVERY YEAR, YOU ARE FIRST WITH THE GREATEST HITS FROM SAN REMO...

Robert Goulet, ... Sean Lebeck, ad manager for CBS, has released news that the Atlantic single "Bonjour," a chart winner in early '64, will be released in England on the newly acquired label by CBS Oriole Records. ... Another single for overseas release is "Hey Now Baby" by Johnny Reb, which has been taken up by Nippon Columbia, Tokyo. ... Bill Dunstan, Australia's top singer, has been presented with his third gold record by EMI for his album release of "Annia Singalong." ... Publishing house J. Albert & Son report intensive activity with Bobby Vinton's recent Epic release, "Mister Lonely," which is climbing local charts. ... Jimmy Rodgers still scoring heavily with "Some Place Green" and the Beach Boys' latest "Dance, Dance, Dance!" should carry well into the new year... Col Joes, Festival artist and his group, the Joes Boys, will tour Japan for three months commencing March 1; to pave the way, King Records of Japan will release an album by the artist. ... Sharon Black won the Philips TV talent quest. Her pilot was a recording contract with Mercury Records. She will arrive in the U.S. in March. ... Brian Henderson will take his television show "Bandstand of Stars" on the road during February. The cast will include top local disk stars. ... EMI is setting up a release, on the Columbia label the Questo. The top side, "Shangri" made the No. 1 spot in Singapore's charts recently. The flip side is "Golgapol." Both titles are controlled by Castle Music for Australia. ... J. Albert & Company continues to produce disks independently, and has released another single through EMI on their Parlophone label: Australia's top instrumental group Billy Thorpe and the Aztecs playing "That I Love." ... Miles Davis, who has a strong following here, has a new release on Vocation label from the Vogue catalog titled "Blue Moods." ... English artists continue to rule the charts in Australia, and latest releases from England include "No Arms Can Ever Hold You," by the Bachelors; "Three Bells," the Jimmie Brown number by Brian Poole; "Terry," by newcomer Tricks, and "Bom Bon Boom," by the Aussies from their MGM flick, "Get Yourself a College Girl." RCA's MD manager, Ron Willis, has announced the signing of two new artists to the local roster. GEORGE HILDER

February 6, 1965, BILLBOARD
RECORDING ARTISTS!

If you're already a "Big Noise" on campus or are planning to hit the College Circuit this year for the first time . . .

be sure your agent or manager has submitted your name and contact information for inclusion in the big DIRECTORY OF ARTISTS AVAILABLE FOR COLLEGE BOOKINGS . . .

a major booking guide section of Billboard's second annual edition of MUSIC ON CAMPUS/The College Market for Talent and Records.

To be published March 20

Names of artists, groups, acts, etc., are to be submitted by category (Classical—Jazz—Pop—Folk—Comedy and Spoken Word) . . . along with the name and address of the individual to contact for booking information.

Deadline for listing information: February 17

Send listings to:

Aaron Sternfield, Billboard, 160 W. 46th St., N. Y., N. Y. 10036

NEWS OF THE WORLD

NEW YORK

Jack Kerulue, formerly program director of WHO, Des Moines, la., has joined the Broadcast Relations Department of Broadcast Music, Inc., Nashville. Maldoff, director of Estonian Association, has a show of his paintings and drawings at the Collector's Gallery in Madison, N. J., from Feb. 14-Feb. 27. Maldoff has done work for ABC-Paramount, Vango, RCA Victor and many other labels . . . Phillips recording artist Lester Jone has been signed by the Smoothie Brothers to accompany them on their spring tour . . . Brigitte Evans, the British commercial girl, has signed a personal management contract with JLI Enterprises . . . David Koprs, former head of April-Blackwood Music, is in residence at his new club, The Loft, in the Village Islands. Many top performers, including Barbra Streisand, have been in for visits. Koprs and the Governor of the Islands are planning to present Tony Bennett in concert at the St. Thomas Ball Park under Koprs' direction . . . Sidney Mills is at Columbia Hospital for the next two weeks recuperating from an illness. David Weiss marrying Roni Marks on March 28 . . . Composer-arranger Joe Sherman was flown out to Texas last week to see Hank Thompson for a Faustian beer TV commercial . . . Nell Seluki will host her own Secret TV show on Feb. 1 . . . Arnold Show, professional manager of B. E. Marks, is giving a series on "The American Musical Theatre" at Ralhge Dickson University, Madison, N. J.

PHILADELPHIA

CBS-FM is playing four times concurrently at the Latin Casino Lounge, signed a five-year lease with Diamond Records with this first waxing for the label. "Hey! Never Love You Like I Do" to be released this month.

. . . Marlene Paul, top model, was selected as "Cover Girl" for the new Variety Records initial LP . . . Arthur Larry Lewaiusn sets up the New York Music Company . . . Jacob Goodman has formed the New York Goodman Music Company, setting up shop in the Jefferson Building . . . Donald J. Hillman links his initials together to give a name to his newly formed DJH Records Company . . . Herb Kesten has formed a new 1963 promotional effort in bringing the Beach Boys for their initial local concert at Convention Hall on Feb. 12.

MAURY ORODENER

HOLLYWOOD

Begun this Ave Records is about to be sold by Glen Cordin, who bought the label from Drake Frances last June. Owners are East Coast entertainment figures. The current executive team of Jack Mills, v.p., Jack Mcnair, national sales, and Joe Saraceno, singles ad, remains. Cole's personnel can hardly forget that Reprise Records was the previous tenant in the offices where they are now occupying. Painful in the parking spots are such names as S. Burke, M. Price, M. Otsin and M. Show, all top people with the new Burbank-based Reprise line.

Lee Lash, former Girl Friday in Columbia Records department, now working with Joy Travel Agency, booking flights for medics and ad men alike. Her office is at 1524 Wilshire Boulevard.

Mike Shepherd, like most promotion men, has a trunk full of records in his car. But when Mike, who works for Record Sales, opens that trunk, there is a basketball and blue jersey beside the albums. Mike is captain of the KRLA-Los Angeles baseball team in the Studio City League, which plays Wednesday nights at Hollywood High School. Ironically, the only KRLA DJ on the team is Charlie O'Donnell. Some of the personnel, including all the league are Raffey Johnson, Harvey Leinbeck and Ty Harden. Last year's champ, Screen Gems, is now named the Dunhill Top Teners.

Manager Bob Crystal heads for London in late February to acquire songs for Elton March, who opens a plush club in the Mayfair Section of London. Crystal says the vocalist is changing his style and image to be more contemporary, and he's building letters with labels about a contract. His other clients are Nancy Dumall, star of the Broadway musical "Browner," who is on a four-week medical leave, the Rosanes, and the Rip Chords.

In L.A., "Pulse" arranger-conductor Joe Lipman has completed three Dodge commercials in a move to expand his writing to other areas.

ELIOT TIEGEL

MEMPHIS

247MUSIC 2-7 show menshen b1

Lauds Armstrong will bring his All Stars Quintet to the Auditorium Feb. 21. It includes vocalist Diesel Brown in addition to Armstrong, Bitty Kyle on piano and Arvel Shaw on tenor . . . Hi Records' Willie Mitchell and His Comets played for a big Memphis State University fraternity celebration last week at which Cardinal baseball star Tim McCurver was guest.

Billy Williams and ors are in in the push Rivermont Club. They came in from the Shoreview in Houston . . . Magaretta Piazza is produce of a charitable drive to raise $35,000 for a dairy nursery, is making local appearances for it . . . Lott of Memphis drove to Hot Springs. Ark., this week to see Brother Dave Gardner at the Vapors Club.

"Brioni Lawrence play a show at the Auditorium today.6.

Sonny James, Eddie Bond and a host of 30 folks and country music stars packed them into the Strand Theater in a show last week . . . HI Record stars Ace Cannon and Gene Simmons are on tour . . . Plastic surgery to remove scars from the face of Joy Records singing star Bobby Wood last week was successful, the surgeon reported. Wood was critically injured in a auto crash last Oct. 2.

EDLIN WHISENHUNT

Let Me Tell You About the Birds and the Bees. THE FASTEST BREAKING RECORD IN YEARS!

GOING ALL THE WAY TO #1!

Thanks D.J.'s for Making This a Hit-

"THE BIRDS AND THE BEES" ERA #3141

Jewel-Arens

ERA Records . . . 6515 Sunset Blvd., Hollywood 26, Calif. Area Code 213-808 6-1464

BILLY BILLBOARD, February 6, 1965
HOT SINGLES...

BILL STRANGE
"Goldfinger"
GNP #334

JAY BENTLEY AND THE JET SET
"Watusi '64"
GNP #332

THE FIENDS
"The Addams Family"
GNP #335

NEW LP's...

GOLDFINGER
THE BIG SOUND OF
BILLY STRANGE
HIS GUITAR & ORCHESTRA

I Feel Fine
More Paladin
The Jerk
Goin' Out Of My Head
Come See About Me
(Get these from: The Munsters
Man With The Golden Arm
Peter Gunn
(These from: Fanny Gare)

GNP-2006-2006-S

NEW SINGLES...

TONI HARPER
"As Time Goes By"
"Never Trust a Stranger"
GNP #337

JOE & EDDIE
"Gabrielle"
"He's Got the Whole World in His Hands"
GNP #338

DELANEY BRAMLETT
"Liverpool Lou"
"You Have No Choice"
GNP #339

L.P.'s—BUY 85, Get Additional 15 FREE
SINGLES—BUY 100, Get Additional 20 FREE

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Boston—Mutual
Buffalo—Best
Charlotte—Mangold
Chicago—All State
Cincinnati—Hit
Cleveland—Cleve Disc
Colorado—Pan-American
Dallas—B & K
Detroit—Arc
El Paso—M. B. Krupp
Hartford—Trinity
Houston—Dally
Los Angeles—Record
Merchandising
Memphis—Record Sales
Miami—Florida Records
Milwaukee—O'Brian
Minneapolis—Hellricher
Newark—Wendy
New Orleans—Delta
New York—Alpha
Oklahoma City—B & K
Philadelphia—Universal
Phoenix—M. B. Krupp
St. Louis—Roberts
San Francisco—Melody
Seattle—Huffine
Shreveport—Starr's
Nashville—Southern
Honolulu—Eric

FOREIGN AFFILIATES:

Canada—Caprac
England & Commonwealth—
Vocation & British Decca
France, Germany, Benelux,
Switzerland—Vogue
Spain—RCA
Denmark—Tona
Sweden—Cupol
Norway—Ellertsen
Japan—King
South Africa—Teal
Mexico—Tizac
Venezuela—Palacio
Peru—Discofom
Philippines—Codal

9165 SUNSET BLVD., HOLLYWOOD 69, CALIF. 275-1108. Cable: CRESREC
BUD DAIN, VICE-PRESIDENT
### Australia

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<td>Cliff Richard</td>
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<td>I'M GONNA BE STRONG</td>
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<td>WHAT HAVE THEY DONE TO THE RAIN?</td>
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### Bavaria

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<td>SAY, SAY, SAY</td>
<td>Paul McCartney</td>
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### East Germany

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<th>Artist</th>
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<td>Philips</td>
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<td>2</td>
<td>LA LUNE</td>
<td>Dalida</td>
<td>Philips</td>
<td>Portugal</td>
</tr>
</tbody>
</table>

(Continued on page 55)
NEW ALBUMS for 1965

GENE PITNEY
Volume Two. Another Collection of Pitney Hits Including “I’m Gonna Be Strong” and “It hurts To Be In Love.”
MM2043/MS3043

GEORGE JONES & GENE PITNEY
Together for the First Time
MM2044/MS3044

TITO RODRIGUEZ
Another Fabulous Vocal Album
MM2045/MS3045

GEORGE JONES
Mr. Country Music...All NEW!
MM2046/MS3046

VINNIE BELL
16 All-Time Guitar Favorites
MM2047/MS3047

LOS HISPANOS QUARTET
Famous Singing Group...a first!
MM2048/MS3048

GUS VALI
Absolutely a Winner. Exotic Recordings of motion picture hits
MM2050/MS3050

FAVORITE TWELVE
Organ & Chimes
MM2042/MS3042

AL SOYKA
51 Polka Favorites
MM2024/MS3024

RALPH MARTERIE
Motion Picture Hits
MM2046/MS3048
**NEW ACTION R&B SINGLES**

Other records requiring solid sales in certain markets and appearing to be a week away from meeting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

**DO-D-D DAB-HH**
Bert Kayes, Chock 1048

**I LOVE YOU BABY**
Dottie & Roy, Lesage 701

**SHUT UP**
Art Walker & the All Stars, Soul 25008

**TOP R&B JOCKEY’S PICK-OF-THE-WEEK**

Burrus Johnson, WAGS, Atlanta

"She's Gone," Nolan Chance, Constellation 144

Perry Crowery, WAMO, Pittsburgh

"It Hurts Me to My Heart," Brooks O'Dell, Amy 632

Chatty Hatty, WCMC, Charlotte, N.C.

"We Are In Love," Bobby Byrd, Smash 1964

George Hudson, WJW, Newark, N.J.

"Cry" by "Two Tears Fall From My Eyes," Ray Charles, ABC Parament 10601

Jimmy Byrd, Wilder, Boston

"A Thousand Tears Away," Roy Hamilton, MGM 13115

LP—"The Most. Loving Prayer Ever," Dave Byrue, Vox Va 11143 (M); US 11143 (S)

Roy Brown, KEIT, Beaumont, Tex.

