

Billboard

The International Music-Record Newsweekly

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



LAURIE RECORDS' sensational British group, Gerry and the Pacemakers, have a smash hit in "Ferry Cross the Mersey," rising to the top of the charts, and a chart LP, "I'll Be There." (Advertisement)

NARM Convention Story-- Sound Without the Fury

By ELIOT TIEGEL

SAN FRANCISCO—NARM's seventh annual convention here proved a provocative one, with a number of informative discus-

sions and forthright give-and-take displayed by key industry leaders. The climate was best described as constructive, as compared with previous explosive meetings when the rack

jobbers fought for distributor status.

The four-day event (Feb. 28-March 4) at the Fairmont Hotel, drew 47 exhibiting manufacturers and 50 merchandisers for an all-time attendance high of 350 persons.

Theme for the convention was "Appraisal and Assessment — What Is Our Worth?" Archie Bleyer delivered the keynote speech on Monday, followed by a blasting dialog between Capitol Records' Stan Gortikov analyzing the rack jobber and Mer-shaw's Charles Schlang criticizing the manufacturers. Schlang delivered his own controversial proposal for a lower price catalog on LP's. (Stories on the various speeches appear elsewhere in this issue.)

An opening-day symposium covered the role of budget merchandise, while panel discussions were held on the two business days. An impressive array of industry figures participated in the activities, including NARMites John Billinis, Carl Glaser, James Tiedjens, Don Belzer, George Berry, Harold Richman, Howard Rosen, William Davis, Jack Goldbart, Sam Ricklin and Cecil Steen. Convention chairman Stanley Jaffe and executive secretary Jules Malamud co-ordinated all the programs and kept the person-to-person manufacturer-rack meetings running smoothly.

Representing manufacturers were Al Bennett, Irwin Steinberg, Cy Leslie, Dave Miller, Morrie Price, Bill O'Dell, Jerry

(Continued on page 67)

Copyright Bill Hearing Starts On April 28

WASHINGTON—The Grand March to revision of the 1909 copyright law will have its congressional opener in the House Judiciary Subcommittee on Patents and Copyrights, beginning April 28, 1965. First witness on the historic opening day is ex-

(Continued on page 11)

'64 BRITISH DISK SALES UP 18% TO \$71.5 MILLION

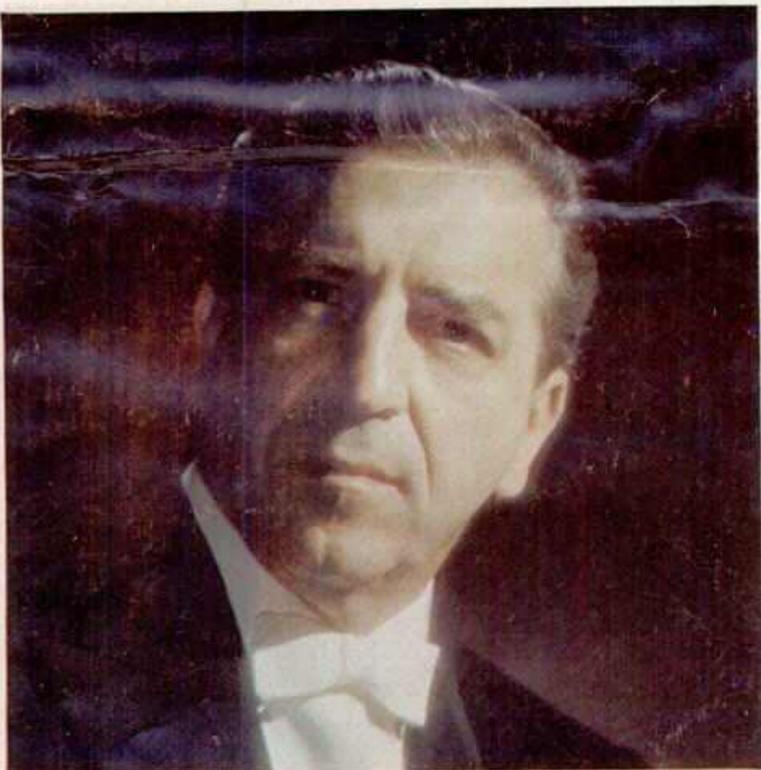
LONDON—British record sales for 1964 were valued at \$71.5 million, the Board of Trade has revealed. This represents an increase of 18 per cent on the 1963 total of a little more than \$61 million.

