American Airlines, Billb'd Enter Pact on Music-in-Sky

NEW YORK—American Airlines, Inc., last week signed a long-term contract with The Billboard Publishing Company to handle the stereo music programming portion of its Astrovision passenger entertainment operations. Under terms of this agreement, the Billboard Publishing Company will be responsible for selecting the outstanding new disk releases in both the popular and classical music fields. Passengers aboard American flights will enjoy a choice of a pop program or classical music.

(Continued on page 10)

One-Speed Proposal Is Just Our Speed, Say Chicago Record Men

CHICAGO—The one-speed record industry concept recently proposed at an RIAA meeting was favorably received by a wide variety of record companies, phonograph manufacturers and dealers here last week.

"General feeling among the equipment manufacturers was that a one-speed changer would be 'slightly cheaper—and considerably more reliable,'" one record company executive said.

"Record companies and dealers felt that a one-speed industry would reduce confusion and possibly tie the singles to the "growing album market."

Nothing Better

Admiral's Carl Gates said simply: "There's nothing we'd like better. The cost differential would be minimal but the performance of the changers would be improved."

"Gates said the industry could design a changer with an "optimum" change cycle time instead of having to compromise between the extremes of 78 and 16 rpm."

"Trip and reject mechanisms could also be simplified," he said, adding the adjustment would also eliminate a certain amount of rumble by doing away with the linkage and compliance needed for speed changes.

More Dependable

He noted that a single hole size would also improve the dependability of the phonograph. "One of the biggest sources of customer complaints is with the 45 adapter," he said.

Zenith, Vice-President Phil Wood said his company would deliver what the public wanted, but if the mechanism were to be simplified, "so much the better." He cautioned, however, that it would take a while to make the conversion.

Biggest advantage would be better performance, Wood said. "A one-speed changer would be only slightly cheaper. The trouble with manufacturing is that when you add it, it costs a lot, but when you take away, you don't save much."

Time to Convert

Vern Phillips, Motorola's general product manager, said it would take considerable time to make the conversion. "People would still have the

(Continued on page 10)
GREAT NEW SINGLE BY BOBBY BARE
“TIMES ARE GETTIN’ HARD” #8509 RCA VICTOR

PUBLISHED BY
CENTRAL SONGS, INC.
NARAS Elects; Picks 2 for Fete Committee

London Pop Program A-Poppin'; Subsidiaries to Launch 4 Lines

By MIKE GROSS

NEW YORK — London Records' pop singles expansion program is going into full swing this month with the introduction of its new label, Decca Records and David Halliwell taking over as alternate national trustees to serve in the event that one or more of the national trustees might be unavailable.

Additional committee appointments are to be announced in the near future as the program advances and its Grammy Awards voting procedures and presentations.

The eligibility deadline ballots are now in the hands of the NARAS membership.

Apt Records Steps Up Production, LP Pace

NEW YORK — ABC-Paramount's revived affiliate, Apt Records, is firming up its acquisitions and stepping up production. Under the direction of ABC-Paramount President Larry Newton and Armed Forces President Irwin Garr, a flock of artists is being supervised by ad director Joe Carlton.

Carlton stated that the label is scheduling three LP titles each one encompassing the pop field; another to be a vehicle for classic blues and a third to handle overseas product. With regard to the overseas aspect, Carlton stated that some 12 albums were already in work from such sources.

According to present thinking, Apt is planning an initial release schedule of about 50 singles and 12 albums annually. Carlton stated that the new label "will be a vehicle for our market's needs, and that it will be in accordance with the present market.

The new label will be a vehicle for our market's needs, and that it will be in accordance with the present market.

Scepter Consolidates Singles; Expands LP's

NEW YORK — Scepter Records, Inc., is consolidating its singles product and expanding its album program. It will now release all of its singles product on the Scepter-Wand label and will drop all of its subsidiary labels.

In the LP field, a new jazz series under the direction of Tom McIntosh is now being developed. Among the artists that are under contract are albums by Art Farmer, the New York Five, and the New Orleans Five. A single from the Moody album, "If You Gim, You're In" is being prepared. It is to be released in a few weeks.

In addition to these singles, the Pile, Paul and Mary, is heading toward the recording studio and his first production is "Come On Betty Home." By this time, the Pile, Paul and Mary, is to be released in a few weeks.

Scepter also has a subsidiary Mail, a label for its new foreign and native classical music. There are currently six albums in its release and six more are scheduled to be released by Feb. 28.

Scepter is also inaugurating a "Festival" series, which will encompass four major events on American ethnic groups. Among the recordings on the "Festival" series are "The Mighty Sparrow of Trinidad and Middle East dance music," which was recorded in the Caribbean and "The Cooper's Hob Line," which consists of gospel and spiritual music.
NEW YORK—The impact of independent record producers on the industry was pointed out last week with the signing of the Kama-Sutra organization agreement, contract by Columbia Records. Currently, Columbia is the only major label with a separate division for the Columbia label. Its first Columbia subsidiary, "Kama-Sutra," is expanding its production operation with the opening of a West Coast branch. It’s not yet decided who’ll head the office.

Kamc. Glancy, thus vice-president of the affiliation. "Kama-Sutra has established a consistent and impressive track record in today’s singles market. It offers a creative excitement much in the Columbia tradition and we look forward to our future associations."

Meanine, Kama-Sutra is a division of the Columbia Music Publishing Company, a subsidiary of Columbia. The studio operates under the guidance of Charlie Pelsky, who is in charge of all Columbia recording activities.

Kama-Sutra is a new signee for the Columbia label, which has been developing a new label in recent months. The new label is being marketed by Columbia Records, a subsidiary of Columbia. The studio operates under the guidance of Charlie Pelsky, who is in charge of all Columbia recording activities.

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Jean-Paul Vignon... He's got talent, savoir faire, sex appeal, a new hit single... "Forgotten Memories" c/w "Don't Cry Little Girl"... and an exciting debut album on Columbia Records

RECENT APPEARANCES:
IN NIGHTCLUBS:
Eden Roc Hotel—Miami Beach
Basin Street East—New York
Town and Country—Brooklyn
Drake Hotel—Chicago
Fontainebleau—Miami Beach
Condado Beach Hotel—Puerto Rico
Suttmiller's—Dayton
Bon Soir—New York

ON TELEVISION:
Ed Sullivan Show
Red Skelton Show
Mike Douglas Show
Ruth Lyons Show
Tonight Show
Clay Cole Show

ON RADIO:
Arthur Godfrey Show

Writers:
Lyn Duddy and Jerry Bresler

Direction:
William Morris Agency

Exclusive Management:
Howard Hinderstein
EDITORIAL

Time for Speed Study

Another sampling of opinions—this time from the Midwest—clearly shows that an overwhelming majority of executives in the record business are of the opinion that conversion to one speed would be a good thing.

In view of the inscrutable trade attitude, we feel that the RIAA and the industry itself create a committee to study the feasibility of converting.

Jimmy Johnson, the Walt Disney music-record labels' president, in an interview with Billboard, stated categorically and urged that this be done and that proper interim measures be taken in order to ease problems of inventory and obsolescence.

Future speed clearly points to one speed and we reiterate at this time: We feel that in the face of such strong trade opinion, the industry should quickly move to implement Johnson's suggestion.

We are aware of the bitter battles of the past; we are aware of problems that the industry has encountered in the past in the face of such opposition. It is our hope that such matters may be thrashed out to the benefit of all—the manufacturer, distributor and record consumer.

Here is really an opportunity for planning on an institutional level.

Letters to the Editor

(All letters intended for publication must be signed and bear the sender's address. Signatures will be withheld at the sender's request.) Dear Sir:

I was happy to see your new R&B Hit Parade. I am the producer of Europe's only radio show that will use the great chart and news information you provide in your Hit Parade in my show in the future.

The show is becoming more and more popular over here in Europe, and we hope that the "R&B Hop" is extremely popular among all the fans. We even get letters from South America and other countries where Radio Voice receives our shows.

I would like to ask you to publish an invitation to the American record companies to provide me with their R&B records. Few good records are available that can promote them through my shows, and I would broadcast all good material. Any help will be appreciated.

Here is the R&B Hit Parade in Holland:

1. "The Love," Supreme
2. "Come See About Me," Sup-
3. "Saturday Night at the Movies," Sup-
4. "Little Red Rooster," Rolling Stones
5. "Lovely Lovely," Chubby Checker

I send you the names, as my shows are Rob Hoets, a Dutch broadcast station, and Rob Hoets was visiting Holland next week: Fats Domino, and the others are Reid, John Lee Hooker, Marvin Gaye, the Supremes, Howlin' Wolf, Memphis Slim and Sonny Boy Williamson.

There's not much interest here in gospel and spiritual, but Mahalia Jackson and the Golden Gate Quartet are very popular, thanks to mass appearances.

Sincerely,

HARRY KNIPSCHIL
Rhythm & Blues, 3
Utrecht,
Holland

Dear Sir:

I wish you would print this letter or portions of it so that some of the letters printed to date raised questions concerning distribution of recorded music.

Ever since the payola probe, the record business has operated as if we had a nervous image insofar as the distribution of single material for exposure is concerned. This seems to be a universal situation, the great majority of stations are receiving nothing but 45-r.p.m. pop releases regardless of their musical value.

Now, even if this involved no expense, can anyone honestly tell me that either side stands to gain when the records are relegated to the giveaway heap.

An occasional free LP in place of tons of not-attractive 45's would benefit both parties. It strikes me that only the person who has to take a closer look at their method of distribution will ever realize how much they are losing themselves some money.

Cordially,

PAUL W. ENTRUST,
Program Director, WWVN

Dear Sir:

I would appreciate it very much if you or some members or depart-
ments of your company would give me information concerning the speed question.

What is the average royalty paid recording artist or group for a 45 single record? For an LP record?

What royalties are paid to a good artist or group? How do royalty rates rate?

What would the top royalty be?

In your opinion, what is a good royalty rate? A fair royalty rate? (Do you know and company.)

Pretace record seen records.

How is a sale of 5,000 copies re-
garded? 10,000? 15,000? 20,000? 25,000? 30,000? 40,000? 50,000? 75,000? 100,000? 150,000? etc., etc., etc.

How many copies does a typical Hot 100 record sell?

If you had an expanding royalties scheme, what would be reasonable steps for record sales and royalty payments? For example, for the first 100,000 rec-
eres, 1,000 copies to 20,000 copies, 2,000 to 50,000 copies, 5,000 to 100,000 copies; 10,000 to 150,000 copies, 20,000 to 30,000 copies, 25,000 to 50,000 copies, 35,000 to 75,000 copies, 50,000 to 100,000 copies, etc., etc., etc.

What is the average speed you operate?

How many copies do you sell in a month to your station?

What if a music publisher expected to sell a certain number of copies of a record in a certain period of time, and the publisher was asked to furnish the copies of music, would you sell more records if you were paid a certain royalty at the beginning of the contract?

How would you feel if a music company sold a certain number of copies of a master tape and the music publisher refused to furnish the same or any other source from which I can get infor-
mation about the questions?

(Continued on page 10)

WASHINGTON—The Copyright
Act, as amended, is set for
 speedy passage by the Con-
sidered by the 89th Congress, in-
introduced last week, makes only
modifications of minor substance.
H.R. 11947, which died with the
of the 88th Con-
siderations. The old 1909 Copyright Act of in-
troduction of this legislation, but
main substantially the same as in last year’s revision bill.

This year the bill has been
in the form of a compromise between the
that can be expected for years to come.

The effort at comprehensive revision of the Copyright Act, subject of many
courts cases.

The author of the bill, Senator
 years, cancel a transfer of own-
ership on two years’ notice to

One change in the new bill will be
of a commissioned work to en-
joy this same privilege. Previ-
unanimous, and for hire

the sessions—the compulsory

&

WYINImI11mI1gHmNANnANmImIgImNNAmNNAIAAtlmlmAnnNNInNAAINItlAINtlqIdNNAItlqAlNtlqtlmAqAlqqtlllltlmAN

New RCA Club Post to Kayes

NEW YORK — Alan Kayes has
new position of marketing man-
ger for the RCA Victor Club.

Kayes was manager of Record
Club as well as manager of Read-

Let's Get Back to Backstage

An Unexpected Pleasure

In the record business you never know where your next hit may come from. This is also true in the book publishing field, as we have just discovered.

About a year ago, Billboard’s Book Publishing Division asked publishers to provide information on any new books that had been submitted by two music business attorneys. Thinking we would give it a hasty look and politely tell the authors it was not for us, and thus avoid a lot of work, we started to riff through the pages.

Four hours later we had finished reading every word. The initial glance had us intrigued. Every chapter, every page, had information of value to a practicing record-man music

The authors, Sidney Schmell, of United Artists, and Bill Krasilovsky, of MPH, have valuable years of practical business experience to their credit.

The authors commissioned Paul Ackerman, Billboard’s music editor, with 30 years of practical experience, to edit their work. The initial order of 3,000 bound copies of the book, "This Business of Music," was ready for retail sale on October 1st, the first month of its publication. A new order was rushed through at the plant and the book is enjoying a hefty continuing sale.

Our realization of how good "This Business of Music" really is was capped when George Meyerstein, general manager of emerging and non-profit music business, heard about the work during a recent business trip to Montreal.

The authors are making plans to supplement "This Business of Music" annually with a condensation of the business news of the year, reviewed and re-edited. Billboard plans to publish this information in booklet form.

If you are in the music business we urge you to try a copy of "This Business of Music."

Eal A. Co

PUBLISHER)

New Era in Exposure

American Airlines and Billboard this week entered into a contract whereby Billboard will handle the programming of the stereo music portion of the airline's Astrowed Passenger Entertainment Project. (See separate story.)

The pact marks a milestone in the music industry's promotional applications. It will mean exposure not only to recorded music. Record manufacturer, publishers, distributors and airlines will all benefit from this new mode of song and record exploitation.

Some 1,000,000 passengers monthly will hear new pop and classic music product on various in-flight programs. The new program will clearly spell out specific songs, albums, and artists.

Literally several years of planning were necessary before this project came to fruit. American Airlines has been at it with tenacity in view of the obvious need to develop new exposure areas.

Billboard congratulates American Airlines for its pioneering venture in passenger entertainment, and for the opportunity it provides to choice record product.
TWO BRAND NEW BEATLES SONGS

AVAILABLE ONLY ON THIS CAPITOL SINGLE!

THE BEATLES
EIGHT DAYS A WEEK
I DON'T WANT TO SPOIL THE PARTY

5371
ROJETTE ALBUM HAS HITS OF 1964

NEW YORK—Roulette Records, who in the past issued such LP packages as "Golden Goodies," "20th Original Winners," and "12 Original Winners of 1964." The album contains 11 tunes which will serve as the foundation for the pop chart last year including many years ago for the "Laudromat," by the Darters. Among the selections are "Come on and Swim," "My Boy Lollipop," "Kiss Me Quick," "U. S. Drifters," "Walk in the Park," "Martha and the Vandellas.

The new release is being supported by an extensive advertising campaign, according to Bud Kastel, Roulette's national sales manager. One-minute spot announcements have been purchased in 18 large markets in the country, said Kastel. Working a co-op money deal with distributors, Roulette is posting an additional 20 to 15 spots on such stations as WMCA, WABC, WINS (New York); WLS, WGN (Chicago); WDSO, WDIA (St. Louis); WBBG (Philadelphia); WSB, WSB-FM (Atlanta); WGST (Atlanta); KFRC (San Francisco); KXOK, KROY (Sacramento); WRJ, WMEX, WILD (Boston); KAY (Lack, Ark.), and WNDE, WITX (New Orleans).

Roulette's radio campaign are in-store promotions and window displays, co-op materials for newspaper and trade paper advertisements.

2 MURMIDS SUE CONE CO.

LOS ANGELES—Two Murmaids have charged Ruth Cone, owner of Chartboochee Records, with false advertising of their hit single, "Popsock," which is on 1,000,000 copies. The complaint was filed in U. S. Courthouse, according to a three-year-old record, who was asking for an accounting of all money received from the sale of the single and an order requiring the nation's third top tune in January 1964. The complaint, through attorney Abraham Somer, of Mitchell, Millman & Weeks, was asking for preliminary and permanent injunctions for Murmaids, Mrs. Cone from using the name Murmaids and releasing records under that name in the future.

Kapp is willing to settle, according to Murmaids' fears, with an "incomplete, inadequate and outmoded" settlement. He is demanding a number of discs sold and that this accounting "does not represent the entire number of discs sold."

Kennedy Gets Caedmon Job

NEW YORK—Arthur Kennedy, formerly of I.B.C. Studios, has become the new vice-president of the Caedmon Records, a handling the grandmaster of the Caedmon Records.

The Shakespeare Recording Society, recording Society and The Theater Studio, a recording label, has purchased Archie Bleyer's Cadence Audio Lab for $150,000. The label has had as its basic operations.

and Mu Music, ASCAP, $4,000 plus $10,000 for artists services rendered. The complaint alleges Chartboochee records sold over 1,000,000 copies of the hit single, with the trio receiving no payment despite refusal by Cone to settle the dispute.

Kennedy, who joined the label in 1964, by written notice. Under the terms of the agreement, the independent label was discontinued by Cone and distributed by Cone to receive 3% percent of the retail price of all records sold, less recording costs.

The don'tants are charged with having "incomplete, inadequate and outmoded" settlement. He is demanding a number of discs sold and that this accounting "does not represent the entire number of discs sold."

BB ADDS 4 CAMPUS REPS

NEW YORK—The Billboard has appointed four new campus correspondents—the first of these appointments of 1965. The new correspondents are: New York University, John Travis; University of California, Los Angeles, John Schumaker; University of California, Berkeley, John Tatum; and the University of Illinois, University of Illinois, John Tatum. The new correspondents are: New York University, John Travis; University of California, Los Angeles, John Schumaker; University of California, Berkeley, John Tatum; and the University of Illinois, University of Illinois, John Tatum.
"The most promising new vocalist of 1964" fulfills his promise.

JOHNNY RIVERS
MIDNIGHT SPECIAL / CUPID

HIS 3RD SMASH L.P.

JOHNNY RIVERS IN ACTION!

A DUNHILL PRODUCTION

IMPERIAL RECORDS, A SUBSIDIARY OF LIBERTY RECORDS, INC.
**One-Speed Proposal Is Just Our Speed, Say Chicago Record Men**

- **Continued from page 1**

libraries and would want the dual speeds)," but if the industry could standardize, the consumer would get a "better value." Phillips felt it would definitely be to the customer's long-range interest to make the change. "A less complicated machine will be more trouble-free," he said.

Victor Richard W. Hamelson, vice-president in charge of consumer products and merchandise, was perhaps the most noncommittal of the group

Hamelson said that a price reduction would result, but it wouldn't be substantial enough to make much of a difference.

"We probably could build a slightly more reliable machine, but as a practical matter, how much better than excellent can you be," he said.

Still Have 78's

"We still offer the 78 speed despite the fact that 78-speed records haven't been made for years. If we eliminated the 45 speeds completely, we would be bound to have some disgruntled buyers."

Manhattan-Cuban Discs

Steinberg felt that setting on one speed would "reduce confusion." He emphasized there was "no real meaning to multiple speeds."

Steinberg said he felt the album market was the one with the greatest growth potential and would probably respond "to isolate singles to the growing market."