"We Are In Love," Bobby Byrd, Smash 1964

LP—"I’m Free," The Impressions, Epic 19487 (M); BM 2080 (S)

Paul (Fat Daddy) Johnson, WSOH, Baltimore

"Stomper," Johnny Nash, ABC 5432

LP—"Hard What You’ve Got," Joe Tex, Atlantic LP 1016 (M); SD 1016 (S)

Ed Wright, WAVN, Cleveland

"Danny Boy," Jackie Wilson, Brunswick 5277

LP—"Hard What You’ve Got," Joe Tex, Atlantic LP 1016 (M); SD 1016 (S)

**RHYTHM & BLUES SINGLES**

SPECIAL SURVEY for Week Ending 2/6/65

**HOT R&B LP’S**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist &amp; Label</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>&quot;Cry&quot;</td>
<td>Gene Redding</td>
<td>11</td>
</tr>
<tr>
<td>&quot;I Love You&quot;</td>
<td>Gene Redding</td>
<td>23</td>
</tr>
<tr>
<td>&quot;Strange Feeling,&quot;</td>
<td>Johnny Nash, ABC 5432</td>
<td></td>
</tr>
<tr>
<td>&quot;I’m Free,&quot;</td>
<td>The Impressions, Epic 19487</td>
<td></td>
</tr>
<tr>
<td>&quot;I’m Free,&quot;</td>
<td>The Impressions, Epic 19487</td>
<td></td>
</tr>
<tr>
<td>&quot;Hard What You’ve Got,&quot;</td>
<td>Joe Tex, Atlantic LP 1016</td>
<td></td>
</tr>
</tbody>
</table>

**HOT SPIRITUAL SINGLES**

1. **Peace, Be Still**
   James Cleveland, Savoy 4217

2. **Waiting for My Child**
   Cannonball Adderley, 9900

3. **Stand by Me Father**
   Soul Stirrers, Sac 101

4. **I'll Go**
   Mighty Clouds of Joy, Peace 3025

5. **More Than a Hammer and Nails**
   Staple Singers, Epic 9748

**HOT SPIRITUAL LP’S**

1. **Peace, Be Still, Vol. 3**
   James Cleveland, Savoy MG 14076

2. **On the Banks of Jordan, Vol. 4**
   James Cleveland, Savoy MG 14096

3. **A Bright Side**
   Mighty Clouds of Joy, Peacock PEP 121

4. **Walk Around Heaven All Day**
   Caravan, Vee Jay 5058

5. **Southwestern Mexican State Choir**
   Savoy MG 14099

**Blues News**

Thank you for all the kind comments about the new R&B page. The letters, wires, phone calls and compliments have been pouring in all week and we are most grateful. However, it’s you, the reader, the disk jockey and the retail store operator who make the news, and it is you we depend upon in order to produce a good department each week. We welcome news releases, items of interest from your market, pictures of special events, and any news of disk jockey changes, promotions or novel programming ideas. Simply address them to R&B News Editor, Billboard, 165 W. 46th Street, New York, N.Y. 10036.

All disk jockeys! Please send in a picture of yourself and background material for the D.J. Spotlight Feature. James Brown packed them in Sunday night (26) in Fort Arthur, Tex., for Roy Brown, program director of KJET, Beaumont, Tex. The Brown show at Pleasant Pier drew a better than capacity audience of 5,000. Brown flipped them as usual.

There are several new records on the market as testimonials to the late Sam Cooke but the one that seems to be garnering the most sales and airplay to date is "We Can’t Believe You’re Gone," by Bobby Harris on the Atlantic label.

The good news from the West Coast that Nat King Cole has successfully come through a serious operation and that the future looks bright for "the master" to resume again his career has cheered all in the industry.
ANNOUNCING THE FIRST HIT RECORD ON OUR NEW LABEL

EDDIE HODGES SINGS "ACROSS THE STREET" written by GENE (HE'S A REBEL) PITNEY

DISTRIBUTED by BELL RECORDS
DISTRIBUTORS OF AMY-MA
1776 BROADWAY, N.Y.C., N.Y.

AURORA 150
PRODUCED BY DAVID MOOK FOR P.P. & F.

ACROSS THE STREET (IS A MILLION MILES AWAY) (Gene Pitney)
EDDIE HODGES
THE GREATEST STORY EVER TOLD

Headlining The

PLUS
these hits
from the hot new
ASCOT label

Ascot is a subsidiary of UA
GREATEST Release Ever From United Artists!!!

HOW TO MURDER YOUR WIFE—NEAL HEFTI
Original Motion Picture Sound Track
Monaural: UAL 4119  Stereo: UAS 6119

THE WONDERFUL WORLD OF MOTION PICTURES
New Themes and Original Sound Tracks
Monaural: UAL 3362  Stereo: UAS 6362

GUITAR FOR LOVERS—
AL CAIOLA
Monaural: UAL 3403  Stereo: UAS 6403

TROUBLE IN MIND—
GEORGE JONES
Monaural: UAL 3405  Stereo: UAS 6405

IT'S A SMALL WORLD—
THE LEROY HOLMES CHILDREN'S CHOIR
Monaural: UAL 3413  Stereo: UAS 6413

TITO! TITO! TITO!
TITO RODRIGUEZ
Monaural: UAL 3411  Stereo: UAS 6411

THE METALLIC 50 BEAUTIFUL HYMNS
PETER BENNETT AT THE ORGAN
Monaural: UAL 3393  Stereo: UAS 6393

PLUS
4 new Tale-Spinners
added to
the hottest kiddie line
in the business!

...and they're all on
of course!
### HOT 100

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

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Song Title</th>
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<tr>
<td>1</td>
<td>4486</td>
<td>SOMEWHERE IN YOUR HEART</td>
<td>Jacbirds, Columbia 16090</td>
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<td>LOVE ME</td>
<td>Jacbirds, Columbia 16092</td>
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<td>4489</td>
<td>WHO'S BEEN DOING IT FOR ME</td>
<td>Jacbirds, Columbia 16093</td>
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<tr>
<td>5</td>
<td>4490</td>
<td>YOU'RE THE ONE</td>
<td>Jacbirds, Columbia 16094</td>
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<td>4491</td>
<td>SHE'S NOT YOU</td>
<td>Jacbirds, Columbia 16095</td>
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<td>4495</td>
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**HOT 100—A TO Z (Publisher-Licensee)**

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**BUBBLING UNDER THE HOT 100**

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TAMLA/MOTOWN RECORDS

HOT WITH SINGLES

MY GIRL
THE TEMPTATIONS
GORDY 7028

ASK THE LONELY
THE 4 TOPS
MOTOWN 1073

SHOTGUN
JUNIOR WALKER
AND THE ALL-STARS
SOUL 53008

HOT WITH ALBUMS

MARVIN GAYE
HOW SWEET IT IS TO BE LOVED BY YOU
Tamla TM 256

MEET THE SUPREMES
Motown 406

THE FOUR TOPS
Motown 632

Hits Are Our Business
TAMLA MOTOWN RECORDS
2640 W. GRAND BLVD.
DETROIT, MICHIGAN
NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and in brochuring in programmimg.

ANY
DEL SHANNON: Sings Hank Williams; 2004

ARUBL

MORAZ: THE MAGIC FLUTES—Various Artists; 3613
MARREL: SYMPHONY N° 9—Berlin Philharmonic Orch. (Barbirolli); 3023
BACH: CONCERTOS IN C MINOR/VIOLIN: (Galitzin); 3024
BRAHMS: SYMPHONY N° 3 IN F FLAT MAJOR; 3614
BARTRON: SONGS NO. 6, 9, 7—Arthur Schoonder; (CDA 154)
BARTRON: SONGS NO. 6, 9, 7—Artur Schnabel; (CDA 154)
MAGGIE TYTE: French Songs; Vol. 2; (CDA 193)
STRAUSS: DIE FLEDERMAUS—Saller's Wallis Opera Co. (Terry); P 6611; SP 6611
VERDI: LA TRAVIATA—Saller's Wallis Opera Co. (Hastings); P 7915; SP 7915

MORGANA

GRANT GREEN: Love Moons; BLP 7416; C 4342
JOE HENDERSON: In N Out; BLP 4166; C 6457
GRACIOLIN MUNIC: Il Sono Oliver Stuffy; BLP 4977; BLP 6477

BACH
BACH: CANTATAS—Solisti, the Thoman Chorus & the Gewandhaus Orch. (Thomson); BN 203355
RACHM: JAMES HAYS; SP 20353-7
ROSEN: STABAT MATER—Various Artists; BR 200355; SP 3200114
URAIANA: AND THEIR GYPSIES ON BEUL; Vol. 8—Lafayette Folk Choir Of Bethesda; BN 060581
TCHAIKOVSKY: FEODOR ONDRA—Various Artists; AR 230153

CARDASS

VARIOUS ARTISTS—The White House Saga; TC 1958

CAPITOL

JUNIOR MARCE—Straight Ahead; T 2208; ST 2208
THE LETTENBERG—Portrait of My Love; T 2270; ST 2270
THE GEORGE SHEARING QUINQUET—Out of the Blue; T 2272; ST 2272
BLAKES THOMPSON—Sweet—In Another Heart; T 2274; ST 2274
VARIOUS ARTISTS—First of the Form; T 2276
IT'S SPACE TIME WITH BOB WHITNEY; T 2278; SP 6616
MATT MONDO—Walk Away; T 2209; ST 2209
THE HOLLYWOOD STUDIOS—The Ballin' Song; Vol. 2; T 2200; ST 2202
THE TRAVELERS—New Sound; T 2207

STAN KENTON & HIS ORCHESTRA—Festive Flutters; (Coral); BN 6208; SP 6208
VARIOUS ARTISTS—Melody in Italy; T 5009
YURI YURIN—Among The Worlds; T 5002; SP 5002
MICKIE JONES—The West Coast No. 1; SP 5210; ST 5210
UDR RAIL:—Bobby's Old Lady; T 2275; ST 2275
THE DON SCHELLA Trio—Any Time...Any Season; T 2006; SP 2006
FRANK GAETZ—San Francisco Moon; T 2206; ST 2206
THE Golden Boy—International Album; T 2278; ST 2278
RODGER MURPHY—Slightly French; T 2221; ST 2221
ROY AGP—The Voice of Country Music; T 2274; ST 2274
STRAUSS: DREIECKMAUS—Saller's Wallis Opera; P 6611; SP 6611
VERDI: LA TRAVIATA—Saller's Wallis Opera Co. (Hastings); P 7915; SP 7915

CAPITOL OF THE WORLD

As Founding in Tottenham; T 15729
YOTSUBO: Kapers's CHERISH DISCOGRAPHY—Famous Japanese Monochrome; T 10229; SP 10229
VARIOUS ARTISTS—The Magic of Artur; T 10291

COLIFAX

The Young Warm Sound of JOHN DAY1526; CP 483; SC 480

COLUMBIA

FRANCISCO GUILDA, HIS PIANO & BIG BAND—From Vienna With Love; JL 2251

CORAL

HARRY DICKETT—Now You Dolf; CRL 57422; SC 57422
BONNIE MARTIN—Don't Forget I Still Love You; CRL 40245; SC 40245

CREATIVE SOUND

DALL EVANS BROGUES—One Way or Another; CRA 1369

SUPT LAND

STEELING HOLLOWAY—Wall Disney Presents; RD 2209

LAURA OLSHER—Wall Disney Presents; RD 2209

STAN KENTON & HIS ORCHESTRA—Festive Flutters; (Coral); BN 6208; SP 6208
VARIOUS ARTISTS—Melody in Italy; T 5009
YURI YURIN—Among The Worlds; T 5002; SP 5002
MICKIE JONES—The West Coast No. 1; SP 5210; ST 5210
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ROY AGP—The Voice of Country Music; T 2274; ST 2274
STRAUSS: DREIECKMAUS—Saller's Wallis Opera; P 6611; SP 6611
VERDI: LA TRAVIATA—Saller's Wallis Opera Co. (Hastings); P 7915; SP 7915

VARIOUS ARTISTS—Shakespeare: Henry the Fourth, Part 2; SP 2818

Here's the WORLD'S FINEST PORTABLE PHONOGRAPH styled in a "Samsonite" travelling case, exclusive with MASTERWORK, with all the sensational features for superb reproduction.

**FEATURES:**
- Solid State hand-wired amplifier
- 30 watts peak power
- Two speaker enclosures positioned in lid and removable for up to 24 feet stereo separation
- Four speakers (two 5½" and two 3½")
- Garrard Model 50 record changer
- Pickering magnetic cartridge
- Precision polished DIAMOND needle
- Eight controls
- Exclusive "Samsonite" light durable silhouette case
- Oxford Grey or Dover White
- Only 27 lbs.

MODEL M-1916 — $199.50*

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

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®“MASTERWORK” MARCAS REG.
a product of COLUMBIA RECORDS SALES CORP., 799 Seventh Ave., N.Y., N.Y. 10019
ire! Drive in '65"

 Paramount and impulse!

 Get in scoring start with a group of albums right up everybody's alley!

 Dealers! Wholesalers! Jobbers!
 Album Free for 6 purchased.
 (While time offer)

 ABC PARAMOUNT for full details!
BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE NANCY WILSON SHOW!
Capitol RAR 7136 (M); SAKO 2136 (S)
L-O-V-E
Motown COG 2195 (A); ST 2195 (S)
THE GOOD LIFE WITH THE DRIFTERS
Atlantic 8100 (M); SD 8103 (S)

★ NEW ACTION UP's

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

ANYONE FOR MOZART....
Swingle Singers, Phillips PWP 200-149 (A); PHS 600-149 (S)
HEY, BROTHER, POUR THE WINE
Dean Martin, Capitol T 2122 (M); DT 2212 (S)
SPY WITH A PIE
Savoy, Savus A/RCA Paramount; ABC 503 (A); ABCS 503 (S)
MERCY....
Don Covay & the Goodtimers, Atlantic 8104 (M); SD 8104 (S)
ODE TO THE LITTLE BROWN SHACK OUT BACK....
Billy Edd Wheeler, Kapp KS 1423 (M); KS 2423 (S)

CLASSICAL SPOTLIGHT

BEETHOVEN: SYMPHONY NO. 1; IN C MAJOR/SYMPHONY NO. 5; IN D MAJOR
Cleveland Orchestra (Sviatoslav Richter), Epic EPC 3892 (A); EC 1292 (S)

FORWARD FOLK

WORLD SPOTLIGHT

THE AMERICANIZATION OF EMMY
Sunbrook, Republic R 6151 (A); RS 6151 (S)
A successful album follows a successful movie, is very nearly every case. That's why, when the Americanization of Emmy was released last fall, it produced what was reported to be a huge hit. The album features the original score of the film, performed by the London Symphony Orchestra, conducted by Leopold Stokowski.

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS are new releases of permanent or current interest, which should have substantial sales burnout.

THE NEW CHRISTY MINSTRELS SING AND PLAY COWBOYS AND INDIANS....
Columbia CL 2003 (M); CS 9103 (S)
FIDDLER ON THE ROOF....
Columbia 3119 (M); ST 2216 (S)
INTIMATELY YOURS....
Arabian Rhythm, Old Town LP 20 (A); LP 2008 3 (S)
PERCY FAITH PLAYS LATIN THEMES FOR YOUNG LOVERS....
Columbia CL 2275 (M); CS 9979 (S)
RIGHT OR WRONG....
Ronnie Dove, Diamond D 3002 (M); JD 5003 (S)
THE BEST OF PETER NERO....
RCA Victor LPM 2978 (A); LSP 2978 (S)
GENE PITNEY'S BIG SIXTEEN, VOL. 2....
MCA Victor MA 2042 (M); MS 3043 (S)
NEON BEAT ON BROADWAY....
Village Stompers, Epic EL 21472 (A); SN 21619 (S)
LOVIN' PLACE....
Gale Gunn, RCA Victor LPM 3205 (A); LSP 3205 (S)
OUR SHINING HOUR....
Gloria Davis/Count Basie, York Y 6002 (M); Vt-6403 (S)
WALK AWAY....
Matt Munro, Liberty LRP 2402 (M); LST 7402 (S)

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS are new releases of permanent or current interest, which should have substantial sales burnout.

POPULARITY PICKS

SPECIAL MERIT PICKS are new releases of permanent or current interest, which should have substantial sales burnout.

SPECIAL POPULARITY PICKS

SPECIAL POPULARITY PICKS are new releases of permanent or current interest, which should have substantial sales burnout.

ROCK SPOTLIGHT

SPECIAL ROCK SPOTLIGHTS

SPECIAL ROCK SPOTLIGHTS are new releases of permanent or current interest, which should have substantial sales burnout.

CLASSICAL SPOTLIGHT

BEETHOVEN: SYMPHONY NO. 6; IN B MINOR, OP. 74, "PASTEUR"
The Soloist Orchestra (Barborka), Vanguard SYR 148 (M); SRV 148 (S)
Another recording, made in spectacular quality, this Vanguard pressing, features Renato Husseini and the London Symphony Orchestra. The disc is the second and the most complete, with dynamic and expressive qualities.

LOW PRICE CLASSICAL SPOTLIGHT

TCHAIKOVSKY: SYMPHONY NO. 4; IN D MINOR, OP. 36, "MOTHER"...
The Mala Orchestra (Barborka), Vanguard SYR 148 (M); SRV 148 (S)
Another fine recording, made in exceptional quality, this Vanguard pressing, features Renato Husseini and the London Symphony Orchestra. The disc is the second and the most complete, with dynamic and expressive qualities.

SACRED SPOTLIGHT

SPECIAL SACRED SPOTLIGHTS

SPECIAL SACRED SPOTLIGHTS are new releases of permanent or current interest, which should have substantial sales burnout.

THE SENSATIONAL STATESMEN QUARTET
RCA Victor LPM 2989 (A); LSP 2989 (S)
One of the most popular and successful groups in the sacred music field. All of the songs were written by Jim Weathertone, who sings base in the group.

SEE ALBUM REVIEWS ON BACK COVER

ILLIBRARY, February 6, 1965
Instant Nostalgia!

JIMMY DURANTE'S WAY OF LIFE...

A gathering of nosegays... with Love... in a Valentine to Mrs. Calabash and all us sentimental slobs.
Authorized by Sir Winston Churchill

Only London Records has highlights from Sir Winston Churchill's privately recorded memoirs...speeches made in secret session before the House of Commons (and never before heard by the public)...excerpts from his famous speeches...and the voice of John F. Kennedy conferring honorary U.S.A. citizenship upon Sir Winston. All this is on one handsomely packaged, popularly priced 12" LP.

Also available...

THE 12 RECORD VOLUME nationally advertised at $100.
in Life, Time, Newsweek New Yorker, Wall Street Journal and Saturday Review

EXCLUSIVELY ON LONDON RECORDS
See your London distributor
**ALBUM REVIEWS**

**CLASSICAL SPECIAL MERIT**

BARBARIOLI CONDUCTS WAGNER
Sir John Barbirolli conducting Hallé Orchestra. Vanguard SVR 149 (M); SVR 149 DL (S)

It is these segments from four operas which include 'Erik, Der Sieger' highlights. Barbirolli and the orchestra unlock their own brand of power for Wagner's orchestrations. And what results is a link of dramatic vitality and impact.

**FIVE ITALIAN FLUTE CONCERTOS**
Jean-Pierre Rampal. Epic LC 3895 (M); BC 1293 (S)

Excellent little vignettes make up this LP which highlights Rampal's style. Dates after 1950 offer a wealth of music...songs...label.

**LOW PRICE CLASSICAL SPECIAL MERIT**

MOZART: PIANO CONCERTOS NO. 20 IN D MINOR/NO. 24 IN C MINOR
Kahane, Matthews. Piano/Vienna Radio Symphony Orchestra (Swarowsky). Vanguard SGR 142 (M); SGR 142 SD (S)

Neither of these volumes have suffered from overspecialization. These are at least a hard-coded treatment of both concertos. But the last few bars of each significant gesture, which is in itself music in abundance, could do very well for us.

**JAZZ SPECIAL MERIT**

BACH, HUMBUG!
George Gruntz Quintet. Philips PPA 200-165 (M); Philips 200-165 (S)

Bop quintets are ever improving upon the previously established standards. Yet the music itself is not entirely new.

**FOLK SPECIAL MERIT**

CANDY MAN
Paul Sykes, Werner Bros. W 1583 (M); WS 1583 (S)

A highly entertaining album of humor, singing and good fun. Some is a problem, but the music is all here.

**SACRED SPECIAL MERIT**

RECORDS
N.Y., the 10011 Banner Back. Brings...start music...label.

**LOW PRICE CLASSICAL**

ROSSINI: REQUIEM; LA BOUTIQUE FANTASQUE; BEL CANTO: DIVERTE-MENTI/RAYMOND; BELCANTO; WINTER PALACE; Beethoven's Piano Octet. (Epic), RCA. RCA Victor RCV 1563 (M); YVC 1563 (S)

CLASSICAL

PAGANINI: THE 32 CAPRICES
Emmanuel Vardi. Epic SC 6049 (M); DL 1249 (S)

STRAVINSKY: SONG OF THE NIGHTINGALE AND OTHER WORKS
London Symphony (Damrosch), Mercury MG 3237 (M); SRCO 6370 (S)

SYMPHONY OF DANCE
Music Art Symphony Orchestra (Berlin). Philips DL 5197 (M); DL 5194 (S)

FOUR AMERICAN LANDSCAPES
The Symphony of Los Angeles (Annenberg). Testament 3118 (M); 3218 (S)

SYMPHONY OF THE AIR
Testament Symphony Orchestra,...ever.

FAMOUS ARIAS OF BACH AND HANDEL
Musica Antiqua Dresden. Philips PMI 690-063 (S)

MUSIC OF MEDIEVAL FRANCE
Dallas 318-060; SACRED & SECULAR:

RICHARD STRAUSS
General Secretary/Daniel Barenboim. Philips PRC 480-065 (S)

ERICA MORIPLAYS AN ITALIAN BAROQUE VIOLIN RECITAL
Isserlis. DECCA 41812 (D); 41846 (S)

AVSHALOMOV: PHASES OF THE GREAT LAND/WADI: DIVERTI-
Portland Junior Symphony (Avshalomov). RCA Victor RS 1248 (S)

LOW PRICE CLASSICAL

BEETHOVEN: SYMPHONY NO. 1 IN C MAJOR, OP. 21; SYMPHONY NO. 8
In F. EOS, W 142

The Hall Orchestra (Bartholomew)....760 (S)

LOW PRICE COUNTRY/NEO-THEATRICAL

32 WONDERFUL HITS
Mountain Music. RCA Camden CAL 84 (M); CAL 946 (S)

(continued on page 44)
This is TWO MUCH!

It's just the biggest Winter release you ever saw. Yes, only two albums, but a real double-barreled blast...headed Chartside.

HER FIRST FOR Fontana

GLORIA LYNNE
INTIMATE MOMENTS
SRF 67528 / MGF 27528
The first all-new Gloria Lynne LP in a long time—no selection ever previously available. Gloria's debut album on the Fontana label.

HIS NEWEST FOR SMASH RECORDS

THE RETURN OF ROGER MILLER
(featuring DO-WACKA-DO and KING OF THE ROAD)
SRS 67061 / MGS 27061
A follow-up to the LP that has now been on the national charts for 32 weeks. All selections are written by Roger.

Order Pre-Pack Kit of 90 Singles...

This is TWO MUCH TOO!

Introducing All-Time $SMASH Hit Series
30 hit sides—15 hit singles all ready to zoom up big.

Alley Cat
Green Bananas
Mr. Giggers
Hammer
Wooden Heart
Little Red Hen
Hey Jude
Mr. Dayfried's
The Angels

Don't Me
Change-Li't Head Miller
S-L-2

Peanuts
I'll Be Home
Boy Walker

Hey Baby
Number One Man
Bobby Steele

Since I Met You
Baby
A Little Lost My
Mind
Jody Lee Lewis
S-1413

I'm A Fool To Care
Your Dreams In My
Heart
Joe Barry

Pitches
I Don't Have To
Be A Baby To Cry
Have You Ever
Been Lonely
The Crusaders
S-1409

Baby, Baby, Baby
Black Top Your Mind
Anna King—Baby Byrd
S-1412

Whole Lotta Shakin' Goin' On
Breathless
Jodie Lee Lewis
S-1412

You Don't Have To
Be A Baby To Cry
Have You Ever
Been Lonely
The Crusaders
S-1409

You Don't Have To
Be A Baby To Cry
Have You Ever
Been Lonely
The Crusaders
S-1409

Have You Ever
Been Lonely
The Crusaders
S-1409

in merchandising counter display.
Display available with orders of 90 records only. Have several—compact, takes little counter or stand area. A browser box in itself, has a divider card for each record.
**ALBUM REVIEWS**

*Continued from page 43*

**JAZZ**

**SPECIALTY**

**LIGHT SO BAD**

**MAMAN**

**NEW YORK'S A LONELY TOWN**

**Regional Breakouts**

**TIME WAITS FOR NO ONE**

**THE FIRST MUSICAL VERSION OF A GREAT NEW SONG. JAMES DARREN SINGS "A MARRIED MAN"**

**BILL GAVIN LATE PICK: "Absolutely Great! Should Smash."**

**POOR UNFORTUNATE ME**

**LET HER LOVE ME**

**I WANT TO GET MARRIED**

**FLY ME TO THE MOON**

**LONG BLACK VEIL**

**WHIPPED CREAM**

**CRYING GAME**

**CBP 765**

**THE COLUMBIA RECORD COMPANY**

**AMERICAN CHORAL MUSIC FOR TODAY'S WORSHIP**

**THE SOUL OF NAPLES**

**LOVE IN MEXICO**

**MUSIC OF HARRY PARTCH**

**HELLO, DOLLY!**

**LATIN**

**LAS LECEDADAS DE MENDOKAN**

**SACRED**

**MY SONG**

**Sacred Music**

**Hello, Dolly!**

**Latin**

**American Choral Music for Today's Worship**

**The Soul of Naples**

**Love in Mexico**

**MUSIC OF HARRY PARTCH**

**HELLO, DOLLY!**

**Latin**

**Breakout Singles**

**National Breakouts**

**Regional Breakouts**

**Time Waits for No One**

**The First Musical Version of a Great New Song.**

**James Darren Sings "A Married Man"**

**Bill Gavin Late Pick: "Absolutely Great! Should Smash."
Sir Winston Churchill's most memorable speeches. A deluxe album including 16 pages of articles, quotations and rare photographs. On COLUMBIA RECORDS.
Radio Racked Over Coals on WNYC

NEW YORK — "Radio does not operate in the same interval as television," said Rosenberg in a comment to ACMFM last week.

Rosenberg, who teaches sociology at the University of New York and the New School for Social Research, was a co-editor of the book, "Mass Culture," questioned whether radio's effectiveness has eroded after the medium's steady decline in listenership and the proliferation of television and has only recently been halted.

"The radio's programming is successful because it is tasteful," Rosenberg said. "For a long time, programming of the highest level, programming is too bad to attract listeners, he contended, while programming of a lesser order may be interesting because it is ambiguous."

After a series of broadcasts, he said, is a "certain level of mediocrity must be achieved" for programming to be successful.

In the view of broadcasters and advertisers, Below a certain level, programming is too bad to attract listeners, he contended, while programming only good to attract listeners, he contended, while programming of a lesser order, programming is too bad to attract listeners.

As an example, a recent play- list of American radio stations, that records Johnnie Collister's format outlet by, new program director Don De Wees, said that the station has expanded its playlist to about 24,000, a record policy instated last August to battle chief competitors.

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OK, OK – YOU CAN STOP IMPORTING THE ENGLISH VERSION!

SANDIE SHAW'S NEW CRUSHER "GIRL DON'T COME" IS NOW IN RUSH-RUSH RELEASE!

MO OSTIN
ARTISTS’ BIOGRAPHIES

For your programming use here are pertinent facts about hit club artists. If clipped and pasted on 3 x 5 cards, these biographies will help you build a convenient file of such data.

RONNIE DOVE (Diamond)

A young man hitched to a shooting star is Ronnie Dove, 24, currently on his third hit single. Dove, a native Virginian who makes his home in Baltimore, Md., when not making road rounds, plays several Engagements in the public appearances and fulfilling night club commitments. Ronnie first started singing in the same way as many other youngsters do— as part of a high school group. He still works club appearances with his group, the Ronnie Dove Five. Among Ronnie’s ambitions is to open a night club of his own where he can give young talent a chance to perform before adult audiences. He believes that night club engagements can help a young singer’s success with records to build a rounded talent. His first recording for Diamond, “Sweet Than Sugar,” received rave reviews in the trade papers. His second record, “Say You,” was an out and out smash and the springboard to a successful career for the young vocalist.

CURRENT SINGLE: “Hello Pretty Girl”
CURRENT ALBUM: “Right or Wrong”

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following single selection from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the hit 100.