**Well Go Along**

Chess's Max Cooperstein didn't feel singing on one speed would make "that much of a difference," but added that Chess would go along with the industry.

**Record Dealers Syrian**

Record dealers seemed split. Tom Bonfiglio, record buyer for the large Goldblatt chain, thought that setting on one speed would be a "good thing." He felt it would promote EP sales and would expand the single market. "We would bring adults back to the record mode," he said.

Andy Anderson of Record Center wants not only one speed but one type of recording the consumers will want. Anderson feels the 33-speed single would produce an adult audience. "Most adults don't want to mess with adapters and inserts."

Anderson estimated that less than 1 per cent of his customers would buy records on 45-only equipment.

Lowell's Joe Gage, however, felt he could sell "perhaps" with 45's with the big rock and roll band. The album doesn't appeal to kids—it's what their dad buys—they see their own records. Gage felt the biggest thing the record industry could do would be to come up with a compatible mono-sterro disk. It would cut our inventory in half, he said.

"Little Al" Tannenbaum agreed with Gage. "I love the way it is, Al," said. It's a manufactur-\r

**Noncommittal**

...er problem, not a sales problem. "Why eliminate the big band type of music when they kill my insert and spindle business."

**London Pop Program Pops**

- **Continued from page 3**

Make Me," was produced by Mike Smith, and Adam, Mike and Tim, a British teenage group, who'll debut with "Little Baby."

The disk under the new Trib-\r

bune banner will be produced by Texas-based Blue Rose. Its first releases will be by June Knight and the Sir Dougles Quintet. The new Watch label comes to Maguire through an agreement made with All South, New Orleans distributorship headed by Henry Hildebrand and Co. First out on Watch will be the theme for this year's New Orleans Mardi Gras called "Big Chief Part 2."

The disk was recorded by Professor Longhair. The deal for the new All-Boy label was made with Steve Ponio, who heads United Distributors in Houston. First record on All-Boy will be the literacy drive's "No Baby Knows."
A BREAKOUT
in
FLINT • DETROIT
LANSING
PONTIAC
TOLEDO
Now
SPREADING FOR
A NATIONAL HIT!

I CAN'T EXPLAIN
31725
BY
THE WHO
From Every Field of Music

Waltz Time with the Living Strings

Mr. C. and ten songs that will attract everybody. "Here's to My Lady," "Carolina Moon" and "Juke Box Baby."


Country favorites that score big with the great sound of the Living Voices. "Slow Poke," "I Walk the Line," 8 others.

FAVORITES—PRICED RIGHT FOR FAST TURNOVER

The One and Only Hank Snow

Dixieland

Pete Fountain and Other All-Star Dixielanders

Country Songs I Love to Sing

Eddy Arnold

Glenn Miller and His Orchestra

Jim Reeves

Living Jazz

Bob Ralston

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WORKS LIKE A CHARM

AMERICA'S BIGGEST ENTERTAINMENT VALENCE

EXCITING NEW RELEASES

THE BLACKWOOD BROTHERS QUARTET
DO YOU THANK THE LORD EACH DAY?

MONTANA SLIM
32 WONDERFUL YEARS

11 famous performances by this great cowboy star. "A Cashbox for A Heart," "This Ole House," "The Cattle Call." CAL/CAS-846(e)

HAWAIIAN PARADISE
Leo Addeo
His 2 Orchestrations and Chorus

His hit Hawaiian style, now with chorus background on 12 hits. "Pearly Shells," "Sleepy Lagoon" and "Aloha Oe." CAL/CAS-853

PERRY COMO
Somebody Loves Me

CAL/CAS-840(e)

MARIO LANZA
You Do Something To Me

CAL/CAS-450(e)

THE GREATEST IRISH SONGS

CAL/CAS-813(e)

THE COUNTRY STARS!
ANDRE PREVIN
THE COUNTRY HITS!

CAL/CAS-790(e)

CAL/CAS-793(e)

CAL/CAS-815(e)

CAL/CAS-864

CAL/CAS-818(e)

A TREMENDOUS CATALOG OF EVERYTHING

A TREMENDOUS CATALOG OF EVERYTHING

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INTERNATIONAL news reports

Solo and Christy Minstrels Take Honors at S. R. Fest

Continued from page 1

The New Christy Minstrels were the only entry in the final night with two songs in competition. The composer conducted Solo’s version, while Ricordi’s Illar Passarow was director for the Minstrels. Ricordi distributed their CBS label in Italy.

The decision was popular, although there was considerable sentiment for “Ho Bisogno Di Vederti.” It had many backers, mainly because of an excellent presentation by Connie Francis. Other singers had a good chance to carry their songs to victory were the Sunirs and Japan’s Yuka To.

Solo’s victory, however, was a deserving one. Solo is current with their usual classifications with his record, ‘Cristina.’ His big seller of last year was “Una Lacrima Sul Viso” (“A Tear on Your Face”). George Gifford of Gifford-Garrin has the inside track on Solo’s services for an American tour. Gifford negotiated with Solo during festival rehearsals. Solo speaks English and he can be a great hit with his voice and appearance for the American and English-speaking markets.

Solo sang first on the final night according to the draw, but his position is an unfavorable one. The Minstrels, as the group is known in Italy, were on stage giving an impromptu concert when the news broke and spread like wildfire before it was officially announced. Solo was in the midst of the classifications with his record, and it took a cordone of police to remove him from the crowd.

The other 11 songs which were in the finals, were rated equally in second place: “Albrandization” (From Me Tight), Ricordi, sung by Orsella Vancini (Ricordi) and Udo Jurgen (“You Will See You”), Renato, sung by Pietro Piana (Musician), USA; “Aspetta Domenica” (Wait for Tomorrow), sung by Bruno Donaghi (Fonte-Cetta), who worked on No. 2, sung by “Ho Bisogno Di Vederti” (I Must See You), Savinini-Zenoni (Fonte-Cetta), and the Italian market, (CGD) and Connie Francis (MGM) U.S.A; “Incredibe Non” (However, No), Caruso-MM, Betty Curtis (CGD) and Petula Clark (Vogue), Great Britain; “Io Che Non Vivo Senza Te” (I Who Cannot Live Without You), Acono Pino Domagio (EMI-voce del Padre) and Kitty Miller (EMI-Capitol), USA; “L’Ammore Ha In Tuoi Occhi,” Kremer, by Bruno Filippini (EMC) and Yukari, J. (King), Japan; “Le Colline Sono in Fiore,” Rittm and Cazanovi, by Wilma Gulch (Ricordi) and New Christy Minstrels (CBS), USA; “Farewell” (You Will See Me), Fontana, by M.A.S, Renzo Germano (Itally) and Audrey (Salvador) France; “3 Vie Vida” (You Will See Me), Gitano, by Marcell, Antonio, Vittorio Iezuza (CGD) and Kitty Miller (EMI-Capitol), USA.

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The Italian pop reputation counted more than a year ever before. In fact, this year’s festival, RCA Italianos which measures more than 30 per cent, has been going on for more than a year now.

By OMER ANDERSON

BONN — Where politicians and diplomats fear to tread, GEMA, the German performing rights society, has shown the way.

The German society has signed an agreement with its Israeli counterpart, ACUM, establishing full musical relations between the two copyright organizations.

The GEMA-ACUM pact was announced at a time when the Bonn government is under strong domestic political pressure to take up formal diplomatic relations with Israel. West Germany has flourishing trade relations with Israel, but has held off formal diplomatic relations in the past.

The GEMA pact with ACUM parallels that which the German society has with ASCAP. A GEMA spokesman said first payments under the pact were due to be made soon, but no amounts were given.

A GEMA emissary, Kurt Schwabach, playwright and lyricist, has just returned from Israel with a lyric account of ACUM’s activities. Schwabach says ACUM founded in 1970 has managed in the short interval to make Israel a financial paradise for artists.

By contrast, Schwabach lamented, West Germany is an underdeveloped country. All of the copyright battles GEMA is still fighting, itself is already subject to ACUM. Schwabach says the lithic is on litigation; if it is to be settled in Italy, hardly a bar of music could be humbled there without the right of access.

According to Israeli copyright law, royalties must be paid to ACUM for reproduction of any kind of music in the rooms of offices, political parties, ministries and settlements (kibbutzim), and over the radio on records and tape. Clubs, tourist buses and aircraft are copyrighted by the law, as well as musical plays in the evenings at the kibbutzim is subject to ACUM royalties.

For example, Schwabach said he was greatly impressed by the fact that the Italian tourist has companies which pay ACUM 7,000 mark in managed in the short interval to make Israel a financial paradise for artists.

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Brenda Lee, Decca Records artist, who was received during a recent trip to Italy, for the New Musical Express presented her with a cup for being the best female vocalist in its worldwide poll, and Brenda's English fans presented her a miniature fireplace cupboard.
The Ray Charles Singers

INTRODUCED 3 HIT SINGLES IN 1964!

NOW

The Ray Charles Singers
First Release in 1965!

...THEIR GREATEST SINGLE EVER!

LOVE ME WITH ALL YOUR HEART

AL-DI-LA

ONE MORE TIME

THERE IS MY PRAYER

b/w A Toy for a Boy
COMMAND SINGLE 4059

ORDER IMMEDIATELY FROM YOUR COMMAND DISTRIBUTOR

WORLD LEADER IN RECORDED SOUND

Command RECORDS

IN CANADA: DISTRIBUTED BY "SPARTON OF CANADA"

1501 BROADWAY, NEW YORK 36, N.Y.
NO MATTER WHAT ANYONE SAYS... GARY, WE THINK YOU'RE GREAT!!

"Vee-Jay picked a winner in Gary LeMel. The kid sings up a storm, belts like a tornado and should breeze to stardom like lightning!"
— MIKE CONNOLLY Hollywood Reporter, Chronicle Syndicate

"Musically, the sound of a great, great singer, and verbally, the delivery of a great, great actor. Gary LeMel is a big, big talent, with a big, big future!"
— JOHNNY MAGNUS KMPC, Los Angeles

"Loved listening to the new Gary LeMel album, and hope to hear many more songs from this bright young star!"
— LOUELLA PARSONS

"The disc debut of a winner...
"Young, good-looking, with a big range and fine jazz feel. LeMel has big, bright future indeed!"
— JOE X. PRICE Variety

HIS NEW SINGLE — ALREADY A PICK ON MOST TOP 40 & GOOD MUSIC STATIONS
ON BROADWAY
VJ-648

THE GARY LeMEL ALBUM

HIS NEW ALBUM
VJ-1129

STILL ONLY NO. 6 IN SALES

VEE-JAY RECORDS
San Remo Festival Winners and Guests

BOBBY SOLO with his festival award for "Se Piangi se Ridi."

WINNING SONG COMPOSER Mogol with Bobby Solo.

NEW CHRISTY MINSTRELS share Bobby Solo's success. George Grief holds award.

CHRISTY MINSTRELS singing their interpretation of the winning song.

AWAITING RESULTS are left to right: Piero Gabrielli, Night Club Records, Rome; Europena CBS vice-president, Peter de Rougemont; Minstrels' manager, George Grief, and Guido Rignano, Ricordi general manager.

VISITORS FROM U.S. are Randel Wood, Vee Jay Records president, center, with Jay Lasker, left, and Ron Kass.

IN THE CENTER is Yoko Ito, who gave a fine performance with "L'Amore Ha I Tuoi Occhi."

FROM SPAIN were, left, Augusto Alguero, his daughter and Luis Aguile, singer from Argentina.

FRANKLYN BOYD, left, and Rudy Slezak, Aberbach London and Hamburg.

ORNELLO VANONI singing "Abbracciami Forte."

CONNIE FRANCIS gets a fine reception for her "Ho Bisogno di Verdi."

Gigliola Ciniucetti (last year's winner).

GENE PITNEY with "Amici Miei."

DUSTY SPRINGFIELD (eliminated in semi-finals) singing "Tu Che Ne Sai."

Mr. and Mrs. Bernard Mikulski, CBS, Frankfurt, left, with flower girl.

Solo and Christy Minstrels Take Honors at S. R. Fest

*Continued from page 14*

have unwittingly given CBS its long-sought foothold which after many years of hard-fought activity they had not achieved until now.

The Record-CBS combination landed six of the 24 final renditions in the Top Ten with seven, COT, which started out with 12, also had 12 finalists, with two each. Phonogram with five in the preliminaries, Antics, which had three and MRC which entered only one, all found themselves with a single finalist. MRC, incidentally, was only one of eight labels with single entries to make the finals.

All three of the so-called Old Gal group had been around for the last half dozen festivals, Betty Curtiss of Manhattan, Vee Desmarty of Philadelphia, and Mac B. of the Architects were among the finalists. None of the foreign entrants can be designated as Old Guard because this is the only second year in which Pitney was not invited with one of his two songs.

Of the others with two songs, Joanie, from San Diego, was voted second, and Tino Yuro, who topped all others in appealing to the judges, was a surprise entry. Last year, his mother was voted the final in the Acturial's final in the competition. This year, the Efficient, Francis, did not make the final.

While there were 16 firms represented in the first two nights, only 12 were represented on the final night which was held on Saturday night. The 20 outside juries of the last evening consisted of 15 members chosen the same in each city. The juries included high school students, housewives, professionals, men, merchants, clerks, artists, music teachers, songwriters, technicians and salesmen—all heard only the final 12 Italian renditions via radio. Each had a single vote. On the second day of the contest, only the first contest was participated in via Eurovision to 16 Western European nations and Yugoslavia. The other 16 contestants are problems regarding the foreign artists have always eliminated them in the Eurovision, although it is carried out in the city. Arturial had the advantage of negotiation for numbers. A number of right exchanges hands the first night, but announcements were withheld in many cases while other publishers refused to reveal their hands for fear rivals would outbid them.

The impact of The Surfs was noted by two British firms. Their number, "Si Vedro," was bought from Adriatica by Keith Prowse Music for both United Kingdom and the U. S. While Jimmy Phillips of Peter Maurier Music, London, president of the British Music Publishers, was among those negotiating for numbers. Another number of right exchanges hands the first night, but announcements were withheld in many cases while other publishers refused to reveal their hands for fear rivals would outbid them.

The nature of the influx for this event in San Remo could be best judged from the permanent list of the 56 hotels in San Remo. Not a single room was available and a staggering of doubles was to be had in third and fourth-class establishments only.

Sale of the 45 discs of the 45 RPM's and the three LP's of the festival began on Monday, Jan. 23, three days before the event. Actual sales will not be known until a fortnight has passed when the first press tabulations are made. In addition to the discs by the participating artists, half a dozen independent labels have launched cut-out records featuring all of the songs performed by unknown singers. The latter enjoy a substantial sale via mail-order among TV viewers who keep a disk as a memento.
<table>
<thead>
<tr>
<th>Original Winners of Roulette</th>
<th>Original Winners of Roulette</th>
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<tbody>
<tr>
<td>MY GUY</td>
<td>MY BOY LOLLIPOP</td>
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<tr>
<td>Mary Wells</td>
<td>Millie Small</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>QUICKSAND</td>
<td>(Just Like)</td>
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<tr>
<td>Martha &amp; The Vandellas</td>
<td>ROMEO &amp; JULIET</td>
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<td></td>
<td>The Reflections</td>
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<tr>
<td>STEAL AWAY</td>
<td>HAVE I THE RIGHT</td>
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<tr>
<td>Jimmy Hughes</td>
<td>The Honeycombs</td>
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<td></td>
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<tr>
<td>JUST BE TRUE</td>
<td>SAND IN MY SHOES</td>
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<tr>
<td>Gene Chandler</td>
<td>The Drifters</td>
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<td></td>
<td></td>
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<tr>
<td>I STAND ACCUSED</td>
<td>I WANT YOU TO BE MY BOY</td>
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<tr>
<td>Jerry Butler</td>
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<td>YOU'VE REALLY GOT A HOLD ON ME</td>
<td>LEADER OF THE LAUNDROMAT</td>
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<td>The Miracles</td>
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<td>The Detergents</td>
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<td>PUPPY LOVE</td>
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<td></td>
<td>Barbara Lewis</td>
</tr>
</tbody>
</table>

**Note:** The above list includes songs by various artists associated with different record labels.
1964

From
ROULETTE

"THE FIRST BIG ALBUM SMASH of '65"

UNDER THE BOARDWALK
The Drifters
courtesy of ATLANTIC

YOU'RE A WONDERFUL ONE
Marvin Gaye
courtesy of TAMLA

WHAT A GUY
The Raindrops,

CALIFORNIA SUN
The Rivieras
courtesy of U.S.A. RECORDS

MIXED UP, SHOOK-UP GIRL
Rebbie & The Emblems
courtesy of HERALD

R 25283

Pre-Sold For You By This...
BIG, SUPER POWER-PACKED PROMOTION...

RADIO SPOTS
Reaching millions of listeners—on leading radio stations across the nation. Kicking off February 19th on:

WMCA—New York, N. Y.
WINS—New York, N. Y.
WWRL—New York, N. Y.
WADO—New York, N. Y.
WMEX—Boston, Mass.
WBZ—Boston, Mass.
WILD—Boston, Mass.
KQV—Pittsburgh, Pa.
WAMO—Pittsburgh, Pa.
WADO—New York, N. Y.
WILD—Boston, Mass.
KQV—Pittsburgh, Pa.
WAMO—Pittsburgh, Pa.
KXOK—St. Louis, Missouri
WIL—St. Louis, Missouri
WLS—Chicago, Ill.
WIRL—Peoria, Ill.
WSAI—Cincinnati, Ohio
WCOL—Columbus, Ohio
WING—Dayton, Ohio
WKNN—Detroit, Mich.
WXZ—Detroit, Mich.
WHK—Cleveland, Ohio
WDGY—Minneapolis, Minn.
KDWB—Minneapolis, Minn.
KAY—San Francisco, Calif.
KEWB—San Francisco, Calif.
KROY—Sacramento, Calif.
KXOA—Sacramento, Calif.
KFWM—Los Angeles, Calif.
KRLA—Los Angeles, Calif.
KGFJ—Los Angeles, Calif.
KJR—Seattle, Wash.
KISN—Portland, Ore.
KNEW—Spokane, Wash.
WNOE—New Orleans, La.
WTIX—New Orleans, La.
KAAY—Little Rock, Ark.
WCO—Baltimore, Md.
WQAQ—Miami Beach, Fla.
WFUN—Miami Beach, Fla.

NEWSPAPER ADVERTISING
Telling and selling readers in major and secondary markets via a hard-hitting co-op campaign in leading dailies.

IN-STORE PROMOTION
Exciting, full color window displays, streamers and counter cards—sure to stop traffic, start sales.
ALL OF WHICH ADDS UP TO . . .

THE FIRST BIG ALBUM SMASH OF '65

DUBLIN

Dublin producer Tommy Ellis, of ACT Studios, supervised three discs released this month—Sister Mary Gael, Papaye, and Janey Hal." Sonny Knowles' "No One Will Ever Know" and Tony and the Graduates' "Sentimental Me." (Ireland Record Factors Ltd., issued "It Hurts So Much," following the simultaneous chart suc-
cesses of two singles. . . . The firm held a reception at O'Donnell's featuring the launch of new producer and Bobby Clancy's new London-Globe album, "As I Roved Out." Because of Sir Winston Churchill's death, the Sunday Night at the London Palladium TV show featuring Bono Moore and the Capitol Showband was reset for Feb. 4. . . . Their new Psy-koo single revives the Chordettes' "Born to Be With You." . . . Pye reported over 2,000 copies of Joe Dolan and Driffers' "I Love You More Than Ever." Dolan moved into three days.