This Week Last Week Title, Artist, Label
1. 2 HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181
2. 2 DON'T FORGET I STILL LOVE YOU, Bobby Martin, Coral 62426
3. 4 SOMEWHERE IN YOUR HEART, Frank Sinatra, Capitol 10336
4. 4 YOU'RE MY BOBBLE WILSON LOVES YOU, Dean Martin, Capitol 10336
5. 6 LADY OF THE LACE, Tony Orlando, Epic 1076
6. 9 KING OF THE ROAD, Roger Miller, Smiley 1965
7. 8 HEAR HEART, Andy Williams, Columbia 43180
8. 12 THE LOVES ME, Peter, Paul & Mary, With Bob Ross 5496
9. 10 WILLOW WEEP WEeping For Me, Chad & Jeremy, World Artists 1034
10. 12 RED ROSES For A BLUE LADY, Bert Kaempfert & His Ork, Dot 2777
11. 13 FANCY PANTS, At Her, RCA Victor 8417
12. 14 WHOSE HEART Are YOU Breaking Tonight, Connie Francis, MGM 13350
13. 15 MY HEART WOULD KNOW, At Martine, Capitol 5341
14. 16 MARIMBA MAN, Richard Burton, MGM 13807
15. 17 THE MAN, Leafs Green, RCA Victor 6400
16. 21 GOLDFINGER, Billy Strong, Crescent 334
17. 19 TRY TO Remember, Ed Ames, RCA Victor 8483
18. 20 HELLO ROCKY, Bobby Dees, Capitol 5399
19. 21 GOLDFINGER, Shirley Bassey, United Artists 790
20. 22 CRINCH IN THE CHAPEL, Adam Wade, Epic 5752
21. 23 TRY, Ray Charles, ABC Paramount 10165
22. 23 RED ROSES FOR A BLUE LADY, Vic Dana, Dot 304
23. 21 GOLDFINGER, Jack Listro, Regal 1323

YESTER YEAR'S HITS

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

POP SINGLES—5 Years Ago February 5, 1960
1. Teen Angel, Mark Dinning, MGM
2. Runnin' Bear, Johnny Preston, Mercury
3. Where or When, Dino & the Belzoni Boys, Decca
4. Do It Again, Marty Robbins, Columbia
5. Boarding House, Dickie Valentine, Columbia
6. Lonely Boy, Connoy Trig, MGM
7. What in the World's Going To Happen, Jack Scott, Top Rank
8. It's Too Late to Stop Him, Jim Reeves, RCA Victor
9. Who, Frankie Avalon, Chancellor
10. You Got What It Takes, Mary Johnson, United Artists

R&B SINGLES—5 Years Ago February 8, 1960
1. Baby (You Got What It Takes), Brook Benton & The Latinaires, Mercury
2. I'll Take Care of You, Bobby (Blue) Bland, Duke
3. Runnin' Bear, Johnny Preston, Mercury
4. Talk to Talk, Jackie Wilson, Brunswick
5. Randy Man, Jimmy Jones, Coby
6. Smokey (Part II), Bill Black's Combo, Hi
7. You Better Take It Easy, Mary Johnson, United Artists
8. Money, Barrett Strong, Anna
9. Sweet Sixteen, B. & B. King, Kent
10. Just a Little Bit, Rescue Gordon, Vee Jay

POP SINGLES—10 Years Ago February 5, 1955
1. Heart of Stone, Fontane Sisters, Dot
2. Suddenly, McGuire Sisters, Coral
3. Let Me Love You, Peter, Paul & Mary, Columbia
4. Meet Me Half Way, Janie James, Columbia
5. Naught Of Shady Lane, Amen Brothers, RCA Victor
7. That's All I Want From You, P. Morgan, RCA Victor
8. Earth Angel, Pongas, Dodgers
9. Let Me Go, Lover, Teresa Brewer, Dot
10. More, Delinquent Sisters, Epic

BILLBOARD, February 6, 1965
HERB ALPERT’S TIJUANA BRASS IS TURNING TO GOLD!

• An Important Album
• A Chart Album
• A Selling Album

LATEST SINGLE
WHIPPED CREAM
B/W A&M 760
LAS MARANITAS
A hit single
Color it gold

OTHER BEST-SELLING ALBUMS

COMING SOON:
HERB ALPERT’S TIJUANA BRASS will make its first concert appearance Feb. 27th—Santa Monica Civic Auditorium

A&M RECORDS
www.americanradiohistory.com
VOX JOX

by GIL FAGGEN

KNUZ (Houston) disk jockey Buddy McGregor (right) presents the Gold Record signifying one million sales of "The Last Kiss" to J. Frank Wilson. Program director, Ken Grant (left) looks on. The station was first in a major market to report the record on its survey.

WNEW's Wally King will play the lead role of the playboy in "A Question of Identity," two-part series dealing with playboyism in America, on "Look Up and Live," Sunday (31) and Sunday, Feb. 7 on the CBS TV network. I wonder what Wally's lovely wife Nancy has to say about her husband's 'image'?

KRAF (Resching, Ore.) reports that during the recent West Coast floods its record library went to sea. The station, which also suffered extensive damage, needs help in continuing its hot pop and old record programming.

The listeners to the Jack Sterling show on WCBS are getting fatter and fatter as a result of Jack's "Win Your Weight in Money" contest. More than 200,000 entries have poured in during the past seven weeks. Listeners to the wake-up show are invited to write their name, address and phone number on a postcard and mail to Jack. Six cards are chosen at random each day Monday through Thursday, with entries called by Sterling while his show is on the air. Twenty-four preliminary winners are then invited to join him in the studio each Friday for an on-the-air drawing — the grand prize winner of the week receives his or her weight in loot determined by spinning a carnival-type wheel marked with coin denominations of pennies, nickels, quarters and silver dollars. Joe Hanley, WCBS PR chief tells me that pennies are worth $1.50 per pound, nickels $4.25 per pound, quarters $18.50, and a pound of silver dollars is valued at $17.

A-IC Ron Salewsky (right), who hails from Canton, Ohio, is honored at Bentwaters, Suffolk, England, by being named an honorary member of the Blue Steel Squadron. Capt. Ed Lipsey (left) presented Ron with squadron patch for his two

hour "Pop o' the Morning" radio show aired for the USAF 81st Tactical Fighter Wing. A-IC Wilbert Gillis (center) looks on approximately.

PFC John L. Egan Jr., announcer for American Forces Korea Network Radio "Bayonet," needs information on folk artists and folk songs for his "Folk Scence" show. Send c/o Egan, AFRN Radio Bayonet, APO San Francisco 96207.

SEGUE

Larry McCabe, former director at WMAL (Marion, Ind.), moves to WEIR (Minneapolis) as PD and host of 2-5 p.m. air show.... A former Mito Colorado, Mrs. Lillian Helling, succeeds Ray Childers, who is expecting her third child, as KHOW (Denver) hostess for "Kaye Howe" show.... Jim Wood returns to KDSX (Denison-Sherman, Tex.) for 6 p.m. to midnight show, after service with the USAF in Alaska.... Walt Turner, WTNQ (Dayton) DJ, to WSAI (Cincinnati) as newswoman.... McKinley Williams, Fort Lauderdale DJ, joins KYOC (Houston).... Jerry Miller, San Antonio DJ, latest addition to KNUZ (Houston) deejay line-up.... Dan McKinnon, recently of KFMB (Los Angeles), to KLAC that city as DJ.... Dick Wittington, KLAC alumni, now doing afternoon show on KGIL (San Fernando Valley).... Murray (the K) Kaufman, WINS DJ for the past seven years, to exit the New York Group W outlet (see separate story).

Unconfirmed reports at press time reveal that WMCA (N. Y. C.) vice-president and general manager Stephen B. Landesberg has been tapped as new executive vice-president of NBC Radio Network replacing William K. McDaniels, who resigned recently.

George H. Rogers Sr., 59, 30-year broadcasting veteran, died Dec. 28, 1964, in Cincinnati. He is survived by his widow Alice and son George H. Rogers Jr., regional sales manager WKRK-TV (Cincinnati), Charles A. Rogers, NBC News, N. Y. C. and a daughter, Mrs. Thomas Uhl of Toledo.

Ira Laufer, KJH (Hollywood) general manager, has appointed Don Otto as operations director, replacing Geoff Edwards, who leaves station.... Jack Kerrigan, formerly program director of WHO-TV (Des Moines) joins Broadcaster Relations Department of BMI.... William H. Super Jr., general manager of KMSC-FM (Houston), named assistant program director, WEEI-CBS in Boston.... Mickey Shaw, former Detroit DJ, named operations manager of WYFM (Chicago).... George Huang, program director, WDHA-FM (Dover, N. J.), named director of music WRFM (New York City).

MIAMI!—"Jazz Hour at Bighab's Place," a new, informal house-party type show hosted by Jay Biggs Neevins, debuted last weekend on WIOD. The one-hour Sunday jazz stanza will cover jazz from the old days to contemporary.

ZAPPING HORN AT HAND and wearing John Lennon topper, WMIA's nighttime "Leader," B. Mitchell Reed, is surrounded by New York area high school editors during his nightly press conference. On Dec. 15 the station inaugurated the weekly conference by extending special invitations to some 40 young editors from all over the WMIA coverage area. Amid flashing camera bulbs, B.M.R. answers questions on topics ranging from popular music to "why does the station air the all-talk Barry Gray Show " to "what are you going to do when you get older?"

Most of the questions, of course, center around the Beatles and English artists, as B.M.R. is a frequent visitor to the U.K.
Pitt. KDKA-TV's Push Is A Promotion Man's Dream

Continued from page 48

a song with dynamic feeling, vibrant drive and first-rate voice. Multi-Talented Cast

The multi-talented trouper include Sterling Yates, an 11-year veteran of KDKA-TV and radio. He hosts his own half-hour show daily on TV and the man's the microphone every Sunday from 8 a.m. to noon on radio.

Charles J. (Chuck) Spatsafore, a drummer with the group fea-
tured on the weekday John Reed King Show on Channel 2, and James Delallo, a staff musician on the King stanzas and a per-
former on the station's "Day-
break" programs, are also

Two Net Shots For Teen-Ager

NEW YORK—Barbara Hel-
man, of New Rochelle, N. Y.,
17-year-old winner of the "Miss
American Teen-Ager" title, had
several dreams come true when
she won the annual contest at the
Palisades amusement Park in New

The beauty, picked from con-
tenders sponsored by radio and TV
stations across the country, ap-
pears Tuesday on NBC's "Hullabaloo," with a host of top

She will be seen with James Francis and Burgess Merid-
th in the forthcoming episode,
"Mountains to Climb" of NBC-
TV's "Mr. Novak" Tuesday.
Feb. 23. She plays the part of a
Jefferson High student who
won a poetry contest. Her part
in "Mr. Novak" was written into
the script especially for her. The
prize awarded in the New Jersey
amusement park was given for poise, personality, good
grooming and scholarship.

Radio and TV stations may
learn more about the "Miss
American Teen-Ager" contest
by contacting Sol Abrams at Pal-
isades Amusement Park, N. J.

Continued from page 46

Radio is Raked Over the Coals

'GROUCH CLUB' GETS SPONSOR

DETROIT — The Marathon Oil Dealers of Greater Detroit have signed a long-term con-
tact to sponsor the WJBK-Radio feature, "The Grouch Club." Aimed at the funny bones of early-morning motorists each weekday at 7:44 within the Bob Loe program, the show will use excerpts from current comedy albums.

said radio was being used more to its fullest extent at present with more varied programming. "People are tired of hearing just music," he said.

bank in the "Flintshock" public affairs entry. Many will
remember King as host of such nationally famed radio and TV
shows as "Double or Nothing," "Party Line," "Give and Take," among others.

Music director of the road
show is pianist Johnny Costa, for-
er Savoy and Coral Record artist and currently a KDKA-
TV regular. Costa penned a
number of the tunes for the show.

For those of you who are
wondering how KDKA-TV's tal-
ent can be on the road per-
forming and on the TV per-
forming at the same time,...
remember they're "Live on Tape."

who is david jones?

EPIC
SINGLES MEAN VOLUME...
CLIFF RICHARD...
A GREAT STANDARD DESTINED TO BE HIS BIGGEST HIT!

February 6, 1965, BILLBOARD
5-9757
Rose Steps Up Country Music Training Plan

Nicky Firth at the Nashville offices of Acuff-Rose. Firth is the grandson of Louis Dreyfus, head of the Dreyfus company. Firth's visit lasted 30 days, during which time he attended recording sessions, familiarized himself with the company's music heritage, with artists, writers, etc. Firth heads Acuff-Rose, Ltd., currently.

Rose said that his next training will very likely come from Belgium and the Scandinavian countries.

"It is necessary," Rose explained, "to have creative music executives in various countries throughout the world. We seek people with this creative drive and we try to develop them...such people, properly trained, are likely to make the music business their entire career...and this is what we need in an industry which is world-wide in scope and which entails planning for future generations."

While commenting on the growing market for country music, Rose noted that Acuff-Rose's veteran inroads in European markets approximating 50 percent of the firm's total.

Rose added that an important phase of his overseas program has to do with the building of the artists in the different overseas markets. "We promote the original American artist who has the hit—such as a Sue Thompson or a Roy Orbi-..." he said. Full exploitation on this level, Rose noted, involves personal appearance tours.

An All Market Hit

"A TIGER IN MY TANK"

By JIM NEBbstT

"A TIGER IN MY TANK" is the current All Market Hit record making its way into various outlets around the country. The hit was recorded by The Dave Dudley Band and has been making a big splash in the country music industry recently.

Country Music

4,500 See KRD5 Show

PHOENIX, Ariz. — Country music lovers packed Phoenix Auditorium to capacity, with several hundred fans waiting in the lobby, and Jan. 13, to witness the first of the six dozen shows all-station Country KRDS plans to produce this year. Total attendance was 4,500, with 15,000 advance tickets sold in advance through promotion via KRDS, which operates around the clock, with country music. Advance tickets were scaled at $2 for adults and $1 for children under 12. Youngsters under six were admitted free.

The four-hour show featured Hank Thompson and His Brazos Valley Boys, Dave Dudley and the Roadrunners, Waylon Jennings and the Waylors, Carl and Pearl Butler, Faron Young and His Country Deputies, the Dave Curtis Trio, Roy Clark, and Mac the Singing Bartender, comedian. Johnny Hatfield, program director, announced, at KRD's Red-Radio, the proceedings.

KRDS new show is carded for March 19 and will feature George Jones and the Jones Boys, Webb Pierce, Dean West, the Duke of Paducah, George Morgan, and Hall Willis and the Willis Brothers.

Buck Owens Dates

Bakersfield. Calif.— Buck Owens and His Buckaroos are set for the following California dates, beginning Jan. 18, at the National City. 3: Salinas, 4: Venusberg Air Force Base, 5: Fresno. 6: Next week the group begins a swing through Oregon and Washington.

Nashville Scene

By DON LIGHT

Groove recording artist Jaset Tubb is currently on a five-week tour of Army and Air Force installations in Germany and France. Tubb was recently named honorary aide-de-camp to Gov. Gustavus of Georgia. Fred Foster, president of Monument Records, recorded soundies last week on Nashville songwriter Harlan Howard and Ray Porter. Guest stars on WSM's "Grand Ole Opry," included RCA's Roy Acuff, Roy Orr, Pee Wee King, Hugh Lewis, of the King Timmy band, Jack Stain Hitt, ... George Seigle, currently on personnel in Alabama and Texas, leaves soon for a month's tour of the West Coast.

Mother Maybelle Carter and daughters June, Helen and Anita will make a 14-hour tour of U.S. bases in England and Germany late this month.

Pee Wee King recorded sessions on 23-year-old Jack Leonard, vocalist with the King band, and Joan Malone, of Chicago, at the local Columbia studios have week... George Hamilton IV recorded a new RCA Victor album last week under the direction of Chet Atkins... Joe Stringer, client, writer and publisher, who has resided in Beacon, N.Y., for the last years, has moved to Music City. Client, writer of "Miller's Care," will open a publishing office here.

Columbia artist Claude Gray and Sammy's Hat Band have just completed a seven-day tour of Canada, with hit songs "I'm Just Lonesome" and Jett Wright... Jerry Kennedy, newly signed to the time songwriters, is working on five consecutive sessions here, recorded albums on smash artist Pete Drake and Maybelle Carter last week.