BROOKLYN BAYOU and the Royal Showband flew to Brussels for TV's "Disco-Mega." Lulu, Freddie and the Dreamers, Mike Sarne and John Leyton among those in "Every Day's a Holiday," which opened at Dublin's Carlton Cine-

ema. . . . Barry Monro, the Irish teen album, ran a competition in the Evening Herald in association with Bulfinn's Holiday Camps. . . . Roy-

alties are shared with "The Hucklebones'" Irish interest in the dance throughout Ireland.

LONDON

Two days after his death, Decca released a single LP of Sir Winston Churchill's speeches from the 12- album set issued at the time of his 90th birthday. A Decca spokes-
man said he had agreed that the LP should be released after his death. In addition to his fa-
mous "Duirch Arom Bomb" speech, the album contains a renewed and original recording of John Kennedy's tribute to Churchill when he was made an honorary citizen of the U.

S. in 1963. . . . Pve has issued an LP of produc-
tions by Britain's most famous clairvoyant, Maurice Woodruff, containing his forecast of world and social events for 1965.

Despite the American Immigration de-

partment's intervention which prevented the Animals re-
cording two shows live at New York's Apollo Theater in Harlem recording manager Mickie Most says he will take the group back to make the LP there in March or April. He praises the AFM for its support which allowed the An-

imals to record their new release, "Ed Sullivan Show" appearance. . . . British artists booked for the "Ed Sullivan Show" are Cilla Black (April 4), Gary and the Pacemakers (April 11) and Kathy Kirby (May 23). . . . Following their chart winner over Cilla Black with "You've Lost That Lovin' Feeling," the Righteous Brothers are being sought by several pro-

ducers. . . . Emerging star Eric Russell has made a strong bid for the "chance to join a Rolling Stones" in the dance throughout Ireland.

ROULETTE RECORDS is proud to announce this exclusive release and acknowledges, with gratitude, the cooperation of the following Record Companies for making this great album possible: Atlantic • Autumn • Constellation • Fame • Golden World • Gordy • Herald • Interphon • Jubilee • Motown • Smash • Tamla • U. S. A. Records • Vee Jay. (Listed Alphabetically)

Rules Tightened for '65 Top Tune Tourney in Germany

BERLIN—Rules for the 1965 German top tune competition have been drastically tightened, including the provision that entrants must be members of GEMA, the German ASCAP organization. The GEMA stipulation applies to both composers and authors. In 1963 and 1964 the competition was open to virtually everyone.

Number of tunes to be picked in the preliminaries May 22 in West Berlin have been increased to 24. But new rules prohibit any exposure of competition entries in the press, radio or television. Entries will be judged by a panel of judges including former ABC and ITA members. The Monday, May 25, competition will be televised live.

CILLA BLACK TO COME TO U. S.

LONDON—Brian Epstein has signed Cilla Black for a personal appearance in the U. S. at the Plaza Hotel in New York for three weeks commencing July 5. Cilla is filming seven U. K. slots this week for the "Hello Charlie" TV series featuring Georgie Fame, Bill J. Kramer, Joe Brown, Wayne Fontana, the Searchers and Moody Blues.

DOT'S BAILEY ON EUROPAN TREK

LONDON—Jim Bailey, Dot Records, here during a European trip, told Billboard that one of the objectives of his visit was to plan for an increase of LP sales. "An indication of the value of a steady LP business, in the past year's trading of my own company in the U. S.," said Bailey.

Commenting on the international scene in general, Bailey said he thinks the time is almost here when "we shall cease to think of an artist as either an American, British, German, French or Italian, but firstly as an artist and only secondly as a particular national. International interests have made it necessary to change our thinking. More U. S. artists will find it necessary to come to Europe to record on the spot for the European market."
News from the Music Capitals of the World

INTERNATIONAL NEWS REPORTS

Continued from page 33

mich, said "Fraken,"

American TV musical produc
tors... "Pasta sticks" attracted favorable response as a meal offer-
ning. Other musical entries came from people from Germany, Western Germany, Belgium and Ita-
ly. Composer Rene Roze,

When her own words and music for her disk, was one of
guests of honor at the TV event.

The original version for EMS in Bel-
gium, was a visitor here before theใคร is coming to the US.

TV taping and Nice for p.a.:

France's Edeltra Whit, who

"The" MFL.

the Army, respectively.

New publishing firms are Volel

Music, formed by jazzes Harét Edits and Mike Edelste. "Estar Musía. Marvin Meyer, Jeff Nagein and Larry Kangnies, with Wilder En-

menus, which first album, "The

Lacrosse" version is on the Four Corners label, were featured at the Ye-

November last week (2).

HOLLYWOOD

Despite denials from Burbank, Cal., the charter still renews that Warner-Reprise is planning to open a EMS, publishing arm, but had to face opposition. A transfer agreement heard is that the Music Publishers Holding Com-

A subcommittee with a working group, the subcommittee plans to initiate the following:

Beck is testing the new LP. Creative

sounds, debut LP is "One Way Or Another," a religious drama, is the right to the religious songs to the Christian Reformed Time Education, an organization which is doing a rubber stamp to the children in schools.

Dear Customers have picked up the Sims & Mamas. The Amusemennt Industrys's fund raising campaign to aid the United Jewish Welfare Fund is set for April 28, and "On the Street Corner" with "One Step Ahead.

Syd are on the go with new LP. The recent release of Frank Loèrenz's new LP. The Amusement Industrys fund raising campaign to aid the United Jewish Welfare Fund is set for April 28, and "On the Street Corner" with "One Step Ahead.

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"Soul galore in this reading!
Her most commercial entry to date"

"First-rate new winner's circle candidate"

"Will take off from the starting gate
as if shot from a cannon"

"Thrush grabs this one and wrings
all the emotions out of it"

"To be national hit"

BILL GAVIN'S PERSONAL PICKS

"This has what it takes to sell a bundle"

UNANIMOUS RAVES

TIMI YURO

YOU CAN HAVE HIM

72391

Available now... Rush your order
"FOR MAMA"

IS VIC DAMONE'S FIRST FOR WARNER BROS. AND SELLDOM HAS A SONG BEEN SO HEAVENLY ENDOWED WITH WINNING ELEMENTS:

IT HAS THEME—AND SOUL—A WARM IDEA.
IT HAS MOOD—AND SUBSTANCE. IT HAS A RARE AND ALMOST NEW KIND OF DAMONE PRESENCE—TRANSFORMING UNUSUAL MELODIC MATERIAL INTO A MEMORABLE AURAL EXPERIENCE.

"FOR MAMA" (5609) MAY WELL MAKE DAMONE ONE OF THE HAPPIEST THINGS EVER TO HAPPEN TO WARNER BROS.
AND VICE VERSA!
<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
<th>Week Ending February 13, 1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>12 Bar Girls</td>
<td>You've Lost That Lovin' Feelin'</td>
<td>8886</td>
</tr>
<tr>
<td>2</td>
<td>11 Bar Girls</td>
<td>Got a Feeling</td>
<td>8886</td>
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<tr>
<td>3</td>
<td>10 Bar Girls</td>
<td>This Diamond Ring</td>
<td>8886</td>
</tr>
<tr>
<td>4</td>
<td>9 Bar Girls</td>
<td>The Name Game</td>
<td>8886</td>
</tr>
<tr>
<td>5</td>
<td>8 Bar Girls</td>
<td>My Girl</td>
<td>8886</td>
</tr>
<tr>
<td>6</td>
<td>7 Bar Girls</td>
<td>Hold What You've Got</td>
<td>8886</td>
</tr>
<tr>
<td>7</td>
<td>6 Bar Girls</td>
<td>All Day All of the Night</td>
<td>8886</td>
</tr>
<tr>
<td>8</td>
<td>5 Bar Girls</td>
<td>Shake</td>
<td>8886</td>
</tr>
<tr>
<td>9</td>
<td>4 Bar Girls</td>
<td>The Jolly Green Giant</td>
<td>8886</td>
</tr>
<tr>
<td>10</td>
<td>3 Bar Girls</td>
<td>I Go to Pieces</td>
<td>8886</td>
</tr>
<tr>
<td>11</td>
<td>2 Bar Girls</td>
<td>Let's Lock the Door</td>
<td>8886</td>
</tr>
<tr>
<td>12</td>
<td>1 Bar Girls</td>
<td>Bye, Baby</td>
<td>8886</td>
</tr>
<tr>
<td>13</td>
<td>Love Potion Number Nine</td>
<td>8886</td>
<td></td>
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<tr>
<td>14</td>
<td>The In Crowd</td>
<td>The Boy from New York City</td>
<td>8886</td>
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<tr>
<td>15</td>
<td>He's Gone</td>
<td>Tell Her No</td>
<td>8886</td>
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<tr>
<td>16</td>
<td>TIME WARP</td>
<td>How Sweet It Is</td>
<td>8886</td>
</tr>
<tr>
<td>17</td>
<td>1960</td>
<td>Keep Searchin'</td>
<td>8886</td>
</tr>
<tr>
<td>18</td>
<td>1960</td>
<td>Laugh, Laugh</td>
<td>8886</td>
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<tr>
<td>19</td>
<td>1960</td>
<td>Heart of Stone</td>
<td>8886</td>
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<tr>
<td>20</td>
<td>1960</td>
<td>King of the Road</td>
<td>8886</td>
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<tr>
<td>21</td>
<td>1960</td>
<td>Come See About Me</td>
<td>8886</td>
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<tr>
<td>22</td>
<td>1960</td>
<td>Lemonade</td>
<td>8886</td>
</tr>
<tr>
<td>23</td>
<td>1960</td>
<td>Give Me Some Love</td>
<td>8886</td>
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<td>24</td>
<td>1960</td>
<td>Paper Ticker</td>
<td>8886</td>
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<td>25</td>
<td>1960</td>
<td>Look of Love</td>
<td>8886</td>
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<tr>
<td>26</td>
<td>1960</td>
<td>Have You Looked Into Your Heart</td>
<td>8886</td>
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<tr>
<td>27</td>
<td>1960</td>
<td>No Arms Can Ever Hold You</td>
<td>8886</td>
</tr>
<tr>
<td>28</td>
<td>1960</td>
<td>The Birds and the Bees</td>
<td>8886</td>
</tr>
</tbody>
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**HOT 100 - A TO Z**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>51</td>
<td>Little Bell</td>
<td>Don't Let Me Be Misunderstood</td>
</tr>
<tr>
<td>52</td>
<td>51 Bar Girls</td>
<td>That's How Strong My Love Is</td>
</tr>
<tr>
<td>53</td>
<td>50 Bar Girls</td>
<td>Don't Mess Up a Good Thing</td>
</tr>
<tr>
<td>54</td>
<td>49 Bar Girls</td>
<td>It's Gotta Last Forever</td>
</tr>
<tr>
<td>55</td>
<td>48 Bar Girls</td>
<td>Try to Remember Back</td>
</tr>
<tr>
<td>56</td>
<td>47 Bar Girls</td>
<td>He Was Really Sayin' Something</td>
</tr>
<tr>
<td>57</td>
<td>46 Bar Girls</td>
<td>Don't Bring Your Troubles Back</td>
</tr>
<tr>
<td>58</td>
<td>45 Bar Girls</td>
<td>People Get Ready</td>
</tr>
<tr>
<td>59</td>
<td>44 Bar Girls</td>
<td>Fly Me to the Moon</td>
</tr>
<tr>
<td>60</td>
<td>43 Bar Girls</td>
<td>Jerk and Twine</td>
</tr>
<tr>
<td>61</td>
<td>42 Bar Girls</td>
<td>I Wanna Be (Your Everything)</td>
</tr>
<tr>
<td>62</td>
<td>41 Bar Girls</td>
<td>Crying in the Chapel</td>
</tr>
<tr>
<td>63</td>
<td>40 Bar Girls</td>
<td>Like a Child</td>
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<tr>
<td>64</td>
<td>39 Bar Girls</td>
<td>Apache '65</td>
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<tr>
<td>65</td>
<td>38 Bar Girls</td>
<td>Somewhere</td>
</tr>
<tr>
<td>66</td>
<td>37 Bar Girls</td>
<td>I Want My Baby Back</td>
</tr>
<tr>
<td>67</td>
<td>36 Bar Girls</td>
<td>I'm Over You</td>
</tr>
<tr>
<td>68</td>
<td>35 Bar Girls</td>
<td>Angel</td>
</tr>
<tr>
<td>69</td>
<td>34 Bar Girls</td>
<td>Orange Blossom Special</td>
</tr>
<tr>
<td>70</td>
<td>33 Bar Girls</td>
<td>Suddenly I'm All Alone</td>
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<td>71</td>
<td>32 Bar Girls</td>
<td>If I Ruled the World</td>
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<tr>
<td>72</td>
<td>31 Bar Girls</td>
<td>Diana</td>
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<td>73</td>
<td>30 Bar Girls</td>
<td>It's Gonna Be Alright</td>
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<tr>
<td>74</td>
<td>29 Bar Girls</td>
<td>Did You Ever</td>
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**BUBBLING UNDER THE HOT 100**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>85</td>
<td>Milt Jackson</td>
<td>What's New</td>
</tr>
<tr>
<td>86</td>
<td>84 Bar Girls</td>
<td>My Heart</td>
</tr>
<tr>
<td>87</td>
<td>83 Bar Girls</td>
<td>You're Gonna Get Mine</td>
</tr>
<tr>
<td>88</td>
<td>82 Bar Girls</td>
<td>Send for My Sweetie</td>
</tr>
<tr>
<td>89</td>
<td>81 Bar Girls</td>
<td>Try to Remember</td>
</tr>
<tr>
<td>90</td>
<td>80 Bar Girls</td>
<td>You're Gonna Get Mine</td>
</tr>
<tr>
<td>91</td>
<td>79 Bar Girls</td>
<td>Tell Me</td>
</tr>
<tr>
<td>92</td>
<td>78 Bar Girls</td>
<td>How Long Must I Wait?</td>
</tr>
<tr>
<td>93</td>
<td>77 Bar Girls</td>
<td>Finger Tips</td>
</tr>
<tr>
<td>94</td>
<td>76 Bar Girls</td>
<td>They're Mine</td>
</tr>
<tr>
<td>95</td>
<td>75 Bar Girls</td>
<td>Bop With Me</td>
</tr>
<tr>
<td>96</td>
<td>74 Bar Girls</td>
<td>Changing Partners</td>
</tr>
<tr>
<td>97</td>
<td>73 Bar Girls</td>
<td>The Feeling</td>
</tr>
<tr>
<td>98</td>
<td>72 Bar Girls</td>
<td>The Feeling</td>
</tr>
<tr>
<td>99</td>
<td>71 Bar Girls</td>
<td>The Feeling</td>
</tr>
<tr>
<td>100</td>
<td>70 Bar Girls</td>
<td>The Feeling</td>
</tr>
</tbody>
</table>
there's only one spy's spy: 007

there's only one Gold Goldfinger

GOLDFINGER

Parts I & II by Jimmy Smith

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.
**HOT RHYTHM & BLUES SINGLES**

**Billboard SPECIAL SURVEY** for Week Ending 2/13/65

<table>
<thead>
<tr>
<th>#</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MY GIRL, R&amp;B Sensations, Gordy 7038</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>SHAKE, Sam Cooke, RCA Victor 8466</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>&quot;YOU'VE LOST THAT LOVING FEELIN',&quot; Righteous Brothers, Philips 124</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>THE NAME Game, Shirley Ellis, Capitol 200</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>HOW SWEET IT IS (TO BE LOVED BY YOU), Marvin Gaye, Tamla 5407</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>HOLD WHAT YOU'VE GOT, Don'T Look Back, Atlantic 1571</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>THE BOY FROM NEW YORK CITY, Arethia, Blue Cat 120</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>TWICE IN LOVE, Abbe Cash &amp; the Crawlers, Mar-V-Lus 6002</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>A CHANGE IS GONNA COME, Sam Cooke, RCA Victor 8466</td>
<td>7</td>
</tr>
<tr>
<td>10</td>
<td>AT THE CLUB, Left Banke, ABC-Paramount 10620</td>
<td>2</td>
</tr>
<tr>
<td>11</td>
<td>THE &quot;W&quot; CROWD, Dodo Gracy, Champion 195</td>
<td>8</td>
</tr>
<tr>
<td>12</td>
<td>I'VE BEEN ON EVERYTHING, The Manhattan, Carnival 507</td>
<td>3</td>
</tr>
<tr>
<td>13</td>
<td>SOMETHING I REMEMBER, Major Lazer, Sofa 7204</td>
<td>3</td>
</tr>
<tr>
<td>14</td>
<td>THE JERKS, Lurza, Money 106</td>
<td>5</td>
</tr>
<tr>
<td>15</td>
<td>HURT SO BAD, Little Anthony &amp; the Imperials, DCP 1126</td>
<td>3</td>
</tr>
<tr>
<td>16</td>
<td>SEVEN LETTERS, Ben E. King, Almo 6328</td>
<td>10</td>
</tr>
<tr>
<td>17</td>
<td>MAKE ME UP A GOOD THING, Fontella, Baby &amp; Bobby, McClure, Checker 1997</td>
<td>21</td>
</tr>
<tr>
<td>18</td>
<td>SHOE-TOE, Jr. Walker &amp; the All Stars, Soul 25008</td>
<td>4</td>
</tr>
<tr>
<td>19</td>
<td>THAT'S HOW STRONG MY LOVE IS, Otis Redding, Volt 124</td>
<td>21</td>
</tr>
<tr>
<td>20</td>
<td>DON'T ANSWER THE DOOR, Jimmy Johnson, Magnus 719</td>
<td>2</td>
</tr>
</tbody>
</table>

**NEW ACTION R&B SINGLES**

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

PEOPLE GET READY b/w I'VE BEEN TRYING

DANNY BOY

IMPRESSIONS, Jackie Wilson 55277

IT'S GONNA BE ALRIGHT

Marlene Brown, Word 173

YOU AND ME BABY

GIRLS HAVE FEELINGS TOO

Barbara Mason, Atlantic 1052

DO YOU REALLY WANT ME

Nancy Wilson, Capitol 2136

DON'T MAKE ME WAIT

Tony Williams, Atlantic 1045

LEONARD CHESS (right), who with his brother Phil own WCON, has sold a batch of records, so you'll see his name a lot. He's a young record producer who works with his brother, Phil, who also has a label, Chess, and another, MSJ, which is the Rolls Royce of the independent scene. They've been very successful in the past few years, and their newest acquisition is a 17-year-old singer named TINA TURNER, who is going to be a big hit. She's already made a couple of albums, and they're planning to release a new one soon. She's very talented and has a unique voice. She's going to be a real star. LEROY DAVIS (center) has been working for RCA Victor for a year now. He's one of the few black producers at the company, and he's been doing a great job. He's produced some great records, and he's very well respected by his colleagues. ANTHONY JONES, WCN, has been with the company for a few years, and he's been working on some great projects. He's a very talented producer, and he's been producing some great records. JIMMY WYCK, WAT, has been with the company for a few years, and he's been working on some great projects. He's a very talented producer, and he's been producing some great records. EDSoap GASTERSON, WCVG, has been with the company for a few years, and he's been working on some great projects. He's a very talented producer, and he's been producing some great records. E. ROSSON JONES, WYON, has been with the company for a year now. He's been working on some great projects, and he's been producing some great records.
Smash Single from Her New Album

"SPOTLIGHT ON MAXINE BROWN"

IT'S GONNA BE ALRIGHT

WAND 173

Her Latest Hit Single from Her New Album

"THE SENSITIVE SOUND OF DIONNE WARWICK"

WHO CAN I TURN TO

b/w

Don't Say I Didn't Tell You So

SCEPTER 1298

SCEPTER RECORDS, INC., 254 West 54th St., New York, N. Y. 10019

www.americanradiohistory.com
who needs TIGERS WHEN YOU HAVE A LION IN YOUR LINE!
For those down home profits &
groovy sales, there's only one
cat who really wails...that
little old hip-maker...