SNAGS House counsel, Salvatore Candlin, and Bob Thompson, public relations directors for the firm, were in Nashville last week confirming the absence of manager Roy Drusky. Bill Allen, head of Heritage, has just leased an Art Grayson master to Congress Records. The master, "You'd Better Hash," was produced by Allen in Music City.

Monument Record vice-president Jack Kirby and promotion manager Cash are in California promoting the "Monument Tour," a 45-city, 19-city road trip, given a key to the city... Columbia's George Morgan recorded a new album last week under the direction of label's Don Law and Frank Jones.

BILBOARD, February 6, 1965
Yes, Virginia--
There is a Sanity Clause

It's built into every person's moral contract with himself ... and in the world of business, it's called "ETHICS."

Some people choose to forget it exists... but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:
- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- "a set of moral principles or values"
- or closer to home... "rules of practice in respect to a single class of human actions; as, social ethics, newspaper ethics"

At Billboard, we take immense pride in our 70-year heritage of sound and honorable business practice... where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure... the highest of ideals can inadvertently get a little bruised now and then... unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication... and we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example... a letter recently received from a Billboard contract advertiser:

"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising."

"We are not trying to dictate editorial policy to your publication, but since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than do those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position is to stop advertising.

"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a one-time basis when we feel it necessary."

GUILTY, YOUR HONOR!... As much as we hate losing that contract business, we must confess to our firm conviction
- that just because you advertise does not mean you make news
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is newsworthy
- that just because you advertise, we should lessen or suppress news about your competitors

No, sir... sleep is too precious. Furthermore—we don't run free ads to hype big accounts... or print "puff" to make the book look bigger... or pull the wings off butterflies.

What we do try to do is make certain
- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly who his message is reaching and where they are.
- that our readers get the benefit of constant up-grading and improvement of editorial content—by our membership in American Business Press (ABP)... dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

Yes, Virginia... there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.

Billboard

The ONLY ABC-audited business paper for the music-record industry
**Tiu Kiddies Cut Album**

**NASHVILLE —** Giny Tiu, Chinese singer-pianist who has been in several movies and on network TV, was in Music City last week, with her sisters Vick (8) and Elizabeth (7) and her brother Tiu Jr. (12), who are making an album of country music songs at RCA Victor.

Al Sohn, of Chicago, directed the sessions along with Ed Balestine, who produces the Don Billow radio program. The youngsters' father, William Tiu, accompanied the group and was on hand for the session. The album is scheduled to be completed in Chicago this week with some Chinese tunes written by Giny.

She recently signed a contract with ASCAP at the company's local office and, at the age of 10, could be the youngest writer in ASCAP history. The album was produced independently and will be leased.

---

**COUNTRY MUSIC CORNER**

**YESTERDAY'S COUNTRY HITS**

Change-of-pace programming from your libation's shelves, featuring the disks that were the hottest in the Country field 5 years ago this week.

**COUNTRY SINGLES—5 Years Ago**

Feb. 7, 1959

1. *Hey There* to *Go, Jim Reeves,* RCA Victor
2. *El Paso* to *Marty Robbins,* Columbia
3. *San Francisco* to *Red Mahoney,* RCA Victor
4. *River Will Call* to *Lefty Frizzell,* RCA Victor
5. *No Love Have I* to *Webb Pierce,* Decca

**COUNTRY SINGLES—10 Years Ago**

Feb. 5, 1965

1. *Loose Talk* to *Carl Smith,* Columbia
2. *More and More* to *Webb Pierce,* Decca
3. *If You Ain't Lovin'* to *Faron Young,* Capitol
4. *Let Me Go* to * Liberia Skeen,* RCA Victor
5. *Shine* to *Wanted, Hank Snow,* RCA Victor

**WITH THE COUNTRY JOCKEYS**

**WEXL, Detroit, Bowls New Show**

**DETROIT —** A two-man country deejay show is in the plans for WEXL, Detroit, marking a first for this type of programming in the Midwest. Bill Samuels, country deejay and program director, will be joined by Dale Lewis to help spin the records and add conversation.

The program, slated to begin next week, will feature guest country artists as well as characters created by Samuels and Lewis. The deejays also plan to tour with the program to play in other states.

**Jim Small Opens Nashville Office**

**NASHVILLE —** Jim Small, a veteran of 32 years in the country music field, has re-covered from two recent heart attacks and has settled permanently at WNNV, Nashville, where he is operating his own booking agency and personal-management firm.

Before coming to Nashville, Small spent six months in Wheeling, W. Va., where he took on the personal management of Coleman O'Neal, artist—songwriter and a regular on WVA's "WV Veterans" program.

**SINGLES AVAILABLE FOR COLLEGE BOOKINGS**

A major booking guide section of Billboard's second annual edition of MUSIC ON CAMPUS/College Market for Talent and Records.

**To be published March 29**

Names of artists, groups, acts, etc., are to be submitted by category (Classical—Jazz—Pop—Folk—Comedy and Spoken Word) along with the name and address of the individual to contact for booking information.

**Deadline for listing information:** February 17

Send listings to: Arnold Sternfield, Billboard, 166 W. 46th St., N. Y., N. Y. 10036
## HITS OF THE WORLD

**Continued from page 26**

### MEXICO

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<td>Jim Reeves</td>
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<td>8 I'LL GO CRAZY—</td>
<td>Jim Reeves</td>
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### ATTENTION, DEALERS

*This is big news. This new hit is your present hit!*

### NEW RELEASE

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James Scales & All Stars

**RECENT RELEASE**

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(716) 500-0140

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February 6, 1965, BILLBOARD
**CLASSICAL MUSIC**

**Classical Sales BounceBack From 1964 Slump**

**BY MIKE GROSS**

NEW YORK—Classical record sales, somewhat in the doldrums during 1964, have leaped back to a healthy position through a number of labels, the New York Times reports. This is bringing the longsuffering fans back to the record stores.

Most labels have announced their new Masterworks recording of Mahler’s Third. It’s the master-pianist’s first all-Scarlatti recital, and the label’s chief executive predicts it’s “selling like a hot Christmas single.” Angel, on the operatic side, has already predicted that Maria Callas’ “Carmen” would win a gold record award, a first for an opera package.

Other big new items include Richard Tucker’s newest Columbia release, “Arias From Wagner Operas,” on which the company riding on a publicity wave following his appearance last week of his 20th anniversary with the Metropolitan Opera. Other news that producers classical best sellers are transcription of Samuel Barber’s new piano concerto as performed by John Browning of the Chicago Orchestra.

The fact that the concerto may be the new piano work to have been written in the past 10 years has added enormous excitement to the discs. In addition, the re-entry of maestro Stokowski and the Cleveland Orchestra to the Columbia roster, which has also invited an entire re-evaluation of Stokowski who is now receiving the same kind of reception as was accorded the Philadelphia Orchestra.

Matching Stokowski’s new label, Columbia executives are looking forward to the upcoming international tour of Stokowski and the Clevelanders, remembering how the tour of Eugene Ormandy and the Philadelphia Orchestra and Leonard Bernstein helped their album sales.

---

**Gould Sees End of Live Concerts**

Continued from page 6

Diana Momohin, wife of violinist Yehudi Menuhin, compared the listener’s view in the performance of a work by Beethoven to a conversation with Gould. “I am afraid of the modern way of trying to be all-inclusive,” she said. “In my opinion the studio recording and reproduction as something that can be played at home at any time...there is nothing wrong with this fan; there is nothing wrong with this. Whatever is spon
taneous is beautiful.”

Gould believes that the present trend in recording is toward a sound of extreme definition, a distancing of a performance through engineering. "Most records by major composers of symphony orchestras are so cluttered with microphones, and engineers are so careful to give equal importance to all the voices, that the composers’ wishes are always invisibly drowned," said John Hammond, Columbia’s assistant Artistic Director.

"I feel that what is supposed to recorded sound is something that can be summed up in the word ‘inaffable’. I think the reason for this is perhaps the age of the artists," said Hammond. "I believe that the soloist rather prides himself on being able to be heard over maybe a 100-piece orchestra, or that the delicate flute or oboe or English horn likes to feel that he can, and should be heard far more clearly than a concert audience will hear him in an orchestra. In emphasizing the part, you so often destroy the whole. My feeling is that people who are not musicians in recording often create more noise in an orchestra.

Another Columbia Records producer, Paul Myers, decried the practice of record reviewers who judge entire records on the control of their expensive machines at the same setting.

"The listener at home would prefer to hear more treble and less bass, there seems to no reason in the world why he shouldn’t use the dial that has been put on his machine," Myers said. "I think we could welcome a machine that would put up a performance, or change the sound, which the home listener could then alter, because he doesn’t want to have the music, even in his own living room, the way it came to him, or whatever.

A record should not be heard by the music exactly as he wanted to hear it. The record companies cannot give everybody’s tastes. They should produce records in the taste of an artist. They should not try to be something that the person on the cover of the album, this should be his album. But, at the same time, the listener should not feel he has to listen in that way, merely because the artist wants it that way."

Chopin Viewpoint

Schuyler Chapin, formerly a vice-president of Columbia Records and now artistic director of the Lincoln Center for the Performing Arts in New York, was recently asked to record the music of Stokowski’s for Columbia. He said, “For the first time, through recordings, through television and radio, a new medium has been given to the composer, so that now, he has the thought in his mind, it is transcribed onto paper, he performs it, and finally, when he is ready to record it, having blended the memory, the mood, the interpretation, he comes to the electronic field and he says, ‘Now, this is how I hear it’.”

Wagner said, “The old distinctions about the various classes of the musical hierarchy—the distinctions that separated the composer and conductor from the listener—will to a large extent become obsolete... the whole structure of such suggests a new kind of music... it becomes a musical activity.

The program was written and narrated by Gould, who also conducted the orchestra. It was performed by Irving Gillick, a CBC producer who is a composer.

---

**Ameritana Challenge Phil. Orchestra’s Ban**

The Ameritana Challenge of the Phil. Orchestra has had its ban, but not without a struggle. The contract which was to end their members' participation in chamber orchestras after the contract goes into effect next September.

The challenge is in the form of a letter sent to C. Wanton Ball Jr., president of the Phil. Orchestra, asking permission to continue the year-old Ameritana Orchestra next season. The present 18 members — all of whom are members of the Phil. Orchestra and all of whom signed the letter.

Chances of the request being granted were described as "rather hopeless" by the Ameritana's founder and music director, Frank Costanzo. The Philadelphia Orchestra had signed a contract, to provide 25 weeks employment for the orchestra, which includes a clause that the members will not be allowed to play outside engagements without written permission except in groups of six or fewer players.

Two other orchestras have been affected by the contract provision — the Philadelphia Chamber Orchestra and the Philadelphia Concerto Players. In 1964, the Philadelphia Orchestra designated Anselm Bruslow, concertmaster of the Philadelphia Orchestra, as conductor of the Chamber Orchestra, who said he will continue his career as a soloist.

Plans for founding a new chamber orchestra for him are being weighed by the Chamber Orchestra's board.

---

**Classical Hall Newest Cultural Boom**

SAN DIEGO, Calif. — The cultural arts have gained another impressive foothold on the West Coast with the recent opening of the new concert hall at San Diego State University. According to local newspaper, the opening of the new hall, the first in the nation, is scheduled for December.

The new hall is part of a $21 million Community Concert Project which is a model of the kind of community development projects that are needed to revitalize the downtown area. The Civic’s opening week festivities included the presentation of "Bolero," a ballet by Vivaldi, conducted by Earl Bernard Murray, with guest soloist Dorothy Kirsten and Brian Sullivan; a performance of "Who’s Afraid of Virginia Woolf?" by the D’Oyly Carte Opera Company; and the first San Diego Philharmonic concert by Zobini Minchao.

The effect of the new hall has created excitement for classical music in San Diego. The Los Angeles Philharmonic’s forthcoming season being 80 percent sold out. The hall’s ideal acoustics and the acoustical design resembles that of New York’s Metropolitan Opera, which is the "clouds" which reflect sound, are a distinct feature of the new hall, but have been operating in a better light than those "clouds" which trouble the smaller halls. Critical reports have echoed approval of the Civic Theater, which is the same manner received by the Los Angeles Music Center.

The Civic Theater is a multipurpose facility, lodging by the results of the opening concert. It is a real theater of the modern world, a place every right to be proud of their facility.

The opening of the Civic Theater Fall’s in line with a cultural boom currently under way. The Civic has developed a "clouds" that provide a rich tapestry along the East Coast’s coastline, in San Francisco, Los Angeles and now here close to the Mexican border.

---

**BEST SELLING BUDGET LINE CLASSICAL LP’s**

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

1. HAYDN—Symphonies Nos. 31 in D, 19 in D 64 in F; London (Vivaldi); Honeck 710151, H-10109 M.
2. VAUGHN WILLIAMS—Symphony No. 2 (London); Halle Virgil Barabtelli; Vanguard SR-134 SD 151, SR-134 V.
3. SIBELIUS—Symphony No. 1 in E; Halle Orch. (Barabtelli); Vanguard SR-149 SD 151, SR-149 V.
4. VIVALDI—La Cetra, Op. 9; Markoswitzky, Bobakovsky, Vienna St. Opera Orch. Celinder; (Golanceh); Vanguard SR-150 SD 151, SR-150 V.
5. VERDI—Aida; Tebaldi, Del Monaco, Stagnoli, Pratt, Erede; Richmond 13-12; 63002 M.
6. STOZL—Concerto Grosso/TELEMANN—Concerto for Trumpet & Suit in A; Various Solists Chamber Orch. of Versailles (Wahl); Nonesuch H-1017 M.
7. BACH—Four Concertos for Harpischord and Orchestra; Chamber Orch. of the San (Ristenpat); Nonesuch H-170151, H-17015 M.
8. MONTEVERDI—Madrigali Nuovo Madrigali Italiano (Ganni); Nonesuch H-170151, H-17015 M.
9. BRAHMS—Concerto No. 1 in D; Pinn, Gleis, Chicago Sym. (Raineri); RCA Victor VICS 1025 SD, VICT 1025 M.
10. MOZART—Concertos for 2 Pianos & Or., in E Flat and Concerto for 3 Pianos & Orch. in F; Orch. of Lamouroux (Chorazans); Nonesuch H-170151, H-17015 M.
11. BEETHOVEN—Concerto No. 5 in C; Grafton, Chicago, Sym. (Hendel); RCA Victor VICS 1025 M, VICT 1025 M.
12. SIBELIUS—Symphony No. 5 in E; Halle Orch. (Barabtelli); Vanguard SR-134 SD 151, SR-134 V.
13. BEETHOVEN—Concerto No. 5 in E (Emporer); Kate, Hall Orch. (Barabtelli); Vanguard SR-134 SD 151, SR-134 V.
14. HAYDN—Symphonies Nos. 6, (Morning), 7 (Noon) and 8; (Eveing); Chamber Orch. of the San (Ristenpat); Nonesuch H-170151, H-17015 M.
15. TCHAIKOVSKY—1812 Overture/BEETHOVEN—Welling- ton’s Victory; Minneapolis Sym., Minn. U. Brass Band (Davis); Mercury SR-19 151, MGD-10 1 M.