Verve Records is a division of Metro-Goldwyn Mayer, Inc.
**GET THE JUMP ON FEBRUARY SALES WITH THESE NEW RELEASES**

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
<th>Release Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>THE PRESSURE SEEKERS</td>
<td>Ann-Margaret, Frankie Avalon, Mel Tormé</td>
<td>Original sound track album, 14 tracks, by Norman Cahn and James Van Heoten from the new hit movie.</td>
</tr>
<tr>
<td>GO...GO...GO!!! THE ASTRONAUTS</td>
<td></td>
<td>The boys blast off in 12 big hits, including &quot;Here I Go Again,&quot; &quot;I'm a Fool,&quot; and &quot;South.&quot;</td>
</tr>
<tr>
<td>HITS FROM THE HEART</td>
<td>Hank Cochran</td>
<td>Hank sings 12 of his own numbers, including &quot;A Little Dirty Wind,&quot; and &quot;The Country Home.&quot;</td>
</tr>
<tr>
<td>SHAKE, SAM COOKE</td>
<td></td>
<td>Sam's broad new album, featuring his current best-selling single &quot;Shake&quot; and eleven more Dynagroove.</td>
</tr>
<tr>
<td>AN AMERICAN IN SPAIN</td>
<td>Peter Evans</td>
<td>His magnetic personality captured here as never before in &quot;A Woman in Love,&quot; and 13 more Dynagroove.</td>
</tr>
<tr>
<td>AMBASSADOR COCONUT SMOKE</td>
<td>SERGIO FRANCHI FRANKY HART</td>
<td>The &quot;We'll Sing in the Sunshine&quot; girl repays with another great album of twelve sun-shine hits.</td>
</tr>
<tr>
<td>LOVIN' PLACE</td>
<td>Gale Garnett</td>
<td></td>
</tr>
<tr>
<td>LORNE GREENE</td>
<td></td>
<td>The &quot;Honeymoon&quot; that follows his first hit album with &quot;Teenage Tornado,&quot; &quot;Fourteen Men,&quot; and 14 more.</td>
</tr>
<tr>
<td>The Jim Reeves Way</td>
<td></td>
<td>Brand new for his fans, 12 numbers including &quot;When the World's On Fire&quot; and &quot;Maurine.&quot;</td>
</tr>
<tr>
<td>NOW IT'S YOUR MOVE!</td>
<td></td>
<td>CONTACT YOUR DISTRIBUTOR TODAY.</td>
</tr>
<tr>
<td>RCA VICTOR</td>
<td></td>
<td>RCA Victor - The Most Trusted Name in Sound.</td>
</tr>
</tbody>
</table>

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**Contact Information:**

- **RCA VICTOR Sales Office:**
  - **Address:**
  - **Phone:**

**Additional Information:**

- **Website:** [www.americanradiohistory.com](http://www.americanradiohistory.com)
AMERICA'S COLLEGE STUDENTS WILL PURCHASE ABOUT 45 MILLION RECORDINGS DURING 1965

Billboard's Special 8 1/2 x 11 Annual Supplement devoted exclusively to this big and booming market is coming MARCH 20.

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The College Market for Talent & Records

BE A "BIC NOISE" ON CAMPUS
RESERVE YOUR SPACE NOW
YOU BETTER GET IT
THE NEW GREAT JOE TEX SMASH
b/w You Got What It Takes
DIAL 4003

Now A Hit Selling Album
ATLANTIC 8106 (DIAL SERIES)

"HOLD WHAT YOU'VE GOT"

ATLANTIC
JOHNNY SURE CAN GROW 'EM!
Johnny Cash makes his hit singles blossom into albums...
Orange Blossom Special 4-43206

Remember these winners?

CL 2053/CS 8833*  CL 2190/CS 8990*
RING OF FIRE THE BEST OF JOHNNY CASH
JOHNNY CASH I WALK THE LINE

ON COLUMBIA RECORDS*
NEW YORK—Although the Okeh label was originally launched as a rhythm and blues subsidiary of Epic Records, Carl Davis, who has been at Okeh, based in Chicago, prefers to refer to it as a “marketable label.” Davis, who was in New York recently, said that to build up a market, a marketing theory, he tries to “break a record” in all markets by working with all media.

Evidence that Davis’ formula is working is shown by the way his artists are breaking in on all the pop charts. Major Lancaster was first heard on the charts every month since his “Monkey Time” release in June 1963. Also, Walter Jackson, one of Davis’ newer artists, hit the pop charts first with “It’s All Over” and the vibrations’ record, “Keep on Poppin’ Out,” is already breaking in on several pop markets.

**Sales’ Sales Bring New Pact**

NEW YORK — The click of Sassy Sales’ ABC-Paramount LP, “Spy With A Pin,” is both in the sales office and on the charts that has won him a new two-year contract by the label that has made him an overnight sensation at WNEW-TV show, which was originally aired as a mid-afternoon disk jockey spot.-war, has been moved to an early evening hour that so he can now grab the mops at NAA’s Brown on College Trek

MEMPHIS — Ray Brown, the veteran of National Artists Attractions, left last week for a swing through Florida and Southwest, where he was booking college and college circuits in Minnesota, Alabama, Georgia and Florida.

He will end up in Miami this week for a three-week engagement, then be back on the west coast with booking agent Bert Oshins. In his absence, Brown’s Memphis office will be handled by Bill English and Betty Hayes.

Brown books such artists as Artie Shaw, Billie Holiday and the Willie Mitchell Combo.

**Casones’ Pre-Trial Testimony in Suit Vs. Jerry Lee Lewis**

MEMPHIS — Frank Cason, manager for Jerry Lee Lewis, testified in a pre-trial deposition that he was in the personal friendship with Irving Green, president of Mercury Records. He said that he was able to work out an acceptable recording contract for Lewis.

Casones, who said he was able to get Lewis’ contract broken, said he negotiated his other Mercury offers closed in deadlocks, because he could not advance any cash.

Casones said he had known Green before but didn’t know he was president of mercury Records. When the negotiations reached completion, Casones said, he got Lewis a five-year contract with a guarantee of $10,000 a year and a $25,000 cash advance.

Casones is a former executive at a Las Vegas, Nev., hotel.

**Michael Dunn: Baritone With A Big Voice**

NEW YORK—At least two dialers are talking to Michael Dunn, so it shouldn’t be long before the baritone makes a big wax impression. Breaking in his new duo act is the idea. But not at New York’s Upstairs at the Duplex, the vaudeville type of club, where he has been in the pips that bethe his star 3″ 9 12 and will starch him from the Porter of “Cafe” and the film, “Ship of Souls.”

Dunn uses his dramatic training to ‘fine advantage in a typical ‘rhythm and blues’ act, where ‘Goose,’ Impish Phoebe is a versatile foil, warbling sly opera trills as she stands on a clever spiral staircase.

His strong tenor last spring on the Jack Paar Show evidently wasn’t quite enough, but the club act ought to bring Dunn deserving success in the hotel, in Greenwich Village, released.

Dunn talked to his manager about the contract to provide souped-up, and Casones had guaranteed Lewis would gross $200,000 in the two-year period and if he did not Casones was not to get anything.

Casones’ testimony, however, gave a different interpretation. He said his understanding was he was to get 25 per cent during the two-year period and if the opportunity to move into new areas and broaden the label’s stimulus.

Now that the Okeh label has been purchased by the availability of Davis, is on a campaign to build his artist roster. Among the artists that have recently joined Okeh are the Opals, the Artists of the Orient and the Davis, is concentrating on bringing new artists to Okeh, even though they’re tougher to build than the ones he can lure from another record company. Davis likes the challenge and feels that once he gets them off the ground, he’ll have something of value for Okeh.

In his build-up procedure, Davis usually visits the disk jockeys himself with the new release, asks them to play the local promotion man to help get exposure. At times, he even throws the artist along with the promotion.

Davis is now limiting his related of the Jack Paar singles a month and will come out with an average of four singles a month. He uses the title of the hit single to title the album.

In Chicago, Davis works closely with Curtis Mayfield, the owner of GAT’s, who is editor of many of the records that have taken off for Okeh. “They’re all Davis’ cards and we’re all hoping to build a Chicago Sound.”

**Proves Buildup**

**PEOPLE AND PLACES**

Tony Bennett and Count Basie have joined forces for three separate sittings to begin March 1 when the Columbia song stars on the Andy Williams TV show with Basie’s orchestra accompanying. They’ll next team up May 4 to open a one-week concert tour at the Circle Theatre in San Carlos, Calif., and are booked for another week of concerts at Melodyland in Anaheim, Calif., starting May 11… Mel Torme will do a special for the ABC March 6. He’ll be at the Cool Elephant in London Feb. 22 through March 7. The Last Waltz will be at the Olympic Hotel in Seattle until Feb. 27… Poncic Peone is at the Getsemanai night club in Tokyo until Feb 14… The New Prince Spaghetti Minstrels, who appeared on TV’s “On Broadway Tonight” Feb. 5, have been signed for another shot March 3. Kapp Records will release a single this week featuring a blues-tumped tune, “Swing Down Charley.”

Gayn Borroughs, formerly of the Lillimerters, makes his New York nightclub debut as a single at the Bijou in Greenwich Village Feb. 17. He’ll be there for a month… The Modern Jazz Quartet will appear on NBC-TV’s “Today” show Feb. 10 and then get ready for a single at Metro West Feb. 17… Jack Yarborough, who’s on the Clamite label with “Keen Scene,” is at The Most for two weeks… Woody Allen will entertain at a dinner honoring Alfred Hitchcock. March 7 in Hollywood… The Lickety Split Quartet are now in the State of Washington on their tour with the Ford Car-A-Van of Stars. They’ll play 24 concerts in the West and Far West during February…. Concert violinist Marvin Ziporyn has signed for a six-city European tour this spring. Ziporyn will appear in Lisbon April 21, Amsterdam April 29, London May 6, Stockholm May 11, Zurich May 17 and Vienna May 20… Irving Fields cruising on the S. Rotterdam to write his biography, “Portrait in Ivory.” He’ll be back at the Marimorn Room of the Park Sheraton April 12 for his 16th year.

Jimmy Pelham, who has a comedy LP on the Swarzy label, is on a concert tour for Teddl Powell Productions touring the East through February and March…. The Red Onion will introduce the Banjo John String Stretchers Feb. 9… John Rowtpec, RCA Victor promotion man, returns to New York Feb. 10 after touring with Franklund… Andy Knight, son of singer Evelyn Knight, is moving into the vocal field under the aegis of Al Anscher… Cornellian Jerry Jordan due to visit 100 nursery schools next month to promote his People Express Airline, has been signed for the end of February after a 40-city tour of Europe. While here he’ll record for MGM and do TV guest shots…. Johnny Dean appeared in Paris April 7 and in Cairo April 10… In Stockholm May 11, San Francisco May 17…

**Accessories**

Ascher… Bill Haley and the Comets have been on the label… Haley and his group have been generally credited with starting the American rock storm through one hit record, “Rock Around the Clock,” which he’s reported to have sold over 15,000,000 copies on the Decca label. The single is reported by the U.S., Haley plans an extensive European tour in the fall… The last of the 10 member of the Braitwood Singers, has signed with United Artists Records as a solo singer. Shall be recorded under the aegis of UA’s a&r executive...
Dot Records Proudly Presents
The Best Sellers Coast to Coast

ALBUMS
3605 Pearly Shells  Billy Vaughn
3611 The Golden Millions  Lawrence Welk

NEW RELEASES
3619 The Square  Dick Whittinghill
3616 My First of 1965  Lawrence Welk
3615 Silver Dollar  Mike Minor
3614 Deep Purple  Jimmy Rodgers

SINGLES
16654 Pearly Shells  Billy Vaughn
16653 Apples And Bananas  Lawrence Welk

SINGLES
16691 Mexican Fun  George Tommoe & The Dots
16692 Yummy Yuma Papa  The Fireballs
16705 Welcome Home  The Mills Brothers
16704 River Goodbye  Dale Ward
16702 Sing A Little, Little!  The Blanch Family

Dot Records All Time Hit Singles
45-100 Last Date, Yellow Bird  Lawrence Welk
45-102 Wheels  Orange Blossom Special  Billy Vaughn
45-103 Blue Tomorrow  Billy Vaughn
45-104 A Swingin' Safari  Billy Vaughn
45-106 Melody Of Love  Billy Vaughn
45-107 Moody River  Pat Boone
45-108 Ain't That A Shame  Pat Boone
45-109 Don't Forbid Me, April Love  Pat Boone
45-110 Love Letters In The Sand  Pat Boone
45-112 P.S. I Love You, Trying  Pat Boone
45-114 Till Then Only You (And You Alone)  Pat Boone
45-116 Coconut Grove In The Mood  Johnny Maddox
45-117 The Crazy Otto Eight Beat Boogie  Johnny Maddox
45-119 Hear You Knocking Ivory Tower  George Storm

Golden Organ Hits... Jerry Burke  - 3538 More... Steve Allen  - 3536 Suites For Pulaski  - 3535 Wipe Out... The Surfaris  - 3631 Vaughn Monroe  - His Greatest Hits  - 3412 Moon River... Lawrence Welk  - 3366 Orange Blossom Special & Wheels... Billy Vaughn  - 3359 Callcutta... Lawrence Welk  - 3358 Polkas: Greatest Hits!... Six Fat Dutchmen  - 3314 More Million Sellers... Johnny Maddox  - 3292 The Lennon Sisters Sing Twelve Great Hits  - 3276 Theme From A Summer Place... Billy Vaughn  - 3249 Ragtime Piano Gal... Jo Ann Castle  - 3165 Blue Hawaii... Billy Vaughn  - 3157 The Mills Brothers' Greatest Hits  - 3071 Pat's Great Hits... Pat Boone  - 3068 Hymns We Love... Pat Boone  - 3067 Lure Of The Islands... Hal Holbrook  - 3128 The Man With The Banjo... Eddie Peabody...
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

**GOODNIGHT...**
Roy Orbison, Monument 873

**REGIONAL BREAKOUTS**

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

**I WANT TO GET MARRIED...**
Delicious, Challenge 39597 (Four Star, BMI) (Pittsburgh, Miami)

**RED ROSES FOR A BLUE LADY...**
Wayne Newton, Capitol 5366 (Mills, ASCAP) (San Francisco, Houston)

**YOU'RE NEXT...**
Jimmy Witherspoon, Prestige 341 (Leeds, ASCAP) (Detroit)

**CAST YOUR FATE TO THE WIND...**
Sounds Orchestral, Parkway 942 (Friendship, BMI) (Pittsburgh)

**LAND OF A THOUSAND DANCES...**
Midnighters, Chartophone 666 (Tune-El, BMI) (Los Angeles)

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**NEW ALBUM RELEASES**

**ARGO (SPoken WOrD)**

EMILY WILLIAMS as Charles Dickens Vol. 1; LP 231
EMILY WILLIAMS as Charles Dickens Vol. 2; LP 232
ROBERT BELLOU-An Artistic Anthology of American Poetry; LP 235
ROBERT BELLOU-A Selected Anthology of St. Mark's Poetry (recommemorating ball); LP 236
VARIOUS ARTISTS—Religious Metaphysical Poems; LP 238
ENGLISH POETS-WILLIAM BAREE; LP 428
AARON HARTMAN/MICHAEL GARBONE TWO—Poetry & Jazz in Concert; LP 429
COMING ON DOWN BABY BABY...;
Orleans, Cameo 325 (Picturedate, BMI) (Detroit)

**THE RICHEST MAN ALIVE...**
Mel Carter, Imperial 46076 (Forrell, ASCAP) (Seattle)

**PASS ME BY...**
Mike Douglas, Epic 9760 (Morris-Northern, ASCAP) (Cleveland)

**LEROY...**
Norman Traynor, Rondell 1002 (Ranger & Jaloe, ASCAP) (Detroit)

**YOU ARE DRIVING OUT OF MY MIND...**
Jerry Wallace, Challenge 39278 (Four Star, BMI) (Memphis-Nashville)

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**HAVE YOU PLAYED THE LATEST "NAME GAME"?**

**Question**

WHO PRODUCED "CHAPEL OF LOVE" by The Dixie Cups?

WHO WAS THE FIRST HIT ARTIST ON RED BIRD RECORDS?

WHAT WAS RED BIRD'S FIRST ALBUM?

WHO WAS THE FIRST HIT ARTIST ON TIGER RECORDS?

WHO PRODUCED "HOW CAN I GET OVER YOU" by Alvin Robinson?

WHO ARRANGED "HOW CAN I GET OVER YOU"?

WHO WROTE "HOW CAN I GET OVER YOU"?

**Answer**

Joe Jones

THE DIXIE CUPS

Chapel of Love

Joe Jones

Joey DeSensi

Robert Mosely

---

**YOU DON'T GET OVER**

**ALVIN ROBINSON**

Singing

**HOW CAN I GET OVER YOU?**

**BC 108** on

**BLUE CAT RECORDS**

The "FUNK-MEN" HAVE DONE IT AGAIN... JOE JONES and MEL LASTIE

BOOKINGS: SHEDEB MANAGEMENT, INC. 300 W. 55th St., New York, New York (212) 246-5798

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**WALTON, STRING QUARTET IN A MINOR—Allegro String Quartet, BC 209, 208 3232
EVERYTHING FOR EVERYONE—Novelty of King's College, Cambridge (Wildey), BC 205, 206
G. F. D. PALADINO—Cello of King's College, Cambridge (Wildey), BC 207, 208**

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**HANDEL, CONCERTO GROSSE, OP. 3, NO. 1—BMI**

**HANDEL OF ALL SEASONS—The Choir of St. John's College, Cambridge (Cendre), BC 403, 205 5430**

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**ENGLISH CATHEDRAL MUSIC—The Choir of St. John's College, Cambridge (Cendre), BC 406, 205 5435**

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**ARGO (TRANSPORT SERIES)**

**WORKING ON THE FORTUNATE—Directed by Peter Norbeck, DA 31**

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**COLUMBIA**

**RETHOYER, SYDNEY SABLES ODDS IN COMPLETE—Dean Golds, ML 4006, ML 4007**

**BRAMS: SYMPHONY NO. 5 IN E-FLAT—Drexler Orch. (Ealy), ML 4065 ML 4066**

**CAMERON: MONTGOMERY, Lestra—Orch. (Brodway), ML 4072, ML 4073**

**FINCH, WILLIAM—English, BMI**

**BANZAI—JOE BISHOP—BMI**

**CROWLEY—JOE BISHOP—BMI**

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**BILLBOARD, February 13, 1965**
EXCITING NEW ALBUM

TYPICAL AMERICAN BOYS
THE MITCHELL TRIO
MIKE KOHLUK * CHAD MITCHELL * JOE FRAZIER

AND AN EXCITING NEW SINGLE FROM THE ALBUM
MY NAME IS MORGAN b/w YOU WERE ON MY MIND

MERGENCY SINGLE 72400

www.americanradiohistory.com
WE DON'T MEAN TO FLATTER . . . CAUSE WE'VE GOT
THE ORIGINAL HIT BREAKING OUT EVERYWHERE!

INSTANT BREAKOUT

"WE WERE LOVERS"
WORLD ARTISTS 1045

DARIN D. ANNA

REPARATA and THE DELRONS

"WHENEVER A TEENAGER CRIES"
WORLD ARTISTS 1036

WORLD ARTISTS RECORDS
550 GRANT STREET, PITTSBURGH 19, PA.
IN CANADA, REPRESENTED BY TRANS-WORLD RECORD CO., INC.
Country Station Ops to Meet in L.A. Feb. 22-23

LOS ANGELES — Owners and operators of major country music stations will meet at the Sheraton-West Hotel here, Feb. 22-23, to exchange sales and programming ideas. Dan McKinnon, of Station KSJO, San Diego, Calif., who is co-ordinating the meeting, said most operators of country music stations have been contacted, and that all such stations are invited to attend.

The all-day meeting stemmed from sessions held in Nashville during the country music festival there last November. At that time, McKinnon says, most operators present expressed a desire for such a meeting.

As an additional part of the two-day get-together, McKinnon says the station operators will make extensive sales calls on national accounts placed out of Los Angeles in a co-ordinated effort to sell Holiday bookings to individual stations on country music. McKinnon invites all operators of country music stations to contact him for further details.

Those who have already signified their intention of attending the meeting here, according to McKinnon, are Mrs. Bertie Azenado, KUZZ, Bakersfield, Calif.; George Crump, WCMS, North Little Rock, Ark.; Jerry Lee Lewis, KCUL, Fort Worth; Carmen Macri, WSHD, New Orleans; Jack Resnik, KLPR, Oklahoma City; Bill Harper, KTCM, Ft. Smith, Ark.; Bill McLoughlin, KBAY, Amarillo, Texas; Gene Miller, KPCN, Dallas; J. W. Kenney, KLBP, Lubbock, Texas; Carl G. Brenner, WBDM, Battle Creek, Mich.; Herb Edelman, KEAP, Fort Wayne, Ind.; Joe Adams, KRIT, Kansas City; Don Reynolds, KJPB, Pueblo; Guy Cole, KFDM, Houston; and Holley, Roberta, Calif.

Anders' n TV Series Bows This Week

ATLANTA—A. O. Simson, president of Programming, Inc., announced that "The Bill Anders Show," a new country music television series, has gone into syndicated production and is slated for nationwide distribution this week.

The show features Bill Sanders, a country music artist, along with his band, the Po' Boys. James Sanders, Sanders' grandmother, and Jimmy Gately are also regular members of the cast.

The weekly, half-hour series is produced by Programming, Inc., Atlanta, and also produces the Jake Hess and the Imperial show and the Gospel Singing Caravan.

The Anderson show opens on WSM-TV, Nashville, Feb. 13, and on WCPO-TV, Cincinnati, Feb. 20. It is slated to be seen in 75 to 100 markets by March 1.

Randy Wood, left, president of Dot Records, presents a pledge for $10,000 to Ted March, president of the Country Music Association. The pledge represents a personal contribution from Mr. Wood and Wood for the Country Music Hall of Fame and Museum.

NASHVILLE SCENE

By DON LIGGET

Decca artist Warner Mack, currently in the charts with "Stittin' in an All-Nite Cafe," was released from the hospital last week following surgery for injuries sustained in a recent auto accident. He expects to resume work March 1...

Felton Jarvis, local ABC-Paramount ad man, recorded newly signed Linda Gale Lewis, sister of Jerry Lee Lewis, last week. Both Jerry Lee and Linda Gale will appear on the Levis TV show Feb. 17... Chuck Calehoun, Starday vice-president in charge of sales, is currently on a trip through Texas, Nevada, Oklahoma, and Louisiana, promoting new Starday product... Mercury's new Nashville ad director, Jerry Calehoun, released an album by Leroy Van Dyke last week. Van Dyke plays the Shamrock Hotel, Houston, Feb. 18 through March 3...

Bill Hill, head of Tuneville Music, is in the hospital recovering from a stomach condition... Decca's Owen Bradley and Harry Silverstein just returned from a trip to New York. Bradley also attended sessions by Billy Grimes and Webb Pierce last week... The Newbeats, Hickory artists, return from Australia early Feb. 13 and joined the Dick Clark tour the following day... Lester Flatt and Earl Scruggs, in a long-time appearance on the Les Crane TV show Feb. 12, join the California to tape another "Beverly Hillbillies" episode... Billy Sheehan, Epic's Nashville ad director, will record the label's David Houston this week. Houston, noted earlier as "Most Promising Male Artist in 1964"... Chuck Atkins, head of RCA's Music City operation, recorded Skeeter Davis last week, and will direct a new Charlie Rich album this week... Dave Dudley is currently on a two-week tour of Florida and Georgia, but by manager Jimmy Key... Capitol recording activity includes sessions this week for Ray Price, Roy Clark, Leon McNell, Billy Sherrill, and Donbino, directed by Ken Nelson and Mars Williams.
GREAT SONGS DON'T FALL SO EASY

Thanks to the many D.J.'s who are playing "THE WEAKNESS OF A MAN." It is sure to become one of 1965's most talked about songs. Out of 30 major radio stations contacted in a five-state area, 2 out of 3 are playing "THE WEAKNESS OF A MAN."

THAT'S A GOOD AVERAGE!

D.J. Copies Available
Box 352
Hendersonville, Tennessee

ANOTHER LEON ASHLEY HIT!
Starday Shifts Four Distribri

NASHVILLE—Starday Records, Nashville-based c&w label, announced last week that it is making important marketing changes and new distributor appointments in Cleveland, Pittsburgh, New York and Miami.

The appointments were made by Chuck Chellman, Starday’s marketing vice-president, during his recent sales swing in those cities.

In Cleveland, Mainline, headed by Mike Spence, replaces Concord, and will now carry Starday along with RCA Victor.

The Pittsburgh scene will be handled by the Hamburg Bros., headed by Mert Locker. At Hamburg, Starday will be handled along with RCA, ABC and Liberty.

The Alpha firm, headed by Harry Apostolatis, will handle Starday in New York. Starday joins Reprise, Warner Bros., 20th Century-Fox and Hickory at Alpha. Starday will be handled in Florida by Topps Distributors in Miami, with Babe Elias at the helm.

Chellman pointed out that Starday’s accelerated merchandising plans placed more emphasis on distributors. He also stated that the fourth annual “Wonderful World of Country Music” show currently being produced is proving the most successful merchandising plan in the firm’s history. The show includes a 15 per cent discount to dealers, plus 50 free Top Value stamps to consumers with each Starday album. Phase I of the plan, which starts with Vol. 1, No. 2, which will feature 11 new album releases, began Feb. 15.

Starday has had increased sin-

F. & S. Add 4 Artists To TV Seg

NASHVILLE—Joe D. Taylor, advertising manager of Martha White Mills, Inc., here, announced the addition of four new members of the Flatt and Scruggs TV show.

The four new artists, one of whom will appear each week, are Roy Drusky, Mercury; Bobby Bare, Hickory; Dottie West, RCA Victor; and Ray Pillow, Capitol. All except Pillow, are members of WSM’s “Grand Ole Opry.” Steel guitarist Lloyd Green will accompany the new artist each week and will also become a staff band member.

The half-hour show stars Lester Flatt and Earl Scruggs and the Foggy Mountain Boys and is co-sponsored by Martha White Mills and Pet Milk. The show, now in its 15th year, is shown in some 50 markets and has consistently been one of the top c&w programs.

WSM Sets Dates For Annual Fest

NASHVILLE—Bill Williams, promotion manager of WSM here, last week announced the 1965 dates for the station’s annual country music festival to be held here as Oct. 21-23. It will mark WSM’s “Grand Ole Opry” 40th anniversary.

Further information concerning seminars and special events to be set up for this year’s festival will be issued soon. Williams said. This year will mark the 14th year that WSM has sponsored the country music festival.

Johnny Cash Hits the Road

NEW YORK—Johnny Cash stops off here Tuesday (9) for a guest shot on the Les Crane TV show and then embarks on a tour that will carry him through Feb. 21.

The itinerary for the Cash unit stacks up as follows: Memorial Auditorium, Kitchener, Ont., Feb. 10; Treasure Island Gardens, London, Ont., 11; IMA Auditorium, Flint, Mich., 12; Memorial Building, Columbus, Ohio, 13; Auditorium, Saginaw, Mich., 14; Masonic Hall, Detroit, 14; Kellogg High School, Battle Creek, Mich., 16; Civic Auditorium, Grand Rapids, Mich., 17; L C. Walker Arena, Muskegon, Mich., 18; Civic Auditorium, South Bend, Ind., 19; Civic Center, Lansing, Mich., 20, and Memorial Building, Dayton, Ohio, 21.

Jay-Gee Has C&W Dept.

NEW YORK—Jay-Gee has set up a country and western department, according to Mickey Eichner, a&r director. The country operation is headed by Bob Stephens, who has already signed the well-known country artist, Artie Inman, to a singles and album pact. Inman product on Jay-Gee has already been cut in Nashville and is being rushed out.

Stephens will headquartered in Jay-Gee’s offices here but will travel to Nashville and other areas to record and sign artists.

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

"DON’T BE GOOD TO ME" IS BEING GOOD TO MARGIE SINGLETON

B/W "IT’S TOO MUCH"

Thanks, D.J.’s, for giving this record the exposure that is making it a top chart contender.

HOMAGE PAID TO REEVES

CARTHAGE, Tex. — Six months after the death of singer Jim Reeves, his grave on an oak-shaded knoll here has become a shrine for folk music followers. People by the hundreds visit the singer’s grave each month. One fan has a standing arrangement with a local florist to keep fresh flowers on Reeves’ grave. Reeves’ grave will be marked by his widow with a large, guitar-shaped monument.

He was buried here Aug. 6 after one of the biggest funerals in local history, following his death on July 30 in a plane crash in Tennessee.

**MOBILE, Ala.—** After many delays, including even a change in call letters, WMNO, Mutual Broadcasting System affiliate, went on the air here recently to give Mobile its first high-power radio station. The 50,000-watt daytimer plays all country music.

The station’s deejays staff has been augmented by Sammy David, formerly of KCJU, Shreveport, La., and Jim Williams, until recently with WHRT, Lucedale, Miss.

MOSP’S 5 Years Ago

February 15, 1960

1. He’ll Have To Go, Jim Reeves, RCA Victor
2. El Pano, Marty Robbins, Columbia
3. Same Old Mrs., Ray Price, Columbia
4. Riverboat, Faron Young, Capitol
5. No Love Have I, Webb Pierce, Decca
6. I’ll Be Your Baby Tonight, Wynn Stewart, Challenge
7. Angie’s Guitar, Kitty Wells, Decca
8. There’s A Big Wheel, Wilma Lee & Stoney Cooper, Hickory
9. You’re The Only Good Thing, George Morgan, Columbia
10. Another, Roy Drusky, Decca

**YESTERDAY’S COUNTRY HITS**

Change-of-pace programming from your library’s shelves, featuring the disks that were hottest in the Country Field 5 years ago and 10 years ago this week.

HERE’S HOW THEY RANKED IN BILLBOARD’S CHART AT THAT TIME.

**COUNTRY SINGLES**

February 12, 1955

1. Loose Talk, Carl Smith, Columbia
2. More and More, Webb Pierce, Decca
3. You Ain’t Lovin’, Faron Young, Capitol
4. In The Jailhouse Now, Webb Pierce, Decca
5. Let It Go, Leroy, Hank Snow, RCA Victor
6. This Old House, Stuart Hamblen, RCA Victor
7. I Don’t Hurt Anymore, Hank Snow, RCA Victor
8. Hearts of Stone, Red Foley, Decca
9. I’ve Been Thinking, Eddy Arnold, RCA Victor
10. One by One, Kitty Wells & Red Foley, Decca

**COUNTRY SINGLES**

February 11, 1960

1. It’ll Have To Go, Jim Reeves, RCA Victor
2. El Pano, Marty Robbins, Columbia
3. Same Old Mrs., Ray Price, Columbia
4. Riverboat, Faron Young, Capitol
5. No Love Have I, Webb Pierce, Decca
6. I’ll Be Your Baby Tonight, Wynn Stewart, Challenge
7. Angie’s Guitar, Kitty Wells, Decca
8. There’s A Big Wheel, Wilma Lee & Stoney Cooper, Hickory
9. You’re The Only Good Thing, George Morgan, Columbia
10. Another, Roy Drusky, Decca

D.J. copies available. Box 352, Madison, Tennessee
When Bill Anderson began playing the guitar at eleven, he could hardly have foreseen that 10 years later he would have been catapulted into a career that would see him named one of the Top Three Most Outstanding New Artists...one of the Top Five Country and Western Songwriters...and, in 1964, Country Writer of the Year. Since his first award-winning BMI song City Lights in 1958, Bill has been consistently represented on the Top 10 best selling country record charts as a writer and an artist. Still in his twenties, this remarkable young talent describes Country Music as having “that longing quality that seems to say something to all of us.” Again and again Bill confirms this in his own rare and sensitive way. We are deeply proud of Bill Anderson and the many other fine Country composers whose music we are privileged to license for public performance.

ALL THE WORLDS OF MUSIC FOR ALL OF TODAY'S AUDIENCE

Among Bill Anderson's recent Country Music successes are:
I Don't Love You Anymore, Peel Me A Nanner, 8'x10', Five Little Fingers, We Missed You, I've Enjoyed As Much Of This As I Can Stand, Tips Of My Fingers, Still, Easy Come—Easy Go, Me, Three A.M.
N. Y., Europe Tour Prize of Beatles, Stations 'Tie-In'

TROY—One of the most ambitious radio-station-Beatles promotions to date, pulled off recently by WTRY, Troy, N. Y., and its sister station in New Haven, WAVZ, Lee Gray, WTRY program manager, has a long association with the group stemming back to their summer tour of the U. S., when he took loads of listeners to Carnegie Hall, Atlantic City, and Cincinnati to see the boys in action.

Gray, with Lee Munson, WAVZ program director, cooked up the illusional New York, London, Paris tour with Beatles' publicist, Derek Taylor and Brian Epstein in which the group answered a call from 9 to 11, and the 15 girls who were accompanied by one of the group's own, were so impressed that they agreed to exchange a few words with their respective communities.

Both stations kicked things off with a local model show. The tour campaign was followed by a postcard solicitation of postcards which in turn solicited Hooper's store which was eligible for the London trip and also a Beatles 65 album.

**DO THEY RATE WITH HOOPER?**

DETROIT — WXIZ deejay Marc Avery was back on the air and interrupted recently by a call from the head of a major record company (private phone in the studio for emergency use, etc.), the caller said, "This is C. E. Hooper calling. May I ask you what radio station are you listening to?"

At first Avery thought it was a joke, but when the caller persisted in the interview, he realized it was on the level and answered, "The Marc Avery Show on WXIZ, with Hooper." The caller then confused the interview when he was listening to the show.

What Avery and the executives of the ABC-owned station that operates the station are asking is whether they still get credit for the listeners.

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**REPARATA and the DELBONS**

Shelia Rellny, Reparata Aileen and Carol Drobnicki, each 17 years of age, first three years attending the university of Brenda Monley's High School in Brooklyn. The group was appearing in a school musical. The talented trio has had extensive experience in singing the vocal backgrounds for some of the nation's top recording artists. A year ago the trio was discovered by World Artists who signed them for their World United Productions. The girls will be visiting cities across the country as part of an upcoming 45-day Dick Clark "Caravan of Stars" tour.

**LASTEST SINGLES** "Whenever a Teenager Cries."
"CRY"

Ray Charles

c/w Teardrops From My Eyes
ABC-10615

ABC-PARAMOUNT
 "The Big Drive in '65"

DISTRIBUTED IN CANADA BY
SPARTON OF CANADA, LTD.

ABC-PARAMOUNT

JUST RELEASED

ABC-500

Copyrighted material

www.americanradiohistory.com
Roy Orbison's new Monument single, "GOODNIGHT #873", is moving up so fast, we haven't got time to make a pretty ad.
CHECKMATE Productions Welcomes...

BUDDY KNOX
To Their RUFF Label
And Proudly Presents
FIRST SMASH Single
“JOANN”
B/W
“DON’T MAKE A RIPPLE”
Ruff #1001

BREAKING IN THE FOLLOWING MARKETS:
HOUSTON – INDIANAPOLIS – CINCINNATI
DALLAS – SHREVEPORT – OKLAHOMA CITY

DON’T MISS BUDDY KNOX ON DICK CLARK’S TV SHOW, MARCH 13, 1965

AND—SEE BUDDY ON LLOYD THAXTON’S TV SHOW IN MID-MARCH
THE JERRY POP

THE BEATLES—EIGHT DAYS A WEEK (McLennan, BMI)—I DON'T WANT TO SPOIL THE PARTY (Mack, BMI)—Top side is a hand-clapping sweep, winning. "I Feel Fine"—Flip: "I Feel Fine" is a sad folk-country-flavored tale with a good message. 

DEAN MARTIN—SEND ME THE PILLOW YOU DREAM ON (4 Star Sales, BMI)—In the same fine groove: "You're Nobody Till Somebody Loves You." It's all here: Dean, strings, org., chorus, arranger Freeman, producer Brown. Can't miss! 

Reprise 6344

ROBERT GOULET—BEGUN TO LOVE (Gil, BMI)—Anatomy of a chart ballad, almost much like his hit, "My Love For Me." Strong follow-up. Flip: "I Never Got to Paris" (Capitol, ASCAP).

Columbia 43224

GENE PITNEY—MUST BESEEINGTHINGS (Sea Law, BMI)—One of his strongest records to date. Good material with a powerful piano vocal. Production built with a Mexican flavor. Flip: "Mary Don't You Weep." 

Reprise 3220

JERRY VALE—FOR MAMA (Ludlow, BMI)—Plain, beautiful ballad from the pen of Charles Aznavour. Mankind, ASCAP. For the Vde pipe. Flip: "I Adore" (Rivale, ASCAP). 

Columbia 43232

MATT MONROE—FOR MAMA (Ludlow, BMI)—Following up his "Walk Away" success, Matt also has a strong rendition of the material mentioned above. His has been in England. Flip: "Going Places." 

Epic, ASCAP.

Liberty 55763

VIC DAMONE—FOR MAMMA (Ludlow, BMI)—Making his debut on the Warner Bros. label, Vic is in fine voice as he so often joins the race for exposure and sales on this ballad import. Flip: "Belsilina." 

Warner Bros. 5603

CHAD & JEREMY—IF I LOVED YOU (Chappell, ASCAP)—Strong follow-up to their "Willow Weep for Me." The Rogers & Hammerstein standard is given a beautiful straight reading backed by lush strings. Flip: "Donna Donna" (Public Domain).