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**Rome Opera ‘Back to Life’**

Rome—The Weilland Wagner production of "Tristan Und Isolde,"direct from the Bayreuth Wagnerian Festival in the original German, is the latest landmark of the resurgence of the Teatro dell’Opera to top rank. It follows new productions of "The Marriage of Figaro" and "Tosca" staged by Lucia Visni and Giorgio Tarchini, noted film directors, and Rosini’s long-forgotten "Otello," with sets by Italy’s top painter, Giorgio de Chirico, and costumes are by Massimo Mongi- anco and Enoi Paiminetta, and two men who are reviving the Rome opera season.
The priceless element of "QUALITY JOURNALISM" that only Billboard Offers... 

We are pleased to announce that on January 28, 1965, at a special ABP Luncheon in New York, the coveted JESSE H. NEAL EDITORIAL ACHIEVEMENT AWARD was presented to the Editors of Billboard's First Annual Edition of MUSIC ON CAMPUS - The College Market For Talent & Records as the "BEST SPECIAL ISSUE" published by an American Business Paper during 1964.

This pinnacle of national recognition has now been awarded a Billboard Special Issue for the second year in a row (last year for Billboard's first annual edition of "The World of Country Music").

The prized "NEAL AWARD" is an eloquent testimonial to the vast experience, knowledge and journalistic excellence of Billboard's editorial and research staffs... whether their efforts are spread over the entire music field in the preparation of each weekly issue of Billboard, or concentrated on a specific area of the music industry for a special supplement.

For participating advertisers—this "quality of effort" displayed by Billboard year after year, means that your message appears in a setting that assures the highest possible readership, the greatest interest, the longest use and the most potent selling atmosphere that superior editorial content can produce.

THE SECOND ANNUAL EDITION OF BILLBOARD'S AWARD WINNING "MUSIC ON CAMPUS" EDITION WILL BE PUBLISHED MARCH 20...

...with important new directories and features that will make it the ultimate source of talent booking and record buying information for colleges and universities throughout the nation.

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DISK DEALER DIVERSIFIES

Home Entertainment Equipment Lines Mean More Than Dollars

CHICAGO—Retail record merchants who may be considering additional home entertainment lines should be aware of more than immediate dollar returns.

Mac J. Armit, manager of the Kenmac Radio Center here, allocates 15 per cent of his store space to phonographs, radios, and consoles—despite an only 10 per cent sales return.

"I do not expect non-record sales will ever account for a larger share of my sales—but I'm certain if it were not for the other line, a small service department, annual sales would be off a lot more than 10 per cent."

Give Balance

"The other departments give the store more balance and are accommodations for my regular record customers," Armit said.

Record sales at Kenmac rely on self-service while other home entertainment items come in for "under glass" display. Using showcases and countertops upgrades retail merchandise in addition to protecting it.

Phonographs, followed by radio and the radio-consumption section, in that order, provide the best non-record dollars. Speakers, speaker baffles and intercoms account for most of the additional sales.

Not Components

Mac J. Armit is against taking on additional accessories. "Beyond what I already carry would take me into the component trade and this I do not expect."

That whole market is fast-moving and I'm afraid of losing out because of some sort that became less." Armit said that he believes "stick with the packages" which on phonographs open at $16.95 and close at $350. He reports that volume and margin in the low-priced, portable, wall-rack type of their best movement in the medium range.

Radios start at $14.95 and end at $200 for AM-FM stereo. Armit said the $130 table models make the most money for him.

Do a comparatively low volume in non-record sales, Armit protects his margins with "cautious and careful buying. If I cannot get what I think is a good buy, I just don't deal. There is no sense picking up merchandise my market won't pay for—either I get stuck with the stuff or else I have to mark it down to a point where I'm losing."

Promotion on all Kenmac specials are done by point-of-purchase, etc., and on the window. Spot radio ads are taken in the fall.

(Continued on page 60)

CAREFUL! YOU MAY MISS THE BIGGEST NUGGET

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EQUIPMENT NEWSLETTER

Stanton's Answer to Conformity

By DAVID LACHENBRUCH
Contributing Editor

"Self-expression" is the key phrase in the growth of the component high fidelity industry, according to Walter Stanton, president of the Institute of High Fidelity, the organization of manufacturers of audiophile sound equipment.

Stanton, who is president of Pickering & Company (principal product, phonograph cartridges), feels very strongly that the trend is toward individuality, and the rejection of conformity and regimentation by America's opinion leaders are strong selling points for components, and you can't lose sight of it in the Institute's promotional activity. We talked with Stanton about the present and the future of the business, and also about some of the trends in the Institute's promotional activity.

Although there are no authoritative figures available on the total components business, Stanton says his line is growing steadily at a rate of about 15 per cent a year. This is two to three times the rate of growth of the population or the Gross National Product, he points out.

"Our market is expanding, we think of the automobile business as a growing market, but component high fidelity is growing even faster.

"The key, he says, is this personal taste. "Every person has a different taste. What you like, I hate. What I like, you hate. It's a matter of personal taste.

"When you choose a component system, it's a function of your own personal taste," says Stanton. "If you like it, it's right for you.

"We're in a world of individuals today—there is an escape from the traditional American mind. For example, in the old days, most people bought living room or bedroom suites from department stores. Today people do their own buying, mixing or matching furniture to reflect their individuality.

"The automotive business has followed the same pattern. In 1935, Ford made more than a million cars—all of them black. The 1965 models offer an almost infinite variety of choice in color, upholstery, interior options. People are becoming more perceptive and aware, and as that awareness increases, they want a broader selection."

This column has occasionally expressed the opinion that the automobile manufacturers and component manufacturers are becoming blurred and indistinguishable. So far, says Stanton, these are two different markets, as he sees it. "One large package manufacturer probably does more than any of our component manufacturers combined. The package manufacturers are competing against each other for between 90 and 95 per cent of this home entertainment market, and our manufacturers are competing against each other for the remaining 10 per cent."

It's true that some component manufacturers—Fisher, Pito & co—sell directly to the public. But, says Stanton, "they're competing for a tiny percentage of the very top-end console business, an almost insignificant fraction, compared with the huge lower priced package market.

Package manufacturers, despite the undeniable improvements in component quality over the last several years, are still selling to the component industry's customers at all. Stanton believes that Sylvania's recent upgrading of its phonograph line and its stress on "component quality" in both components and stereos are going to have an effect on all, not on components. "If Sylvania is increasing its business, this is the result of the higher quality of other package manufacturers."

Will the color TV boom hurt the component hi-fi business? We noted that many audio stores are now opening color TV salons, featuring, for example, RCA Victor or Zenith receivers in tasteful high-toned surroundings. Won't there be some spill-over, some tendency for audio dealers to branch out into RCA and Zenith home entertainment centers and stereo consoles? In addition, won't color purchases cut into consumer spending for other home entertainment equipment?

Stanton's answer was direct to the point: "I can't see it. Remember, component high fidelity's greatest growth was in the home entertainment market and that was the heyday of the expansion of black and white TV."

"We tend to confuse people with statistics," he added. "A person is not a statistic. He's an individual, and he has more to do with being an individual. We're not competing with the package people anymore than a TR-3 competes with a Cadillac. Our market is expanding because more people are acquiring the taste for their own design, for some creative selection in music systems, and because our approach makes it possible to upgrade a system later by adding—for example, a new set of speakers. This is the important product we offer is sound equipment attuned to the buyer's personality."

BILLY, February 6, 1965
8 NEW DECCA PHONOGRAPH...ADDED TO THE HOTTEST SELLING LINE FOR '65

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- Turnover cartridge
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THE PALM BEACH IX
DPS-19
- Deluxe four speed manual
- Turnover cartridge
- Foam rubber turntable
- Metal control panel
$19.95

THE DAWSON II
DP-481
- Deluxe four speed manual
- SOLID STATE AMPLIFIER
- Two front mounted speakers
$29.95

THE RANDOLPH I
DP-493
- Deluxe four speed high fidelity automatic portabe
- SOLID STATE AMPLIFIER
- Battery or AC operation
$59.95

THE GRAHAM I
DPS-41
- Four speed manual
- SOLID STATE AMPLIFIER
- Turnover cartridge
- Unbreakable cabinet
$22.50

THE SEAFORD IX
DP-997
- Deluxe four speed manual
- Volume and tone controls
$24.95

THE CONWAY II
DP-562
- Four speed high fidelity automatic portable
- Separate volume and tone controls
- Plays with the lid closed
$39.95

THE MONITOR I
DP-615
- Deluxe full stereo
- Automatic component and demonstrator system
- SOLID STATE AMPLIFIER
- Provision for manual and automatic play
- Two separate speaker cabinets
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PUBLISHER AND RECORD CO., 117 E. 42nd St., New York, N.Y. 10017.

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RECORDS ARE FOR SALE ON ALL SERVICE.

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<table>
<thead>
<tr>
<th>Category</th>
<th>Rate</th>
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<td>$50</td>
</tr>
<tr>
<td>Activists</td>
<td>$25</td>
</tr>
</tbody>
</table>

PLEASE INSERT THE FOLLOWING AD as a representative issue.

Classified Section


For further information, please contact:


BEST SELLING

PHONOGRAHS, RADIOS & TAPE RECORDERS

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

The percentages shown for each brand is its share of the total number of weighted votes, points derived from all dealer responses. Points are based on the rank order of manufacturers' sales at each dealer, and weighted by size of each manufacturer's earnings 3% per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $151 and $200

<table>
<thead>
<tr>
<th>Position</th>
<th>10/3/64</th>
<th>3/13/64</th>
<th>Brand</th>
<th>% of Total Points</th>
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<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>Magnavox</td>
<td>47.0</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>3</td>
<td>Zenith</td>
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<tr>
<td>3</td>
<td>3</td>
<td>5</td>
<td>RCA Victor</td>
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<td>Klh</td>
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<td>5</td>
<td>5</td>
<td>7</td>
<td>General Electric</td>
<td>4.5</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>4</td>
<td>Motorola</td>
<td>3.0</td>
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PHONOS LISTING BETWEEN $201 and $300

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<th>Brand</th>
<th>% of Total Points</th>
</tr>
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<td>3</td>
<td>2</td>
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<tr>
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<td>3</td>
<td>Zenith</td>
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<tr>
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<td>5</td>
<td>RCA Victor</td>
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<td>6</td>
<td>6</td>
<td>4</td>
<td>Motorola</td>
<td>3.0</td>
</tr>
</tbody>
</table>

10/3/64 Issue: Curtis-Mathes (5) Packard-Bell (B)

Since this chart is based on the previous month's sales, it is possible that certain brands will appear at one time and not at another because of many fluctuating factors. It does not indicate that the brands are not selling at a higher volume.

Fonon-Masco Has Six Tape Units

The Newark, N.J., firm of Fonon-Masco currently has available six tape recorders, ranging in price from the $69.95 Envy (FTR-408) pictured above to the $299.95 Ambassador stereo (FTR-409) also featured are the Columbia 8-track and stereo D-200 (FTR-410) and the RCA 8-track model at $114.95; Diplomat (FTR-420) four-track portable at $99.95; FTR-409 7-track portable at $39.95, and FTR-408 portable $29.95, an additional $9.95. Mercury Correction

Not four out of 100— as reported here last week—but four out of 1000 had any complaint about Mercury's five entertainment products as per a recent questionnaire.

Home Equipment

- Continued from page 6

DIRECT-TO-DEALER

To create a momentum for the normal holiday rush.

"The best time to advertise is when the ads can help an already good business do better."

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FIRST WITH THE LATEST

NEEDLE DESIGNS!

Cartridge designers set a merry pace for needle makers. It's a race for the best, and with the continuous flow of new American and foreign cartridge designs...but Pfanstiehl does it to serve your phone needs and services. Here it is when you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer orders forms today.

Four order shipped same day it's received.

BILBOURD, February 6, 1965

www.americanradiohistory.com
New Calif. Firm Bows Machine Line

LOS ANGELES—Meredan Corporation, a California corporation formed to sell vending machines as a contract manufacturer, is featuring the "Squeaky the Clown" copyrighted line of bulk vending.

The corporation is headed by Walter I. Merila president and secretary; Joseph C. Smith, an attorney; vice-president; and Berna Dean, treasurer.

"Squeaky the Clown" line featured multi-colored bulk vend- ers with mechanisms from a penny up to including 25 cents. Machines are one priced regardless of operating mechanism.

Merila, a native of Fitchburg, Mass., joined Wurlitzer when he was only 17 years old. He traveled the entire United States during his association with this company. Later, he handled sales for cold drink machines, and other types of vending equipment. He said that much of his 53 years had been spent in vending.

Miss Dean is a native of Van Nuys, Calif., and attended the University of California, Los Angeles, where she majored in business administration, journalism, and English. She was a publication specialist, IBM instructor, and a consultant in National Technical Writing, Research and Advertising Fields for approximately five years. As corporation secretary, Miss Dean—the "dean" in "Meredan"—is also office manager.

The corporation was formed June 13, 1964.

Merila said that the "Squeaky the Clown" line is designed for kid-appeal.

NVA Publicity Unit

CHICAGO—Its 1965 convention, drawing near, the National Vendors Association has appointed a six-man publicity committee to coordinate promotion of the event.

Appointed to the group by association president Paul Cis- man were Bob Kantor, NVA di- rector of publicity; Lee Smith, Charlotte, N. C.; Herb Gold- scadt, publisher of Vends; Willard Walton, New York City; Leonard Quinn, Columbus, Ohio, and Nathan Rake, Philadelphia.

The committee met last Thursdays (28) and formulated plans for a meeting to all members and interested persons with de- tails of the Annual Convention will be held in the Sheraton Chicago Hotel here. "The convention will meet again soon," Kantor said, "and will be issuing details to the membership and the trade press regularly between now and convention time."

Guggenheim Has the TV Monsters

JAMAICA, N. Y.—Karl Guggenheim, Inc., cognizant of the current trend toward the macabre in television programs, has introduced TV Mon- sters in capsules.

Made of twistable plastic, the gargoyle faces are worked with two fingers into what the firm's publicity describes as "a thousand horrifying, hilarious poses."