Capitol 5349

Ray Charles Singers—THIS IS MY P R A Y E R (Chappell, ASCAP)—In the same smooth vein of their previous hit, "The Great American Songbook," this fine ballad done with the familiar back band arrangement. Flip: "A Toy for a Boy" (Northridge, ASCAP).

Command 4059

DEAN SHANNON—STRANGER IN TOWN (Vicki McLaughlin, BMI)—Del gives his all to this powerful tune that lyric that packs a wallop! Flip: "Over Now" (Vicki McLaughlin, BMI).

Amy 919


Reprise 8345

TOMMY ROE—DIANE FROM MANCHESTER SQUARE (Tamrose, BMI)—Tommy sings back with an intriguing arrangement and vocal on a piece of material bearing an unusual twist of theme. Flip: "Love, Love, Love." (Low-Tide, BMI).

ABC-Paramount 10623

JIM REEVES—THIS IS IT (Accenti, BMI)—Extra tenderness oriented pop material. Strings and smooth chorus back the fine voice of Reeves. Flip: "There's That Smile Again" (Queen Road, BMI).

RCA Victor 8208

HERB ALPERT & THE TIJUANA BAND (Chappell, ASCAP)—Ballad from the Anthony Newley musical "Rose of the Ravine." Fine vocal performance with an intriguing background Flip: "Somehow It Got to Be Tomorrow." (April, BMI).

Apri 25077

THE ASCAPS—MISS HEARTBREAKER (Eastwick, BMI)—Flavoured with outstanding instrumentation and a voice in style done with big brass, tough beat and high register vocal soundswells. Flip: "This Old Heartache." (Eastwick, BMI).

M.B.S. 106

RAMONA KING—MAKE THE NIGHT A LITTLE LONGER (Screen Gems-Columbia, BMI)—HEY EVERYBODY (Screen Gems-Columbia, BMI). 

This title offers his "Heard It Through the Grapevine" with an exciting vocal. 

Warner Bros. 5602

COUNTRY

BOBBY BARE—TIMES ARE GETTING HARD (Central Songs, BMI)—A powerful follow-up to his "Feelin' Good for You." Fine pop offering. Flip: "Mean Time." 

Pamper, BMI. 

DON BOWMAN—I FELL OUT OF LOVE WITH YOU (Jarman, BMI)—Another melodic country piece from the pen of Jerry Reed is given a very funny reading. Watch this one! Flip: "The World's Worst Guitar." (Parody, BMI). 

RCA Victor 8509

ERNEST TUBB—DO WHAT YOU DO DO WELL (Central Songs, BMI)—Another hit by composer Ned Miller. This side moves along with a good message well delivered. Flip: "Turn Around." (Walk Away) (Tubb, BMI). Decca 31142


ERIC 9762

JIMMY DAVIS—I COULDN'T TAKE ANYTHING FOR MY JOURNEY NOW (Dean, BMI)—Direct up-tempo message with effective chorus backing the line "You Can Have My Love." Flip: "Hurry Up." 

Decca 31739

DELL REEES—GIRL ON THE BILLBOARD (Moose, BMI)—Humorously hit effectively. Nice arrangement of this one pop as well. Flip: "You Don't Come Crying To Me." (Yonah, BMI).

United Artists 824


RCA Victor 8505

DEAN BEARD & HIS CROW CATS—YOU DON'T HAVE TO GO HOME (Sanabel-Sanabel, BMI)—Moving vocal on an effective lyric. Flip: "Party Party" (Progressive-Willet, BMI).

Sangelo 1

R&B


CHARLIE HUNTER—LITTLE ROSE LITTLE—LIE TO ME (Joy, ASCAP)—Claver driving beat with a fine upper-register vocal. Flip: "Get a Hold of Yourself." (Blue Rock).

Blue Rock 4003

COUNTRY

TEX WILKINS—William Tyler Hooten (Flipy, BMI). 

LIBERTY 494

HANK WILKINS JR.—It. Is That Much Fun to Hate Someone (Leith, BMI). 

MGM 1378

SLIM ANDERSON—Let's Walk the Lake (Hills, BMI). 

NASHVILLE 720

JOHNNY & JOHNNY MOSBY—Wrong Company (Jim, BMI).

MGM 1225

BENNY "BIG TIGE" MARTIN—Stick Your Finger in a Glass (Garnett, BMI). 

BUD. 2164

PETE DRAKE—Invitation to the Blues (Starr, BMI)—RICK-A-RICK (Windsor-Starry, BMI). STARRY 796

R&B

JAMES CRAWFORD—I Don't Care, I Don't Care, I Don't Care (Try Me, BMI). 

MERCURY 7235

THE CORDOVA—Balboa (Pear Inc, BMI). STREETCARNIVAL 181

CABARET AND THE HEADLINERS—Land of 1000 Dances (Time-Kid, BMI). RAMPART 134

BENNY WILLIAMS—You Don't Miss Me (R&B & Range, BMI). 

R&B 623

BOBBY WILLIAMS—Keep On Loving Me (Green-Lupins, BMI). 

R&B 639

WILLIE TEE—Tease You. (Atlantic, BMI). 

708

JOFFREY DANGERS—(Things That Always) Go Wrong (Mambo, BMI). 

R&B 096

DIZZY JONES—Come On and Love Me (Sherrlyn, BMI). 

BLUES 918

THE OLYMPICS—It's Me (Horse-Real, BMI). 

Loma 29

BENNY GORDON—True Love Is All I Need (Kiyen-Adams, BMI). 

R&B 647

IKE AND TINA TURNER—Tell Her I'm Not Home (Lox, BMI). 

R&B 626

MOMO MULICAN—Mr. Tears (Hill-Clement, BMI). 

R&B 128

RUFUS THOMAS—Little Sally Walker (East, BMI)-Baby Walk 

R&B 628

DEE DEE WARWICK—Do It With All Your Heart (Leatherhead, BMI). 

BLUE ROCK 4003
HOT SINGLES...

#1 VERSION!

BILLY STRANGE

"Goldfinger"

GNP #334

SMASH HIT!

JAY BENTLEY AND THE JET SET

"Watusi '64"

GNP #332

BREAKING NATIONALLY!

THE FIENDS

"The Addams Family"

GNP #335

NEW LP's...

GOLDFINGER

THE BIG SOUND OF BILLY STRANGE

HIS GUITAR & ORCHESTRA

I Feel Fine
More Heart
More Paladin
The Jerk
Goin' Out Of My Head
Come See About Me

(Theme from) "The Munsters"

Man With The Golden Arm
Peter Gunn
(Theme from) "Penny Arcade"

GNP-2006-2006-S

JOE & EDDIE LIVE IN HOLLYWOOD

GNP-2007-2007-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

GNP-CRESCEndo DISTRIBUTORS:

Colorado—Pan-American
Dallas—B & K
Detroit—Arc
El Paso—M. B. Krupp
Hartford—Trinity
Houston—Daily
Los Angeles—Record
Memphis—Record Sales
Miami—Florida Records
Milwaukee—O'Brien
Minneapolis—Hellicher
Newark—Wendy
New Orleans—Delta
New York—Alpha
Oklahoma City—B & K
Philadelphia—Universal
Pittsburgh—Fenway
St. Louis—Roberts
San Francisco—Melody
Seattle—Huffine
Shreveport—Star's
Nashville—Southern
Honolulu—Eric

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St. Louis—Roberts
San Francisco—Melody
Seattle—Huffine
Shreveport—Star's
Nashville—Southern
Honolulu—Eric

FOREIGN AFFILIATES:

India—Compo
England & Commonwealth—
Vocallon & British Decca
France, Germany, Benelux,
Switzerland—Vogue
Spain—RCA

Sweden—Cupol
Norway—Ellertsen
Japan—King
South Africa—Teal
Mexico—Tizoc
Venezuela—Palació
Peru—Discomof
Philippines—Codel

GENE NORMAN, President
9165 SUNSET BLVD., HOLLYWOOD 69, CALIF. 275-1108. Cable: CRESREC
BUD DAIN, VICE-PRESIDENT
VOX JOX
By GIL FAGGEN

Capitol Theater. Feb. 11 and 12.
WABC's program director Rick Sakar has been issuing medical bulletins last week on the status of his air staff. Dan Ingram was hospitalized with a broken hand and other injuries as a result of an auto accident Sunday (31); Bob Dayton, home recuperating from virus pneumonia; Herb Oscar Anderson, suffering with a cold; Scott Moat, missing in action.

Pianist-recording artist John Wallachit on whirlwind radio station tour promoting his new album. Steps included Joe Franklin Show, WOR-AM; Alan Grant, WABC-FM, and Ken Harper, WPIX-FM.

Frankie Randall, left, makes his first Cleveland appearance on WENE-TV's "Big Five Show." Don Trenner (at piano) accompanies Frankie on his new album and on his promotion tour. Don Webster, the show's host, and RCA Victor's Gordon Bonin (far right) look on during rehearsal.

WFIL (Phila.) music director, Toby De Luca hosted area record promotion men at a lunch-noon seminar last November. The 20 discussed radio-record industry relations, etc. The idea was so successful that Toby completed his third conference Jan. 28. There will be more featuring special guest speakers.

Jack Spector, WMCA (N.Y.C.) "Good Guy," kicks off the station's new policy of bringing live shows into various sections of its coverage area. Jack presents the 4 Seasons, Jay and the Americans, the Exciters, Bobby Goldsboro, Demitrius, Shangri-Las and the Iley Brothers, at Panaic, N.J.

SONGWRITERS
We are planning an extensive promotion during 1965 for all types of new songs. We welcome from all songwriters any new or original copyrighted material with strong commercial potential for the present day American and international markets. Send demo records with lead sheets for our consideration. All accepted material will be published with your approval and under standard publishing contracts. Under no conditions do we ever charge a fee. We are, thusly, only interested in good material. Only in very special cases will we pay advance against royalties. All rejected material will be returned if a self-addressed stamped container is enclosed.

For your protection have your material copyrighted under your own name before sending it to us.

PHILIPS
Music Publishing Co., Inc.
300 West 55th Street New York, N.Y. (212) PL 7-7822

N. Y., Europe Tour Prize in Beatles Tie-In

their parents on the trip—courtesy of the stations. Further chaperoned by Gray and his wife, the group's first stop was New York for a whirlwind sight-seeing stint which included a look at a recording session and a meeting with Peter, Paul and Mary; orchestra seats for "Golden Boy," plus a backstage interview with Sammy Davis; a Radio City Music Hall performance; and a gal session with Bill Cosby and Miriam Makeba at Basin Street East.

The second leg of the trip took the group to London for a look at the changing of the guard, Buckingham Palace, No. 10 Downing Street, Big Ben, the Tower of London, and the Beatles' Christmas show at the Odeon Hammerstein Theater. Following the performance, Jill and Dinah met with the Beatles in their dressing room for pictures, autographs and chitchat. Jill then took the gals with their parents and the Grays in tow, set off for Paris and its beauties. The following day brought the surprise of surprise—a trip back to London and another get-together with the Beatles. This time Gray taped interviews with the boys which were relayed via international telephone hookups to WTRH and WAVY. Gray made two reports a day during the trip.

Segue
Bill Baker, WBIC (Indianap-
olis) DJ, joins WCKY (Cin-
cinnati) as host of 6-10 a.m. show, replacing Richard King, who is leaving the city... Redd Hull, WEMP (Milwaukee) air personality, to WYLO, that city, in similar capacity.

Clark Andreas, former executive producer at WCBS (N.Y.C.) named director of program operations for WAT (N.Y. City), replacing S. Kirk Ayers, who goes to WJR (Detroit) in program director's slot vacated by Reg Merridew, who resigned to accept a position outside the broadcast industry... John McBee, general manager of Crowell-Collier owned KEBW (Oak-
land) has resigned. Allen, formerly with KEEL (Shreve-
port), appointed program direc-
tor of KLUE (Longview)....

Jerry Thomas upped to music director at the station... Walter Goldsmith, appointed KPAT (Barkley) music director....

Paul E. Hoy has taken over duties as manager of KYOK (Houston) with Al Garner named program director-operations manager.... Robert D. Cooper, Golden West Broadcast-
ers executive, appointed general manager of KOL AM-FM (Soul-
tice).

FIRST ALBUM

THE "YOU KNOW WHO" GROUP

THE BOYS WITH THAT GREAT NEW ENGLISH SOUND

THIS ALBUM INCLUDES:

- BEFORE THERE WERE MY LOVE
- LET ME DANCE WITH THE BOYS
- I'M A FUGITIVE FROM THAT MONEY USA CAN'T FIND
- AUTUMN LEAVES
- I WAS ONLY YESTERDAY
- NOW CAN SHE LIVE INSIDE HER
- BLUE IS THE NIGHT
- RED ROVER VALLEY
- THIS DAY
- TELL ME
- LUV ME (I'M A BABY"

INTERNATIONAL ALLIED RECORDS LTD.
307 5TH AVE. - NEW YORK, N. Y. 10016 UNIVERSITY 1-4399

ARRANGED & PRODUCED BY BO BAGGIO
N. J. COOPER, PRESIDENT.

February 13, 1965, BILLBOARD
HOME ENTERTAINMENT EQUIPMENT occupies one entire wall in Duluth's smartly operated Musicland store. Jim Gallup, store manager, says the store sells three times as much equipment as it did a few years ago. Besides records, the store handles radios, TV's, phonographs, tape recorders, musical instruments and sheet music.

Records Slashed But Not Equipment—Sales Triple

By JEAN HOLMSTRAND

DULUTH, Minn.—The hottest thing going in this frigid Minnesota city is a record-equipment store in the heart of the downtown shopping area. Musicland is forging ahead, despite surrounding economic conditions that would seem to be anything but favorable. While many local businesses are slumping, Musicland prospers with two things in its favor: membership in a large corporate chain, and the leadership of a hard-hitting young owner-manager, Jim Gallup.

The Musicland chain started with one music store in Minneapolis, then expanded to include St. Paul, Fargo, N. D., St. Cloud and Duluth, Minn., and Omaha. The present corporate structure includes Amos Heilheimer, who has controlling interest, Grover Sayre, general manager of all six stores; Jim Gallup, owner-manager of the Duluth store, and Bill Jenson.

The successful Duluth Musicland conforms to the standards of all the Musicland stores. They all have the same signature sign out front, the same store fronts, the same racks and display setups.

Co-Op Advertising

The advertising program for Musicland stores is set up out of the head office in Minneapolis and all stores do some amount of co-op advertising with major distributors. Most advertising is done in local newspapers and Jim Gallup, manager of the Duluth store, reports that going into peak season the advertising program generally calls for ads three times a week—primarily on equipment.

As a merchandising angle, the ad in the newspaper is coordinated with an in-store display, so the equipment featured in the newspaper is the same equipment featured in the store window and inside the store to give maximum follow-up to advertising.

The Duluth store is a franchise dealer for G.E. and VM phonos and tape recorders. G.E. portable TV and console steros. They also carry Decca portables and tape machines by Roberts. At this time, Musicland, Duluth, doesn't carry console TV's, Records Are Discounted

Records at Musicland in Duluth are discounted and because of this, there is a lot of recording advertising done. As for 45's, Musicland stocks the top 120, plus the Gold Standard series. They're heavy on western music and even have a special area of the store called the Western corner.

The physical set-up of the Duluth Musicland is designed to display equipment and instruments on one long wall, and records on the other. Record bins fill the aisle between the two walls.

Equipment Tripled

Musicland stores have always handled both equipment and records, but now they have three times as much equipment as before. And a year ago, they changed their concept of merchandising equipment. They

NEW PRODUCTS

Fujia Models
All Under $50

The low-cost Fujia Califon line of radios and phonographs, including the $18.95 portable (model TP-1) pictured above, appears ideally suited to the teen market. Toppling the selection is an 11-transistor portable stereo phonograph retailing at $49.95 (model SRP-1). Also offered are a six-transistor portable radio (model TRP-1000); a 10-transistor portable AM/FM radio/phonograph (model TRP-200P) priced at $49.95, and a 10-transistor FM/AM portable (model TR-902) at open list.

Miranda Units
By Allied Impex

Exclusive U.S. importer for the Miranda Miranette C portable tape recorder (shown above) and the Miranda Nocturne stereo tape recorder is the Allied Impex Corporation of New York. The portable unit, at $169.95 suggested retail, is billed for work or play use and can be synchronized to home movie by remote control. The Nocturne retails at $250 and features a teakwood cabinet styled to blend with modern furniture.

Elgin Entries
Have Presto-Pak

The Elgin National Watch Company's portable radio line, ideal for the record dealer's inventory, feature a slip-out cartridge (picture) for easy battery changing. The four-unit portable line (models R800, R1100, R1400 and R1700) is topped by a 15-transistor AM/FM short wave, five-band receiver retailing at $500. In the stay-at-home category, Elgin has available the 10-transistor AM/FM clock radio (model R1800) at $342.95 and the 12-transistor AC clock radio (model R1900) retailing at $365.

Bow New Small Screen TV Rack

A new five-set display for the Motorola 12-inch Cadet black and white, small-screen receiver is now available to dealers along with a colorful sleeve which may be slipped over the Cadet shipping carton to convert it into an attractive gift package.

BILBOARD, February 13, 1965
EQUIPMENT SECTION

SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS to be placed in Billboard Field of MUSIC, RECORD, CON. PROMOTION, ENTERTAINMENT.

$2.00 will do the trick for a 1⁄8″ ad in one issue...

MAIL COPY AND PAYMENT TO: Billboard Classified Dept. 140 W. 50th St., New York 19, N.Y.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

DEALERS ... ONE-STOP... RACK JOBBERS

Order Your Supply of

RECORD PREVIEW

BILLBOARD'S GREAT NEW CONSUMER UP TO DATE CATALOG OF:

TONE

405 S.E. TENTH CT. Hialeah, Florida
(305) 997-7546

NOW PAYS FOR PROMOTION!!

FRANK PENTZON, C.W. BRETZ, INC.

TO A RECORD MANUFACTURER

Here is an opportunity to produce the finest records ever made. If you have not already heard our new line of 78's, DEMO 108-112-116-119-120-122-123-124-125-126-127.

For the first time, you have the best quality in 78's and the best quality for the money. We are now offering a complete line of 78's in the most popular keys.

If you are interested in this exciting new line of 78's, please write us for more information.

RHYTHM MANUFACTURER'S FIELD MAN

WE PAY MORE FOR YOUR DISC WAX.

OUR GUARANTEE...orders for diamond and sapphire needles, all Power Pointa, cartridges, spin- dies, tape and accessories are shipped from our central Mid-West location in Chicago. The same day order is received and at direct-to-you low prices. Save this envelope for Pfanstiehl's self-mailer order forms now.

DIRECT-TO-DEALER

Pfanschieh

NATIONAL CORPORATION • BOX 428

P.H. OSTERMAN CORPORATION • BOX 91

THE WOOLARD CORPORATION • BOX 382

HICKORY CORPORATION • BOX 634

Billboard Buyers & Sellers
CLASSIFIED MART

A convenient market place for the best source of equipment, supplies, services and personnel... serving more than 3,000 buyers and users of radio, television, motion picture, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

NATIONAL WANTED — EXPERIENCED
in radio sales and management. Must
be self-starter and able to handle
bids. See Ethbid Co., 312 W. 6th
St., Dallas, Texas.

MATURE FAMILY MALE, 35, with
more than 10 years experience with
radio and television, interested in
the sales and promotion field. P.O. Box 3, Dayton, Ohio.

NATIONAL WANTED 3 — EXPERIENCED
in radio sales and management. Must
be self-starter and able to handle
bids. See Ethbid Co., 312 W. 6th
St., Dallas, Texas.

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BULK VENDING news

How Was Business in 1964? Here's What Operators Say

By RAY BRACK

CHICAGO—Operating firms were quite frank about it. Business was good last year. Seventy-seven percent of the firms polled in Billboard's annual year-end business survey reported improvement over 1963. Status quo profits were reported by 15 percent of firms which responded. Only 1 percent experienced a drop during the year. The average profit increase reported was 15.5 percent, incorporating a range of from 3 to 35 percent hikes. Profit dips, on the average were 16.6 percent under last year.

Reasons Vary

Though not asked specifically for such information, a number of operators who experienced a good year volunteered reasons for their showing.

Route expansion in several cases was given credit for boosting sales. High public acceptance of specific and timely charm products was lauded as profit bolstering. A considerable number of firms summed up the increase with the simple statement: "supermarket sales."

Many of the spontaneous casual explanations dealt with product and equipment, area of the business dealt with, and other segments of the questionnaire. These will be covered in subsequent reports.

Next week's report: What equipment is the bulk vendor operating in 1964?

Bulk Banter

LOS ANGELES

Larry Goldstein, son of Herb Goldstein, merchandise director for Oak Manufacturing Company, Los Angeles, will be a boy for the Dodgers this summer. Larry is a member of the Championship Pacific League school aggregation. Herb Goldstein is on a business trip through the Midwest and Eastern United States, and Bloom of Oak and Operators Vending Machine Supply Company also is on the baseball and ski area. He is back from Wrightwood, Calif., where they spent three days in the snow. It sounded like a good idea to Acme Vending before taking off for the San Bernardino area. He repairs.

MULTI-COLORED FOR KID SALES APPEAL NEW CONCEPT IN BULK VENDING

VENDS complete bulk merchandise line. All coin denominations from penny up to and including 25 cents. One price on all coin denominations.

OPERATORS: It will pay you to investigate this new machine. Try one, two, three or 10 on your low yield locations and see the gross rise. A trial will convince you.

VENDS complete bulk merchandise line. All coin denominations from penny up to and including 25 cents. One price on all coin denominations.

ACORN HOT NUT VENDOR

This machine is red hot for profit. It is equipped with a fail safe mechanism, and is a surefire location getter. It stands 12½ high, 8½ wide and 8½ deep. Designed with the easy portion adjustment, it is available with 6, 8, 9½ or 11 lb. glass globe.

Time payments available on O.K. Machines through all distributors.

TRADE SURVEY

Accelerate NVA Enrollment
As Convention Approaches

CHICAGO — The National Vendors Association membership committee, headed by Leo Leary, of Leff Brand, mailed letters to all present members last week, launching the association's 1965 enrollment drive.

As a stimulus to membership effort, the letters reminded NVAs of the annual Standard content which awards free hotel accommodations at the national convention to the operator and distributor who enlists the most new members.

The mailing also gave notice of a special membership contest, prizes for which will be awarded at this year's convention on April 1-4 here at the Sheraton-Chicago Hotel.

"Our 1964 drive was the most successful of all," Leary said, "and of course we're trying to top it."

Leary noted that the 1964 push for members was strong during the first half of the year, but tended to tail off during the last half. "This we want to avoid this year," he said.

BULK VENDOR

Koma is Standard Model. Koma Model also available—has Chrome Cap-3 and Hopper and Base. Mechanisms available: 1c, 5c, 10c and 25c, including a wide size of U.S. half dollar. Capacity: Choice of three globes, 5, 12 or 18 pounds. Dispensing Wheels: 210 Guin, 255 and Charm, Century, Rocket, Standard, Capsule. Capsule: Wheel will vend VI capsules.

VICTOR'S NEW TOPPER "G6" Vending Capsules

$1.50


TIMETEAP/Nano A. Tes."
Guggenheim Doing Display Research

JAMAICA, N. Y. — In response to a comment by Harold Polk, Vending Company, about the need for increased product research by manufacturers (Billboard, Jan. 31), Robert K. Guggenheim of Karl Guggenheim, Inc., has announced a research and development program that his firm has been conducting for some time in the area of charm displays.

“In a recent issue of Bill-"..."Polk stated. "I believe that the manufacturers should do more research in this area." Guggenheim said. "We have created new mixes to go with these new displays," Guggenheim said, "and it looks like people are responding to it." He also commented that "Our business is growing, and as it has been in the past, it is imperative to keep up with the market." Guggenheim added that "We have always been able to come up with something new that is popular with the customers." Three-Month Study

What Guggenheim had done some months ago was employ a leading package and point of purchase display consultant to study the effectiveness of capsule displays. After three months of research to test 12 design suggestions which were then tested for a month. All but two were discarded. These two became 5-cent and 10-cent displays.

“We have created new mixes to go with these new displays,” Guggenheim said, “and initial results indicate that the response was well worth while.” He also commented that “If our business is growing, and as it has been in the past, it is imperative to keep up with the market.”

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Guggenheim added that “We have always been able to come up with something new that is popular with the customers.”

Penny King Markets Brooches, Trinkets

Penny King's Monsters Rings

PITTSBURGH — The Penny King Company has three different monster rings ready for shipment. The three rings create six different ogre faces by means of the "licker action" effect.

Packed 500 to the bag at $5.99, the new items come with a free display front. Extra display fronts are a quarter.

LOGAN SHOWING REVOLUTIONARY RECORD VENDER

CHICAGO — Logan Distributing, Inc., has licensed records to the Melodic Vender, which plays and vends 45 r.p.m. phonograph records. Produced in Appleton, Wis., by the Melody-Vendor Corporation, the new invention of A. G. and A. E. Raskin, veteran inventors and innovators of coin-operated equipment.

Customers may listen to any of the 15 titles available on the machine, with money deposited for plays credited to the purchase of the record eventually selected. Exclusive location tests of the machine in selected sites in the Chicago area are to begin immediately, according to Logan's Dick Bylan.

N. H. Machines Hit by Thieves

DOVER, N. H. — Vending machines continued to be favorable prey for New Hampshire burglar. Some of the machines were stolen in a break at the Moose Club here. A cigarette vending machine and a juke box were among the machines which were located on $750 and $18 in quarters and nickels.

ALASKA

A Survey of State Business Regulations

Second in a series of special reports on national legislation relating to the operation of bulk vending equipment by no means exhaustive, each article is accompanied by the name and address of the State official from whom complete and specific information may be obtained. Clip and save.

JUNEAU, Alaska — In updating the State code governing the operation of coin machines, the Legislature in 1966 conspicuously eschewed all regulation of coin-operated vending equipment.

Amendments to the State Code at this time, however, sought amusement machine operators with license fees ranging from $46 to $240 annually for each machine, providing stiff penalties for failure to comply. In addition, each operator under the amended Act is currently required to pay a $50 annual permit fee.

The only exception to the hands-off policy toward vending equipment here is the licensing under the regular tax schedule of vending machines which incorporate gaming or amusement features. The level of taxation in such cases depends upon the type of features.

Persons interested in operating vending equipment in Alaska are reminded by State officials, however, that municipalities frequently impose local regulations upon coin-operated equipment.

Local authorities should be consulted.

Details on State laws may be obtained from the Director of the State Department of Revenue, Juneau, Alaska.

VERMONT SEeks cig. Tax Hike

MONTPELIER, Vt. — Cigarette vending machine operators would pay another cent a package for their merchandise if the Vermont Legislature approved a new bill recommending by Gov. Philip Holf.

Under the governor's proposal, Vermonters would pay more than $2,900,000 in new taxes on cigarettes, liquor, beer, wine, etc., during the next two years to finance his record-breaking budget.

The State's cigarette tax would be boosted from 8 to 9 cents a pack as of July 1, 1967. This levy would yield an estimated $500,000 in fiscal 1967.

MANDEL GUARANTEED USE MACHINES

There Are Big Profits In Nuts

get your share with

WIRE, WRITE OR PHONE

Northwestern

SUPER 60

NO BREAKING

NO CRUSHING

NO MISSING

Logan Showing Revolutionary Record Vender

LOGAN SHOWING REVOLUTIONARY RECORD VENDER

CHICAGO — Logan Distributing, Inc., has licensed records to the Melodic Vender, which plays and vends 45 r.p.m. phonograph records. Produced in Appleton, Wis., by the Melody-Vendor Corporation, the new invention of A. G. and A. E. Raskin, veteran inventors and innovators of coin-operated equipment.

Customers may listen to any of the 15 titles available on the machine, with money deposited for plays credited to the purchase of the record eventually selected. Exclusive location tests of the machine in selected sites in the Chicago area are to begin immediately, according to Logan's Dick Bylan.

N. H. Machines Hit by Thieves

DOVER, N. H. — Vending machines continued to be favorable prey for New Hampshire burglar. Some of the machines were stolen in a break at the Moose Club here. A cigarette vending machine and a juke box were among the machines which were located on $750 and $18 in quarters and nickels.
Seeburg-Williams Acting On U. S. Game Law Maze

By RAY BRACK

CHICAGO—Williams Electronic Manufacturing Corporation, its national distributor organization and the legal staff of the Seeburg Corporation have teamed up in a coordinated effort toward eliminating nuisance and misapplied laws devaluing amusement game operation in many of the nation's major markets. (See Billboard, Jan. 16.)

Although complete plans for the step-by-step program are not final, the monumental task of gathering facts from troublesome markets is now going on, according to Lillian K. Kubick, director of the Seeburg legal division.

Much of the accumulation of data—statistics and background detailing their interpretations in various localities—is being handled by Williams distributors, she told Billboard.

Chicago First

Among the first markets getting attention under the corporation program, Lillian Kubick disclosed to Billboard, will be Chicago.

Asked how legislative revision would be implemented in a city like Chicago, she admitted that at this point plans are not specific but did say that contact would be made with the Corporation Counsel's office, selected aldermen and the mayor's office.

Williams' move in the area of legislation, trade observers agree, gives notice of the firm's determination to take unilateral action in opening up vast new avenues of legitimate amusement game operation, despite the fact that other manufacturers, who stand to benefit, have voiced willingness to cooperate in an all-industry effort.

"It's hopeless to expect such cooperation from industry," said one. "Seeburg achieved," a highly placed Williams executive commented to Billboard last week.

Mass Mailing Details Williams' Location Minimum Proposals

CHICAGO — A letter went out last week from Williams Electronic Manufacturing Corporation to every substantial operating firm in the United States, advocating upgrading "the myriad marginal locations to the status of firm and profitable" through establishment of weekly minimums for amusement games.

Backing the operator mailing was a supplemental mailing to all Williams distributors asking for their assistance in promoting and implementing the adoption of games guarantees.

Both letters bore the signature of Williams Sales Manager Buddy Lure.

Begin Campaign

"This mailing represents the beginning of a campaign we are conducting with distributors to initiate in the games field what has proved highly successful in the music field," Lure told Billboard.

"A $5 minimum—based on a written contract with the location—can well be the difference between a marginal and good location," Lure asserted. "It may prove to be the difference between a new game or an old game on that location."

He also declared: "The location wants new equipment and is willing to pay for it. The success of minimum guarantees with music can just as easily be interpolated to amusement games as well."

Costs Increase

The reality of increasing overhead costs, Lure explained, is perhaps the greatest argument for location minimums, which, when instituted "can only result in greater operator profits."

The details of the game location innovation will be outlined in regional meetings to be held at distributor offices throughout the country, Lure said. These meetings will begin in the next few weeks and will coincide with the introduction of the firm's extensive new line of 1965 equipment.

We are a manufacturer which over the years has always championed the needs of the operators," Lure recalled. "Williams relentlessly pursued the need for a 110-cent play, and today we accept at the standard coin used throughout the coin-operated game industry. But today 110-cent play is not enough. A $5 location minimum is the next step, and Its success and importance can not be overlooked.

New Officers of S. C. Assn

PARADE OF PULCHRITUDE and Seeburg photo teamed up to kick off Houston's first discotraube spot in such grand style that N. A. Franz & Company, distributor, has since installed two others and is working on a fourth.

Granger's Batting Average

SPRINGFIELD, Ill. — Fred M. Granger's first speech as managing director of the Music Operators of America was before the newly organized Illinois Coin Machine Operators Association a year ago.

In that address, five days after appointment to the MOA post, Granger listed his 1964 aims for the national association. Before the same association this past week he disclosed his batting average.

1) Public Relations. "In this area we batted 90 per cent. Our internal PR is now much improved, but we've got some progress to make with external publicity."

2) Trade Press. "Here we've also batted 90 per cent. A week rarely goes by without favorable MOA mention in this trade press. But we can do more with the general press."

3) Legislation. "About 75 per cent would be about the correct assessment of our performance in this area. We basically controlled the policies of the past. We'll keep plugging."

(Note: Removal of the coin-operated record royalty exemption was forestalled in 1964, largely through MOA efforts.)

4) Trade Show. "I promised to work for an improved national trade show. I'm told that the 1964 event was one of the industry's most successful. That's a 100 per cent average."

5) MOA Administrative Organization Overhaul. "We moved into larger offices and have begun to make contact with the entire membership each month through a Kippington-style newsletter. And we're getting excellent response from them."

Also just about 100 per cent.

May Relax

AUGUSTA, Me.—New moves to legalize Sunday liquor sales in Maine and to repeal the State's Sunday blue laws could result in longer hours of play for juke boxes in the entertainment spots.

Two Sunday liquor measures have been introduced in the Maine Legislature.
SOME 65 FIRMS exhibited coin-operated equipment of all types...

A WELCOME FROM BILLBOARD for NSM and Loewen Automaten, Bingen, Germany: Messrs: Redlich, Herbert Nach, Andre de Vekey (Billboard international director), and NSM Chief Schulze.

"NOT FIVE QUID IN THE LOT!" was the caption suggested by Martin Bromley, second from left, Sega distributor. (He must be kidding!) With Bromley (l. to r.) are Sam Stern, Williams; Gordon Marks, Photographic Equipment; and Gilbert Kitt, Empire Coin Machine Exchange.

A WELCOME FROM BILLBOARD for NSM and Loewen Automaten, Bingen, Germany: Messrs: Redlich, Herbert Nach, Andre de Vekey (Billboard international director), and NSM Chief Schulze.

PLAYING THE FLIPPERS are Henry Grant and Mr. and Mrs. Sel Groenteman of Belgian Amusement Company, Antwerp.

EARLY VISITORS TO THE BILLBOARD booth were Tuomas Tapala, president of the Finnish Automatic Association (center) and Kai Wilgren, sales manager of Nodator Dy, Helsinki. Andre de Vekey (left) welcomes them.

GEOFF GRANGE (right), general manager of Mar-Matic Sales, welcomes two Danes to the Keeney reception: Alfred Jorgensen, Copenhagen (left) with Keeney's general sales manager Paul Andrews, Bermuda.

AL ADICKES, NOVA APPARATE, second from left, visits the Ruffer & Walker stand, and is welcomed by Fred Walker (left). With Adickes are two of his ace technicians: Messrs. Valentin and Horrigach.

FRED WALKER shows the new Rock-Ola to Sydney Hunt (left), operator and distributor for 34 years in Bournemouth.

MAURICE SYKES (right) greets veteran U.K. distributor George Coughtrey and Mrs. Coughtrey at a Carlton Tower reception for Jennings-Keeney distributors.

February 13, 1965, BILLBOARD

London's A.T.E. Draws Thousands From Continent
INTERNATIONAL NEWS REPORTS

'Don't Sugarcoat Facts,' Says German Coin Chief

By OMER ANDERSON

COLOGNE—The president of West Germany's operator organization, Hanns Loeffler, has squared an uproar in the German trade by demanding the reporting of the unvarnished facts about the situation in the trade. Loeffler says German trade publications are sugarcoating their coverage of coin machine news. He has castigated the publications for treating "our branch like a sterile, screenedin well-protected trade."

In response to the "sugarcoating" controversy the prestige of having served as leader of the Central Organization of German Coin Machine Operators (ZOA) longer than any other president, nearly six years.

Closed-Door Discussion

He says that what operators want is the truth. -from their trade publications is the "open discussion of all problems—also internal ones." Loeffler allowed that naturally, discussions have been, and is being held, but as a rule "behind closed doors," and usually only among the heads of organizations or in private circles . . .

Loeffler contends that the open discussion of trade issues, within the plants and manufacturers, can process only by placing itself in a goldfish bowl. Referring to disagreement among operators, distributors, and manufacturers, he asked: "Why make a secret of the fact that now and then the three sections of the coin machine trade behave like cats and dogs? It is only natural and human that producers, wholesalers, and operators are of different opinion."

Ideas Would Benefit

Loeffler said the idea would benefit the cross-fertilization of ideas from different operators and contracts. He believes that trade co-operation would be strengthened, not weakened, by the frank facing disagreement within the trade.

Loeffler elaborated: "This (open discussion of trade issues) would not to any way impair cooperation among the three sections (operators, distributors, and manufacturers), which we all seek for '"On the other hand, a discussion can only consolidate the position of our branch, because every member can observe branch developments, and can have the feeling that his arguments are being due consideration.

Understand Compromise

"Then, and only then, will he be in the position to understand better why his contributions to closer cooperation, which also means increased responsibility. But he will be glad to take this responsibility provided he has the feeling he is a real representative of his branch."

Loeffler, son of a pioneer German operator, is looked on generally as the statesman of the European operator trade. He is the spokesman for enlightened operators everywhere on the Continent. Under Loeffler, the ZOA has become the largest and best organized operator organization in Europe.

Under Loeffler, German operators are concentrating on the strengthening of their position instead of tilting with officials over alleged injustice and discrimination. Loeffler holds that most trade problems can best be solved by self-analysis rather than passing the blame to officials.

German Ops To Tour U. S.

HAMBURG—German amusement park operators are organizing a two-week tour to American amusement centers.

The party will arrive in New York City on April 22 and visit Niagara Falls, Chicago, Philadelphia and Washington, D. C. The Germans will visit major U. S. coin machine manufacturing plants, and it is expected that they will place orders for new equipment.

Copyright Trade in Germany

MUNICH — West German music operators have declared a trade in their long-standing battle with GEMA, the West German performing rights organization, over the level of copyright fees. Operators have decided to continue in force their agreement with GEMA, which the operators accepted a year ago under protest. On Saturday, they served notice on GEMA that they intended fighting the royalty laws in the case on the alleged "morally unsuitable" position of the performing rights society.

Meanwhile, however, operator leaders have turned the rank and file that any hope of getting a reduction in the GEMA fees is illusion, and that operators can more profitably devote themselves to improving their business.

Seek Italian Pin Compromise

MILAN—Representatives of Italian pinball and payout machine operators are attempting to negotiate a compromise settlement of their dispute with authorities.

The operators propose enactment of legislation by the Italian parliament paralleling that now in effect in West Germany, which boosts the Continent's "model" payout law.

Prize money would be prohibited for pinball play, and payout would be restricted to token amounts. Fruit machines, in this connection, would be replaced by the German-type mint machine, which provides for a long play interval.