Graphics on the machines front display that is provided free with each cap has illustrate how to manipulate the faces. The capsules came packed 250 in a bag, priced at 50 cents.

Walton’s Modern Coin Bows 1-Cent Multicolor Monster

ChICAGO—Ray Brack, Bill- board and Modern Coin machine reporter, has been named as coin machine editor. He'll edit the bulk vend- ing section and will assist with generating the coin machine coverage. Brack will continue to report to Nick Bise, Bill- board and Modern Coin, who re- tains supervision of the coin ma- chine section and audio video departments. Brack joined Bill- board last fall. He was for- merly associate editor of the City News Bureau and a copy- writer for the Montgomery Ward. He resides with his wife, Carol, and son, Karl, in Chicago.

Walton’s Modern Coin Bows 1-Cent Multicolor Monster

CINCINNATI—"It looks like a great year for monsters," says Willard Walton, and this bulk-operating veteran and fledging coin manufacturer is backing his words with a new monster coin machine which he is already producing on a 24-hour basis.

Walton’s firm is Modern Coin & Manufacturing Company here, and the monster is a multicolored creature which is being sold for penny vending and nickel capsule machines.

For penny charms, the items are 50 per 1,000 (with 10 free displays), $8 in quantities of 5,000 or more. For nickel cap- sules, Walton’s monsters are packed in bags of 250 (with free display front) at $4 per bag.

Business Boom

Walton has been operating some 15 years, but his coin adventur- e didn’t take off until about three years ago, and then only on a part-time basis. Business is such that the company is spending seriously of going full time into the coin manufacturing end of things.

Last year his firm did over $350,000 in coin vending business, thanks to the Beastie craze. Wal- ton had a Beastie button and a Beastie plastic ring.

This year he’s already sold over 100,000 of a solid-colored monster which he brought out in early January. The current multicolored creature was a later brain child.

Walton sent out a sample mailing to five big operators and he got back orders from four of them for 100,000 each. However, he soon figured this was pretty good in- dication he had a winner and is off and running in full pro- duction.
ALABAMA
A Survey of State Business Regulations

According to L. D. Bryan, State Revenue Examiner, application for these licenses should be made directly to the office of the Judge of Probate in the county or counties in which the machine or machines will be located.

I also suggest that the businessmen contact the municipal authorities of each city in which such machines will be placed." Bryan said, acknowledging that local regulations sometimes supplement State rules.

The schedule of fees for "privilege licenses," renewable annually on Oct. 1, is as follows:

One-cent machines: the fee is $1 for each machine, regardless of the product vended.

Five and 10-cent machines: the fee is $3 per machine on equipment vending peanuts, peanut products and food products other than beverages (including candy and gum). Note: 5 and 10-cent machines vending beverages each carry an $8 license.

Above 10 cents the fee is $8 per machine, the type of product vended notwithstanding.

These licenses, bearing the business address of the operator or owner, must be "prominently displayed on or attached to each machine."

The State Code specifically excepts from the license requirements all penny gum machines from which no less than 20 per cent of the gross profits are devoted to charitable purposes.

There are certain other exemptions from the license granted for machines placed in places of business and industrial plants for non-profit purposes and the use of employees. Details on these exemptions and all other sections of the Alabama vending machine code may be obtained from:

L. D. Bryan, Revenue Examiner, Motor Vehicle & License Tax Division, State of Alabama, Department of Revenue, Montgomery 2, Ala.

WVMOA Meets in L.A.

LOS ANGELES — Plans for creating and sustaining interest in a bulk vending association were discussed at the regular monthly meeting of the Western Vending Machine Operators' Association at its regular dinner meeting held at the Biltmore Castle here Tuesday evening (26).

Eugene Zola, attorney and executive secretary, noting the small attendance, brought up the matter. It was pointed out that WVMOA is believed to be the oldest vending machine association in the United States. It has functioned without interruption since 1926.

The session was conducted by President Preston Coombs. Zola reported that the license in Baldwin Park had been set at $1 plus 50 cents for a decal. The license was formerly $28 for a retail business permit plus the $1 and the decal. He said that he had been advised that La-Habres might revive its license of $25 per machine. There was a discussion on the Gardena license of $2 for penny machines, $5 for nickel, and $7.50 for dime units. A report will be at the next meeting on Feb. 23. Dinner is served at 7 with the meeting starting soon after 8.

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WOODS with . . .
SQUEAKY THE CLOWN

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NEW CONCEPT IN BULK VENDING

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Top Turnout at Springfield Meeting of Illinois Association

SMPRINGFIELD, Ill. — Concern over the legal and license matters and mandated by aggressive association officers and membership brought more than 100 persons attended the winter meeting of the young Illinois Coin Machine Operators Association here last weekend (23-24).

President (.ICMOA) of the association's 70 members attended the convention held at the Holiday Inn South. At convention adjournment, membership had swelled to 85.

"Our aim for next year at this time is enrollment in this association of operators of 95 per cent of the machines in this State," declared association president Bill Pess, Aurora businessman who has sharpened his political holding by serving as a Republican precinct committeeman for more than two years.

If the aims of Pess and other association guiding figures are realized, the ICMOA could member some 300 members in a year's time.

Map State

Moving energetically to implement their membership drive, the association's special members committee, consisting of officers, directors and several selected members, such as the well-known Bill Kies of Chicago, mapped a concrete enrollment plan.

The State was mapped into 12 sections, each to be under the charge of one of the 10 men and two women on the committee. In each section the committee member will be charged with personal contact with non-member operators.

The membership enrollment potential of the State's many coin-operated machine salons was added to the committee's effort. Additionally special "I'm an ICMOA" signs will be prepared.

S. C. Association Meets; Elect A. L. Wirtt President

GREENVILLE, S. C. — The fast-growing South Carolina Coin Machine Operators Association held its annual election meeting here Sunday (24) with local operator A. L. Wirtt emerging as president for 1965.

Wirtt replaces the reins from Abby W. Bradford, of Sumter, S. C., who will now serve as chairman of the board of directors.

Other officers elected were H. C. Keith, Florence, S. C., first vice president; Kenneth Flowe, Greenwood, S. C., second vice-president; Hal J. Shon, Guasney, S. C., third vice-president, and Mrs. Erby Campbell, Columbia, S. C., secretary-treasurer.

Serving on the board of directors with Bradford will be Royce A. Green, Sr., H. C. Tyler, G. A. Hartman, Gene Trout, J. C. Flowe, Horace Candy, J. C. Vandaree, W. L. Blazewell, Clinton Boyd and Larry F. LeSueur.

Ferry State businessmen and their wives were present for the meeting, held in the Poinsettia Room of the Ashley Inn.

Topping the business was a resolution concerning an urban newspaper editorial which has complained about pinball machine play by minors. The association plans to produce "no pinball machines located on all pinball play by youngsters.

Guest speaker for the event was James R. Gilchrist, a member of the State Legislature from Greenwood, S. C., not now practicing law and serving as president of the Greater Greenville Chamber of Commerce. Gilchrist is also an assistant district manager of the firm.

Commenting on his appointment, Gilchrist said, "I am eager to renew many old acquaintances with operators across the State in reviewing the highlights of the past year, noted several accomplishments.

1) "We have a good membership gain. The association membership now lists over 50 per cent of the State's operators.

2) "The association contributed financially and otherwise to several State projects which will benefit the trade in the future.

3) "The association met a tax crisis successfully during the year. When the State Tax Commission proposed the tax on baseball-type games to the $75 levied on pin games, a special meeting was called and our attorney advised on meeting with the Tax Commission. The meeting resulted in elimination of the baseball-type games tax."

The membership in the association now consists of 128 operators with 12 members having served for a pay as well as the divers'.

Garcia, the third vice-president, has been an extremely popular and successful operator in his own right.
Coleman: New Seeburg Era in Europe

By ANDRE DE VEKEY

ZURICH—Delbert Coleman, board chairman of the Seeburg corporation, told European affiliate company executives that Seeburg's momentum of outstanding growth in music, vending, and gaming will carry them into a new era of business in Europe.

He spoke at the firm's European convention here (Jan. 29) at which the company's new Mustang and Discotheque program was shown to visitors from 10 European countries and Japan.

Both Coleman and J. Cameron Gordon, president, paid tribute to the work of those in Seeburg's European affiliate companies, whose efforts resulted in a 400 per cent sales increase in the past three years. Behind this effort was the successful partnership with Maurice Rosengarten and the Seerose organization.

**Dance Bar**

Seeburg's slogan, "growing through continued innovation," was dramatized by the demonstration of Discotheque in a simulated dance-bar setting. It was undoubtedly the star of the show. An ABC-TV film, "Discotheque Round the World," was shown.

The new Mustang phonograph was introduced as a model to fill the need for a 100-selection compact phonograph of quality, but less expensive than the $400 console. An optional extra to enable operators to handle location advertising is an 8mm projector for slides, space for which is provided in the center of the top panel between speakers. George Gilbert, v.p.-Europe operations, referred to the Continental demands which had come from Europe for such a model.

It was estimated there were 100,000 potential locations in Europe with only 20,000 having this equipment. This leaves 80,000 open for selling a new phonograph such as the Mustang.

Jack Gordon introduced Sam Stern, Williams; head to the European gathering, noting that when Seeburg bought the Williams and United Game firms they brought into the family the biggest asset in the games business and "the dean of the game industry." Stern presented the shuffle bowlers Mauser and Mambo and the games Zig Zag and Pretty Baby already reviewed in Billboard (Dec. 19).

**Discotheque Key**

The key to discothèque is uninterrupted dance music. Seeburg's own exclusive recordings give three titles per side, with music in the lead-in and lead-out grooves, and only a four-second break for the changeover. The album gives 12 singles for play for 50 cents. "Now that we have our own recordings," said Jack Gordon, "we are no longer at the mercy of the record companies." Gordon also demonstrated the

**FOR SALE**

Lotto Fun converted to 6 for quarter, Pennsylvania only, $200.00 each. Send 10 deposit to GUERRINI 1211 W. 4th St., Lewistown, Pa.

SEEBURG'S EUROPEAN CONVENTION in full swing at Zurich. Representatives from 10 European countries and Japan were in attendance. Seeburg executives (front row right) include: Sam Stern, Williams; Maurice Rosengarten, Musikervertrieb; Delbert Coleman, Seeburg board chairman; Bill Prutting, Seeburg vice-president; and J. Cameron Gordon, Seeburg president.
Everything your locations need to cash in on the profitable Discothèque movement!

1. New REC-O-DANCE albums!

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

2. New BIG SOUND stereo!

Magnificent new Seeburg Rhythm Twins—floor-level remote speakers with 15-inch woofers—combine with the LP Console/480 to deliver the exciting new Beat needed for Discothèque dancing. The only combination specifically designed for Discothèque.

3. New DISCOTHÈQUE CLUB package!

Decorations—wall panels—napkins, coasters! Everything needed to transform a location into a Discothèque, plus a complete promotional package to attract new patrons.

Call your SEEBURG Distributor for complete information... N-O-W!
Top Turnout at Springfield Meeting of Illinois Association

*Continued from page 63*

committee a Rockford distributor employee who was elected to the Illinois House in November.

In coming weeks, members of the committee will call the names of and information about

LES MONTTOOTH:
"Catch trends early ..."

Senators and Representatives in their respective districts.

During the meeting of the legislative committee, members reported on the disparity between State license law interpretations from city to city. The committee gave top priority to vigilance regarding the matter, but decided that action pro or con on the issue might be premature at this juncture.

"One of the major functions of this committee will be noting legislative trends before they reach standing committees in the Legislature," declared Les Monttooth, charter president of the ICMAO, who was named chairman of the special committee.

"When a proposal gets that far, it's frequently too late to do anything about it."

Most committee members viewed favorably a proposal that the ICMAO align itself with the Illinois Retail Liquor Council, a group of retail liquor store associations, in addressing legislative matters in the State. A vote making the move official was not taken, however.

For the second consecutive year, the association was addressed by the Music Operators of America managing director, Fred M. Granger Jr. Noting that his first appearance had come just five days after his appointment to the post, Granger gauged the advancement over the year of aims for the national association to be outlined to the group 12 months before (see adjournment story).

Special guest of the convention was Clinton S. Pierce, MOA president and prominent businessman and civic leader in Springfield. Pierce congratulated the one-and-one-half-year-old association on its splendid representation here and briefed the ICMAO on coming MOA events. Among these were meet-

CLINT PIERCE:
Convention guest.

ings with the four major phonograph manufacturers in Chicago last Tuesday and the major amusement game makers the following day (see story in this issue).

Pierce also announced the meeting of MOA directors in Washington Feb. 28 through March 2 and the tentative scheduling of a meeting between MOA officials and representatives of major record manufacturers in New York early in the spring.

A major topic of the Washington meeting, Pierce said, would be the proposed revision of the National Copyright Act.

Collegio Review

Lou Casula, chairman of the MOA board of directors, reiterated for ICMAO members the recently issued industry position on the silver and coinage short-ages (see Billboard, Jan. 16).

President Foss acknowledged the vital relationship of the State group to MOA and declared, The ICMAO, as in the past, is backing the MOA in the fight."

Throughout the meeting, in formal meetings and impromptu discussion, the problem of public relations got a lot of attention. In a major step to initiate a ground-floor publicity drive, the association members adopted plans to issue press releases regarding the State meet to their hometown papers.

The next meeting of the association will be held in Chicago in late April. Current ICMAO officers, elected last October, include, in addition to Foss, Harry Shafner, vice-president; Allen and Mary Gillette, of Chicago, secretary-treasurer.

Members of the board of directors are Les Monttooth, Peoria; Orvin Johnson, Rock Island; Bud Hashman, Springfield; Charles Hinckle, Jacksonville, and E. W. Gilbert, Bloomington.

Do the Dives Face Extinction?

*Continued from page 63*

veteran distributor. "However, sometimes the operator gets back after urban renewal a game room in a new bowling al-

ley where he can locate 20 ma-

chines in one location, with a phonograph also."

More investment

Most industry observers here agree that the improved, post-

urban renewal locations demand a higher investment in equip-

ment and, as a result, require better operation guarantees than in the past. They also demand better service.

Predominantly the opinion here is that the demise of the dive, though inevitably hurtful to phonograph and game incomes, for a period, will cripple few firms. This belief is particularly strong here because of the highly successful results predicted for Chicago's incredible redevelopment program. Already the changing face of downtown Chi-

gago has virtually halted the city-to-suburb population shift. Most of the Chicago suburbs gain population chiefly via the high birth rate today.

A New Image

Fortune magazine, taking note of Chicago face-lifting progress, reported, "Chicago is the only major city in the country that is not killing itself."