West Germany has the Continent's most spectacularly successful payout arrangement, with the phonograph trade depending, in many cases, on payout manufacture and operation to complement jube boxes.

Netherland Ops Seek Coin Law

AMSTERDAM—The Dutch, hand law organization, Bond van Muziek en Amusementapparaten is planning a drive to build up the location ownership of phonographs.

Holland has been a predominately operator-ownership country, but location ownership has been increasing steadily until a few months ago Holland's 30,000 jube boxes are now location-owned.

Operators blame the Dutch system of local option, whereby local areas regulate phonographs and games operation. This means that fee differ widely throughout the country, preventing the emergence of large operator enterprises.

Operators are attempting to obtain a national coin machine and law, or failing that, to get agreement among major local areas on uniform legislation.

More Phonos

REGINA, Sask.—There were 28 phonograph machines licensed in Regina in 1964, an increase of five over the previous year, according to Dan Maxim, of the city's licensing department. The annual fee is $8 per machine.

Coin Machine Export Chart

September 1964

<table>
<thead>
<tr>
<th>Country</th>
<th>New Phonographs</th>
<th>Used Phonographs</th>
<th>Assessment</th>
<th>Games</th>
<th>Totals</th>
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<tr>
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<td>370,186</td>
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<td>Other Countries</td>
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BILBOARD, February 13, 1965

www.americanradiohistory.com
Big Struve Open House in L. A.

PRESTON STRUVE (seated right) shows off new L.A. distri distribution facilities to Pat Collins, Myron and Abner Forte, Bill Adler (Seeburg vice-president), Standing are Struve sales manager Leo Simons (left) and Robert Brether (Seeburg vice-president, vending).

LOT OF LAUGHS—That's Bud Lutri (second from left), Williams Electronic Manufacturing sales executive, and Seeburg representative Bud Morris (right), with Bob Portale, L.A. operator, and Marge Herron, Struve Ambassadorette.

DISCOTHEQUE ROOM at Struve's new diggings is visited by Seeburg field service engineer Brit Britton (left); Sherry Arps, Struve parts manager; Ruth Feller, and Chuck Lyon, Long Beach operator.

TABLE-HOPPING June Norton (left) and Esther Struve interrupt sales talk of (from left) Stan Muckler, Sonny Lomberg, Harry Dunn, and Stan Larsen, manager of the new Struve L.A. branch.

CHITCHATTING during crowded open house are Jack and Betty Fletcher (left), Advance Automatic Sales, and Brandy and Emma Williams, Struve Distributing.

CHICAGO—Incumbent President Earl Kies and all other officers were retained by the Chicago Recorded Music Service Association, Inc., in an election last Thursday (28).

The addition of Larry Cooper, Western Automatic Music, Inc., was the only alteration on the association's board of directors. Serving as vice-presidents again in 1965 will be Moses Proffitt, South Central Novelties Company; Sam Greenburg, Elliott Music Company, and Dan Gaines, Gaines Music Company. Louis Arpaia, Austin Music Service, returns as secretary-treasurer.

Board members, in addition to Cooper, include Charles Sasso, Lee-Nordic Music, Inc.; Vincent Angeleri, A. A. Swingtime Music Company; Frank LaMaskin, Clover Music Company.

Attendance—50 operators—was surprisingly good, considering the fact that the meeting was held on the coldest night of the year, with minus zero temperatures.

Following the election, Vic Knight, disk jockey and impresario from Indianapolis, presented a historical survey of the new record-dance concept commonly called discotheque.

The members also heard a summary of the coinage change problem from Vincent Angeleri and were urged by Kies to participate increasingly in the activities of the Illinois Coin Machine Operators Association.

Philadelphia—Seeburg's discotheque system was showcased to a host of local location owners by Eastern Music Systems, Inc., here last week.

Eastern took the cafe owners to the RDA Club, a private club which was the first to offer discotheque in the city.

Guest of honor at the dinner-reception was Joseph Parnainfo, the young Frenchman credited with starting the discotheque concept on the Continent.

UJA Coin Division Meets

NEW YORK — The United Jewish Appeal Coin Division held its second 1965 planning meeting last week for the organization's annual appeal and victory dinner on June 19.

Chairman Irving Holzman of United East Coast Distributors presiding, the group set up committees, selected the Statler Hilton as the site and designated Brooklyn operator Al Minaei as guest of honor.

A special committee is now lining up guest speakers.

Lee Romando, Miss. Op. Dies

GLUNNISON, Miss.—Lee Romando, operator of Romando Music Company, died last week in Bolivar County Hospital at Cleveland, Miss., of lung cancer. He was 73.

He had been an operator 10 years. He was not married. His brother, Tony Romando, mayor of Gunnison, will continue operation of the route.
Williams Delivers 2-Player

CHICAGO — Williams Electronic Manufacturing Corporation began delivery last week of a new two-player recreational game called Pretty Baby.

Of adjustable three or five-ball design, the new product was described by company sales executive Buddie Lurie as having "superior action on the playfield and a scoring format sure to stimulate competitive play."

The newest of the company's lineup of MID Machines, i.e., the 100TV, 120TV, was sold for $220 and included two drop holes between the two shooting targets. Skilful flipper action with the eject holes exposed will rapidly rack up 100 to 1,000 points.

Lurie, who recently returned from a 40-State sales trip, was enthusiastic about current acceptance of Williams products. These include the single player Zig-Zag and Madistot ball bowler and Mambo shuffle bowler, bearing the United brand name.

Do You Need Mechanics Who Have Recently Completed a Thorough Training Course in The Denver Area?

THE PHONOGRAPH THAT PAYS FOR ITSELF...
The Wurlitzer 2900—It has everything plus...

All are skilled in servicing major phonographs, pinball, arcade, cigarette and vending equipment.

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Advance Hosts Go-Go Party

ST. LOUIS—Charles Kages' Advance Distributing Company here was host recently to area operators and their wives at a festive weekend showing of the new Rowe-AMI Diplomat. On hand from the Rowe factory were Bob MacGregor, regional sales manager, and Hank Howezaat, regional field engineer.

The very stable turnout of area columnists was greeted by an authentic discotheque atmosphere utilizing black light with the display built around the Whiskey A Go Go theme, with dance experts Sandy Blodgett and Alan Handler demonstrating some of the newest steps.

Branch staffers Jack Goerlitz, Dan Landschaum, Hank Schueter and Don Tabachkibusly greeted guests. The showing also saw an unusual number of route supervisors in attendance.

The branch has tentatively slated a phonograph service school for Feb. 24.

Runyon Hosts Service Class

SPRINGFIELD, N. J.—Runyon Sales Company has scheduled its service training session for Tuesday evening, Feb. 9, centering on the new AMI Diplomat phonograph, model N.

Handling instruction chores will be Art Seglin, field service engineer for Rowe-AMI Manufacturing Company.

Runyon is located at Route 22 and Fadam Road here in Springfield.

The ICMOA: Glimpses of An Aggressive Association

MEMBERSHIP COMMITTEE: Earl Kies, E. W. Gilbert, Francis Roper, Eddie Holstein, Dick Gienko, Harry Shafner and Les Montooth (back row); Bill Pons, Orma Johnson, Rudy Kilt and Mary Gillette want every Illinois coinman in the ICMOA. Have you joined?

PREXY BILL PONS: "-... calling all operators."

MOA's FRED GRANGER: "I like this industry."

MOA's LOU CASOLA: "Keep those coins moving."

LEGISLATIVE COMMITTEE: E. W. Gilbert, Fred Granger (guest), Bill Pons, Harry Shafner, Les Montooth, Vince Angeleri (back row) and Earl Kies and Dick Gienko are on six months active duty keeping abreast of this session of the Illinois Legislature.
The long famous Wurlitzer tone, now augmented by solid state amplification, is the closest approach to live music ever achieved. Listen to it and you'll hear why the Wurlitzer 2900 offers the best investment you can make in sound. The Wurlitzer Company

- 109 Years of Musical Experience
- North Tonawanda, N. Y.
State Sales Named Chicago Coin Outlet

SAM WEISMAN

Baltimore — State Sales and Service Corporation here has been appointed Maryland, District of Columbia, Virginia, and western North Carolina distributor for the Chicago Coin Machine division of Chicago Dynamic Industries, Inc.

The announcement came last week from Mort Secore, director of sales for Chicago Coin, distributor of the Wurlitzer phonograph, State Sales and Service Corporation now adds the Tournament ball bowler, Triumph shuffle bowler, Mustang pin ball game and Pop-Up scoring ball novelty game to its inventory.

“We are prepared to supply all area operators with technical knowledge, parts, service and, above all, money-making equipment,” said Sam Weisman, distributor president.

Rock-Ola Credit Manager Dies

CHICAGO — Frederick P. Campbell, Rock-Ola credit manager, died here recently of a heart attack. Services were held in suburban Aurora.

He is survived by his widow, Myra, and two sons, Richard and Robert.

Gottlieb Man ’ I
In Library Of Congress

CHICAGO — D. Gottlieb & Company’s new 80-page Instruction and Service Manual has been shelved in our national archives with Library of Congress Catalog Card No. 64-17820.

The illustrated publication’s five main sections include components, descriptions and adjustments, circuit analysis, trouble shooting and repair, set-up for operation and maintenance.

It has been translated into Japanese, with other languages to follow. Priced at $4 postpaid, the manual may be obtained by writing the Gottlieb plant here.

BULK BANTER

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THIS WEEK EVERY WEEK
In BILLBOARD

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

— Continued from page 60 —
that business was a little off because of school opening following the holidays.

George Ferrer has moved his Vend-Rite into new quarters in the San Pedro area.

Al Moore is operating a coin laundry in Upland in addition to his bulk vending route.

William McKinley is back from Las Vegas with his bride.

Joe Arguelles of Seal Beach has sold a portion of his route in the Long Beach area to Fred Gay, also of Seal Beach.

Bill Moleroon was in the city from Porterville with his bride.

Representatives of H. & M. Vending, Las Vegas, Nev., were in Los Angeles for merchandising.

R. Watanabe has returned over his R. & T. Vending bulk operation to his son.

Fresno Coombs is out following a recent illness. He has an interest in a hair piece business that is going good. His son, Jack, Coombs, expects to take over soon for his father.

Bloom has a couple of weeks’ vacation in Oklahoma.

E. Vincent, Los Angeles operator, and his wife, Christine, are back from a vacation in Hawaii.

Juan Garcia was up from Mexico for merchandising and supplies at Operators Vending.

Bernie Salt was an operators visitor, as was Jose Lazarrones of Mexico City.

John Porter was at Operators from Florida. Others stopping off to visit with Eddie Rosen at Operators were Johnny Higgins, Los Angeles operator, and Eugene Schumann from Antelope Valley.

CANNED LOSES 300 POUNDS

PORTLAND, Me. — Police are searching for burglars who removed a door from the safe and fled with about 300 pounds of coins at the Canteen Company of Maine, which operates vending machines in this area.

It was reported that the money value of the loot was about $3,100, including a coin collection worth some $100, which was stolen from a desk in the manager’s office.

Roanoke Vending Premiers Diplomat in the Virginias

RICHMOND, Va. — Heavy snow and icy roads deterred few operators from getting a look at the new Rowe AMI Diplomat phonograph at showings at the offices of Roanoke Vending Exchange here and in Charleston, W. Va., Jan. 17.

The exhibit here was hosted by Harry D. Money, Roanoke Vending president, and Ellis Phillips, of Rowe AMI Manufacturing Company. Some 40 operators and their wives attended.

In Charleston, W. Va., where inclement weather also hampered a like number of operators, their families and employees were greeted by Jack G. Bess, chairman of the board of Roanoke Vending, Mrs. Bess, and West Virginia Sales Representative Dick McGee.

“Both were gala affairs,” Bess reported.

NOW YOU TRY IT, MR. EPPNER—Kleinman sets up shot for wife of Earl Eppler, partner in Suburban Music, Oconomowoc, Wis., as Mr. and Mrs. Fred Braun, Suburban Music, observe.

DON’T BE BASHPUL, FOLKS—Pioneer’s Jerry Groll (left) sets pace along bench line ahead of Mr. and Mrs. Ronald Janger, WAMM Music Company, Fond du Lac, Wis.

Pioneer’s Party

HOST JOEL KLEIMAN, head of Pioneer Sales & Service, Milwaukee, introduces new Rowe-AMI Diplomat to Mr. and Mrs. Don Stowe, Amusement Enterprises, Oshkosh, Wis., during distributor’s preview party Jan. 24.

INSIDE DOPE on the new Diplomat is disclosed to Milwaukee operators John Gregg, Ray Lee Amusements, and Jim Stecher, Stecher Novelty (center), by Pioneer Sales’ Dan Karolak.

HERE’S HOW IT’S DONE—Elliptopee inventor, Art Frigo, of Gotham Educational Equipment Corporation, lines up a bank shot for Pioneer guests (from left): Mr. and Mrs. James Scremco, Milwaukee; Mr. and Mrs. Bob Pucci, Milwaukee; Antone Jonelis, and Fritz Becker, Kiel, Wis.
Go with the BEST

GO CHICAGO COIN

TOURNAMENT

6 Player Automatic Bowling Lane

NEW! Modern Fluorescent Lighting

NEW! Ball Bearing Casters – Levelers

6 Player Puck Bowler

NEW! Contemporary Hi-Style Cabinet

NEW! Widest and Longest Playfield

NEW! Flash-Bonus Score Game

NEW! Red-Pin Game

TRIUMPH

MUSTANG

2 Player Pin Game

Ball Saver!

Revolving Target!

Special Holdover Feature!

Mile-A-Minute Action!

CRISS CROSS

POP UP

The Game with the Bouncing Ball Action!

See your Chicago Coin Distributor

Go with Chicago Coin and you go with Assurance!

PROVEN Player Appeal!

PROVEN Trouble-Free Operation!

PROVEN Instant-access Serviceability!

PROVEN Profitability!

Mfrs. of PROVEN PROFIT MAKERS Since 1931

Chicago Coin Machine Div.

Chicago Dynamic Industries, Inc.

1725 W. Diversey Blvd., Chicago, Illinois 60614
**W. Happel & J. Duarte Return to Pico Home**

LOS ANGELES—William R. Happel and Joe Duarte returned Monday (18) to 2251 West Pico Boulevard, which they rented three and eight years ago, respectively.

The occasion for their return was the opening of the Badger Sales & Vending Company, a division of Vendart, in which they are partners. Associated with them are William Schaedler and Ben Rasmussen.

The company is handling Fischer pool tables and the Irving Kaye line along with the L. H. Keeney products. A parts department will be installed.

Duarte was executive manager for the original Badger Sales, left the Pico headquarters to open his Duarte International Sales, which he will continue to operate. Happe moved out of the building following the

**BILL AND JOE COME HOME**

sale of his business three years ago. He has been in business in this area for approximately 25 years.

**Blatt Tells About Mexico**

MIAMI—Capote commentary from Willie Blatt, veteran operator here, who just returned from a holiday in Mexico. The country has plenty of music machines of all types and plenty of scales, but no games, cigarette machines or vendors of any type. We spent several weeks going to Mexico City and Acapulco, spent a lot of money, but had fun.

**SPRINGFIELD, ILL.**

Although solid representation from all major market areas of the State contributed to the impressive turnout at the Illinois Coin Machine Operators Association meeting here at the Holiday Inn recently, special recognition was given in the three greatest Chicago area local associations for their laudatory participation.

Present from the Association's Buyer's Club, the Music Operators of Northern Illinois and the Recorded Music Service Association, Inc., were among possibly others whom we didn't get around to visiting with: Vince Angelelli, A. A. Swingtime Music Company; Andy Fescher, A. A. & H. Entertainers; Eddie Holstein, Ace Music Service Company; Dick Giontono, Dial Amusement Company; Robert L. Linderfolf, General Music Company; president of the Music Operators of Northern Illinois; Charles Seagle, Lee-Nordic Music, Inc., president of the ABC; Mary Gillotte, Phoneco, Western Amusement Music, Inc.; Ken Voces, Danish Music Company; Bob Raymond, Bob Raymond, Inc.; Earl Kiers, Amusement Corporation, president of Montooth and Company; and, of course, Bill Puotko, Seaburg Music Company, president of ICMA.

Ons and all ICMA officers and directors are to be congratulated on a meeting well planned and executed.

Most quotable quote from the convention: "Ask not what your Board can do for you; ask what you can do for your association." (Leo Montooth, Chicago last and chairman of the board.)

**Seeburg's Herrick Scores As Mercy Fund Drive Head**

Seeburg's Herrick Scores As Mercy Fund Drive Head

**Maine Laws — Continued from page 62**

House of Representatives, one to permit Sunday afternoon sales and another extending Saturday eight sales day by one hour every morning.

A bill filed by Rep. A. Vernon Lunt of Scarborough as an emergency to extend Saturday, Feb. 16, from 10 a.m. to 4 p.m. The measure is aimed at encouraging more summer visitors in Maine, according to its sponsor.

Maine's blue laws would be repealed in February under a bill introduced in the Senate by Sen. Burton G. Shiro of Waterville. Similar measures have been the subject of much controversy during the past two legislative sessions.

This bill would allow all businesses to operate on Sunday, in addition to the law exempted under a bill enacted in 1963. At present only establishments with f20 or more employes or those with 5,000 square feet of floor space are allowed to remain open on the Sabbath.

when answering ads . . .

Say You Saw It in Billboard

BILBOARD, February 13, 1965

70
Le colis Seeburg Boîte de Nuit Instantanée transforme spectaculairement tout établissement en Discothèque

Joseph Panarinfo, the originator of Discothèque, reminds you:

Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.

THE AUTOMATED PACKAGED SEEBURG DISCOTHÈQUE

DECORATIVE PANELS... Musicians and dancers that glow on the wall! Banners! Discothèque napkins and coasters! Table tents! A Discothèque illuminated sign! Exciting vibrant color to dress up the dullest location and give it the “atmosphere” so necessary for successful Discothèque operation!

CALL THIS AND MORE is provided in Seeburg’s Instant Night Club package... even location press-releases, newspaper ads and radio commercials. It’s the only complete display-identity-promotion package. All you do is put it to work for you and your locations.

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

**Pop Spotlight**

**THE ZOMBIES**

Purposely PF 61001 (M); PAS 71001 (M)

They have the professional temerity for a fast two months to this past year's winner. Their first single, "I'm Not There," is used for the opener for their first album. Lead singer, Colin Warwick, with a very nice, mellow, and plain-toned voice, combined with a good guitar player, and a group with the group on "It's Alright with Me." [Review]

**JOHNNY RIVERS IN ACTION**

Imperial EP 9290 (M); LP 12290 (M)

Rivers has been a consistent hitmaker, with his "Here We Go Do It Again" LP being the best start for 16 weeks, his "Up Tight" for 12. His third LP, "Out of Line," contains a few solid songs, including: "Swayin'," which takes the number one slot; and "Fever," which makers some strong efforts for Rivers. [Review]

**Country Spotlight**

**GEORGE JONES & GECE PITNEY**

Musician MA 2044 (M); NS 3044 (C)

A continuing theme of two top stars in their respective fields. This package has the excitement of his both acts, with George doing his best with "It's Not Right," and George's "Things Have Gone To Pieces," and mental triumphs as to their chart of "Don't Rob Another Man's Castle." [Review]