It remains then, say astute trade observers, for the coin machine businessmen to carve out for himself a place in the new Chicago. In doing so, he'll likely create for himself an unprecedented profit and a brand-new image as well.
What Statistics Reveal About Amusement Machine Placement

NEW YORK — Although a scientific survey of the placement of amusement machines has never been conducted, the machine business has used statistics to substantiate their theories and arguments. A recent survey may be drawn from Billboard Research Department statistics on amusement machines.

These figures were published as an attachment to an article in the Feb. 16, 1965 edition of the Bill- board International Coin Machine. The SITES: A STUDY.

Detroit Coinmen Eye Suburbia

Northern Illinois Association Meets

MEMPHAS - The effects of metropolitan development programs on the amusement machine business in this major Mid-South market were dramatized recently by a survey of downtown and suburb figures showing 75 fewer amusement games licensed in 1964 than in 1963.

According to Sloan O. Craig, collector of amusement machines for the city of Memphis, 528 amusement games were licensed in Memphis during 1964. The 1963 figure was 603.

A survey of local operators finds them blaming the trend on the city's vast expressway and urban renewal work in recent years.

ST. LOUIS - Food shops customers are a new part of the location strategy for St. Louis operators, according to Harry Raiffie at Raiffie Vending Company, a full-line amusement-vending firm in St. Louis.

Harry Raiffie, now looking forward to serving his seventh consecutive term in the Missouri Legislature, is quick to point out that the term "food shop" has a broader meaning. "You say food shop, and many of them are just this, but we have machines and pin games in conjunction withiale ofasand seating, and even these smaller neighborhood markets—all of these can be called food shops," he points out.

As a result of this new thinking, Raiffie claims, "There was a food shop we didn't have before. We're doing business in these locations."

He has also been using "eye appeal," in the form of pin games, in the new food shop business. "We're taking a wild card here, and we're finding it's a good fit. It looks like something that could go well in the food shop business, and we're looking into it," he says.

The Raiffies, who operate all types of coin and candy machines, as well as the various kinds of games, have found even that some food shops make good "duck box" locations. "In fact, we think there's a market for machines in these locations," he says. "We're getting new calls from operators, and we're seeing more interest in these locations."

But Raiffie is cautious about the growth potential of the food shop market. "We've been doing business in food shops for some time, but we're not sure how much potential there is," he says. "We're looking at it, but we're not sure how much potential there is."
Joel Rowe, is also outlet for Rowe-A-Matic equipment.

According to Kleiman, the firm's sales and service facilities have been expanded to handle Chicago Coin's Pop-Up, Triumph, Mustang and Tournament, currently in production.

Chicago — The first in a series of amusement game distribution schools was held here Jan. 15-16 by the Seeburg Corporation's Training Division for the benefit of service and service managers from distributors that had not previously handled games.

A similar school is scheduled for Feb. 15-16 for the company's national field engineer staff and other schools will follow for distributors' and operators' servicemen.

Hosting the training sessions at the Hotel Knickerbocker were John Chaplin, director of field engineering and training; Woody Woodhull, manager, training division; Harold Raladayd, assistant manager, training division; Robert Moulder, manager field service and machine and service division, and Harry Jones, field engineer and instructor.

The first day of the school was devoted to instruction by Jones in basic circuits and systems common to many games, discussion of general trouble-shooting techniques and familiarization with special circuit symbols used in games schematics.

On the second day, Norman Clark and Leonard Nakieley from the Williams Electronic Manufacturing Corporation engineering staff instructed the class on specific circuits, features and trouble-shooting techniques as applied to games now in production: Zig-Zag, Pretty Baby, Mambo and Matador.

Seeburg Executive Vice-President Bill Adair and Sam Stern, vice-president and general manager of Williams, greeted the class and spoke briefly on the second day.


Circuit diagrams are scoured out on playfield of United Mambo shuffle alley by Williams Manufacturing Company engineer Leonard Nakieley (bending over near scoreboard) during on-machine instruction.

INNARDS OF ZIG-ZAG pin game are displayed to Seeburg distributor personnel by Norman Clark (third from left), engineer from the Williams Manufacturing staff.

TWENTY SERVICE MEN glanced up from note-taking at the Seeburg Corporation's first amusement games school held at a Chicago hotel recently. Standing in doorway is Woody Woodhull, Seeburg training division manager, John Chaplin, the firm's director of field engineering and training, is seated at right of door.

BILBOARD, February 6, 1965
Manufacturers, MOA Discuss Coinage, PR, Laws, '65 Show

CHICAGO — Representatives of major phonograph and amusement equipment manufacturers, with industry suppliers, talked top trade topics with Music Operators of America officials at luncheon meetings on Tuesday and Wednesday of last week (26-27).

-Held at the Pick-Congress Hotel here, the meetings afforded advance opportunity for examination of exhibit facilities for the MOA Convention and Trade Show, dated for Sept. 11-13 in that hotel.

The business executives, however, also joined with obvious interest in the public relations, legislation and coin-shortage discussions on the agenda.

Hosting the manufacturers were MOA president Clint Pierce, board chairman Lou Casola and managing director Fred Granger.

Representing the major phonograph firms at the Tuesday meeting were Wurlitzer president R. C. Rolfs; David C. Rockola, president of Rock-Ola Manufacturing Corporation; Tom L. Her-dick, Seeburg Corporation vice-president, and Dick Mueller, Rowe AC Manufacturing vice-president.

On Wednesday a dozen game manufacturer and supplier representatives were in attendance, including Bally Manufacturing Company vice-president Herb Jones and Williams Electronic Manufacturing Corporation treasurer Herb Ortinger.

Coinage

At both meetings, Walter Reed, publicity director for the National Automatic Merchandising Association, greatly in de-nied as an authority on coinage problems, detailed the status and implications of the new inevitable drastic coinage change. (See Billboard, Jan. 16.) The U. S. Treasury's recommendation to Congress on coinage should come in the next two or three months, Reed informed the executives.

"The MOA is watching the industry's coinage interests in Washington at all times," declared Casola.

On the subjects of legislation and public relations, Pierce assured the industry leaders of "continued full MOA cooperation." He urged that all problems in these areas be forwarded directly to Granger.

Exhibit Preview

T. A. Mackey, special representative for the Pick-Congress Hotel, gave the manufacturers the grand tour of exhibition facilities. Mackey, who will be handling booth arrangements and room reservations for the 1965 meet, has been similarly associated with MOA in the past.

Tentative plans call for 130 booths averaging eight by 10 feet in size, located on two floors of the hotel. Escalators link the two stories.

Questionnaires are to be sent out soon to last year's exhibitors for suggestions on show hours during this year's conclave. Granger told the groups that he will recommend extended exhibit time and increased hospitality suite facilities.

And that's no bull!

FOR FASTEST Singe PLAYER FLIPPER EARNINGS IN YEARS

get Bally BULLFIGHT

New TARGET SELECTOR

powerful repeat-play magnet

New Rotary Target Selector does more tricks on the playfield than any skill feature in recent years. Lights top scoring Targets. Lights all Targets when Star is selected. Lights Special Rollover. Opens Free-Ball Gate. Rings up 30 points for each advance of Selector.

Skilled player can advance Target Selector to desired position or hold Selector at favorable position ball after ball. Target Selector advances in effect at end of each game carry over to next game...insuring long sessions of repeat play. Get Bally BULLFIGHT busy for you now.

See your distributor or write BALLY MANUFACTURING COMPANY - 7649 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
D.&R. Industries to Build New Offices

CHICAGO— Rapidly expanding D.&R. Industries, locally known as the largest of the coin machine industry, will begin construction of enlarged quarters in May. The company plans a $15,000 expenditure for the new building.

Seeburn Names S. Jarocki National Promo Manager

CHICAGO—Stanley W. Jarocki, Seeburn's peppy assistant sales manager, was recently appointed to the newly-created vice presidency of the firm. Jarocki is currently working with Seeburn distributors in the introduction of the firm's discotheque program. He has conducted programs in such cities as Columbus, Denver, Kansas City, Oklahoma City, Boston and St. Louis.

February 1-Jarocki together with Seeburn president Al Cardona, visited Loupiana, Louisiana, and San Antonio, Philadelphia, Syracuse, Albany, Rochester and Buffalo.

Radio and TV

Adair said that Jarocki will also handle such special assignments as "radio and TV and in-the-news" programs. Jarocki, who joined the firm last year, has played an active role in the introduction of various programs to the market today. He has coordinated trade show activities and participated in the development of corporate promotional activities.

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World Wide Holds School For Chi Ops

KANSAS— Mark Blum, of United Distributors, Wichita, will open a two-day service school Feb. 15 on the new World Wide, expecting an attendance of about 15 from over Kansas. It is sponsored by the cigarette machine Smoke-O-Matic.

Blum's son, Mark Blum Jr., is an office manager of the firm and has a large number of local and state accounts. Blum Sr., a native of Oklahoma City, has been interested in the company's operations for the last several years.

Struve Hards West Coast Open House

LOS ANGELES— Preston Struve, Southern West Coast distributor, welcomed Southern Automat Company account managers to his new Struve Distri- buitor here Sunday (24). Open house is held from noon to 7 p.m.

Struve inaugurated the Struve Denver office early in the summer, and account managers for the Southern West Coast are expected to tour the new Location.

Judge Slashes Pool Table Fee

YOUNGSTOWN, Ohio— A permanent injunction bars this city from collecting a $156 annual license fee for coin-oper- ated pool tables that has been handed down by Common Pleas Judge Forrest J. Crook.

A "catch-all" clause in an old ordi- nance, the judge ruled, does not authorize the charge of $53-per-week fee which hundreds of tavern opera- tors are being forced to pay on coin-oper- ated amusement equipment.

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The decision was issued from a suit brought by a local tavern owner.

In the Covell case, it was contended that a reasonable annual fee would be $10 to $20.
WURLITZER HELPS COLUMBIA INTRODUCE SIX NEW LITTLE LP's

Look at the list of LP releases your Wurlitzer Distributor or One-Stop has in stock! And here are six more from Columbia.

Available in both albums and singles, all are supplied with Stereo Operator Programmer, full 7-inch album cover, six miniature color covers and twenty title strips for each record.

They'll sound better on a Wurlitzer 2900 with solid state amplification. They'll pull greater play and profits in any location.

CURRENT LITTLE LP RELEASES NOW IN STOCK

Contact your distributor or one-stop
The late Sam Cooke's love of life and enjoyment of performing is obvious in this package, one of the happiest, swingingest spots on the record. "Shake" The Honeycomb, "You Send Me," his rhythm number, and his way with an offbeat "The wailing wearer, "A Change Is Gonna Come," is bone-marrow treatment of "I Am the Hooded Man." Reviews is a standout.

The RETURN OF ROGER MILLER
Snook HSX 27061 (M); 585 67091 (S)
All the personality, wit, charm, and sexy appeal of this restrained southern gentlemen are captured here, included is his recent hit, "Bertha." His second chart single, "I'll Be the Fool," plus this hit he wrote for Andy Williams, "I'll Be the Sunshine." Reviews is a standout.

THAT HONEY HORN SOUND
At Mint, RCA Victor LPM 3337 (M); LSP 3332 (S)
A variety of material, including the chart hit single, "Fancy Pants." Recorded in Nashville, with the arrangement of Victor Schertzinger, who skillfully captures the feel of the songs. Standards include Andy Presley's, "Blue Moon," the humorous "Alien Cat," and Chet O'Connell's unique, altered arrangement of "I'll Be the Fool." Reviews is a standout.

DONT FORGET I STILL LOVE YOU
Bobbi Martin, Coral CRL 57427 (M); CRL 731727 (S)
Bobbi Martin has just come off a real high, "I'm a Fool," is still the same. She maintains a warm voice and projects plenty of tenderness and meaning in her vocals. Producer Sammy Samson has given the albums a range of country flavoring from uptempo to delicate songs.

SOMEBODY MARVELS
FRANCIS-HE MEISTERSINGER-VON KOCKERNBERG
Various Artists, Decca DL 64822 (M); DL 54622 (S)
This disk offers a lot for the money. The material is a sampling of the Bill "Boo" Harris production line at Reprise. It offers such familiar artists as "Walk Away" and "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

CASINO ROYALE
MATT HARRY
AFA 1007 (M); LSP 1007 (S)
The English song stylist offers a wall-centered program of lush ballads and swing. His style is emulating some of the best in the business, with finely detailed lyrics, "Walk Away" and "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

SPOTLIGHT
THE MAN
Lorna Greaves, RCA Victor LPM 3362 (M); LSP 3362 (S)
Greaves, a national star via his role in TV's "Saturday Night," is here demonstrating his voice after many years in the recording industry. The "Man" of this collection is "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

COUNTRY SPOTLIGHT
SOMEBODY MARVELS
FRANCIS-HE MEISTERSINGER-VON KOCKERNBERG
Various Artists, Decca DL 64822 (M); DL 54622 (S)
This disk offers a lot for the money. The material is a sampling of the Bill "Boo" Harris production line at Reprise. It offers such familiar artists as "Walk Away" and "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

COOL SOMETHING
SOMEBODY MARVELS
FRANCIS-HE MEISTERSINGER-VON KOCKERNBERG
Various Artists, Decca DL 64822 (M); DL 54622 (S)
This disk offers a lot for the money. The material is a sampling of the Bill "Boo" Harris production line at Reprise. It offers such familiar artists as "Walk Away" and "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

SPOTLIGHT
WALK AWAY
Matt Harris, Liberty LSP 3402 (M); LSP 7402 (S)
The English song stylist offers a wall-balanced program of lush ballads and swing. His style is emulating some of the best in the business, with finely detailed lyrics, "Walk Away" and "Bluffin' as I Leave You." Matt Harris has taken material of "I Got About Without You" and Material of "How Shy." Final vocal performances.

SPOTLIGHT
SERGIO FRANCHI-LIVE AT THE CACOONAT GROVE
RCA Victor LPM 3316 (M); LSP 3319 (S)
The electrician that radiates from this performer is captured in this fine production of his currently popular album, "The Fabulous Sergio Franchi." Vince Harris is the host and producer. He's back in action, too.

SPOTLIGHT
THE YOUNG WARM SOUND OF JOHN DAVIDSON
Colpix CP 443 (M); SCR 485 (S)

SPOTLIGHT
THE RHYTHM AND THE FIRE
Joe Mantell & His Orch. Kaye KL 1416 (M); KS 3416 (S)
Beginning with a preceding selection of "The Fabulous Sergio Franchi," 1964. Six years later, "The Fabulous Sergio Franchi." Vince Harris is the host and producer.

SPOTLIGHT
JOE TEX
Atlantic LP 8160 (M); SD 8160 (S)
Joe Tex's single is not among the 50 hits of this year. It is a winner, however, on "The Fabulous Sergio Franchi." Vince Harris is the host and producer.