Home sales were up by a little more than 18 per cent and exports increased by 14 per cent.

Despite the downward trend in October and November, December concluded a brilliant year, with manufacturers' sales for the month valued at \$10 million—a tenth greater than in December 1963.

The swing to LP selling in Britain—one of this year's biggest targets—reflected in a further rise of 6 per cent. However, the production of 78 r.p.m. records continues to fall quite rapidly.

Taking 1964 as a whole, production of LP's was up 25 per cent, 45's rose 19 per cent, and 78's dipped 33 per cent.



ENGLAND MAY HAVE THEIR BEATLES but London has Mantovani, who has sold over 4,000,000 stereo LP's to date. London Records is currently celebrating its 14th annual Mantovani Month Promotion. The maestro's latest album, "The Mantovani Sound," spotlights hits from Broadway and Hollywood. (Advertisement)

EMI Makes Major Shifts In Personnel

By CHRIS HUTCHINS

LONDON — EMI chairman Sir Joseph Lockwood has revealed a major shake-up within his company. Record producers previously responsible to managing director Len Wood are now responsible to Ron White, who takes on the new job of general manager of the artists

(Continued on page 18)

Full Coverage of NARM Convention on Pages 4 Through 8.

Col'bia Pkg. On Mrs. FDR

NEW YORK—Columbia Records is adding the late Eleanor Roosevelt to its spoken word repertoire this month. The label is releasing a two-record package titled "Eleanor Roosevelt Recalls Her Years With F.D.R.—My Husband and I," in which she speaks spontaneously about her long and colorful life.

The album is based on the American Broadcasting Co.'s TV series "FDR." Mrs. Roosevelt's reminiscences include her first meeting with FDR, the morning of her husband's nomination in 1932, and reflections on the problem of raising children in the White House. Parts of these recollections were recorded only a few weeks before her death in 1962.

The album includes a tribute to Mrs. Roosevelt by Adlai Stevenson. David T. Bazelon provided the biographical text.

DOT ACQUIRES 'LETKISS' DISK

HOLLYWOOD — Dot Records has secured what it claims is the first disk of "The Original Finn-Jenka" for U.S. distribution. The record introduces a new dance craze called Letkiss.

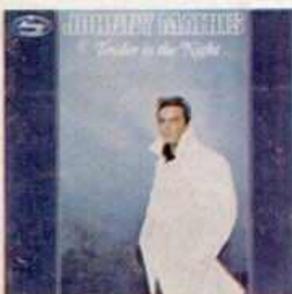
Artists on the disk are Jaako Salo and his orchestra. The single was cut in Finland and secured for Dot by Paul Siegel in Germany. Dot also has Canadian and British territory distribution rights. Plans are to tie in the single with the Finnish dance.



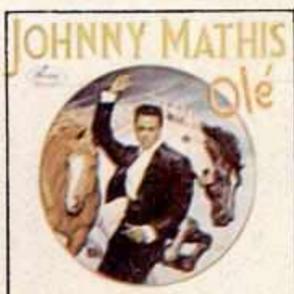
VOYLE GILMORE, Capitol Records' a&r head, left, accepts a \$1,000 check for the Nate Cole Cancer Fund from Cecil Steen, NARM's president. The contribution was made at the organization's San Francisco convention.

MATHIS MEANS SALES...

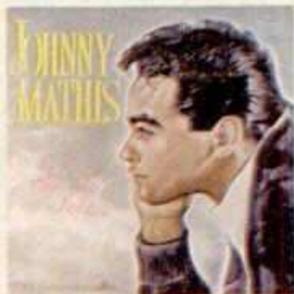
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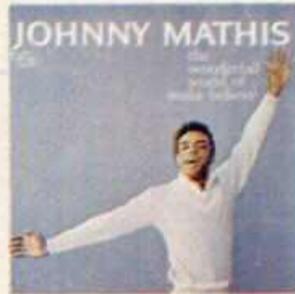
MG 20890/SR 60890



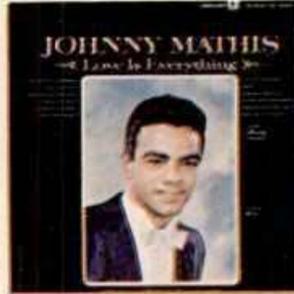
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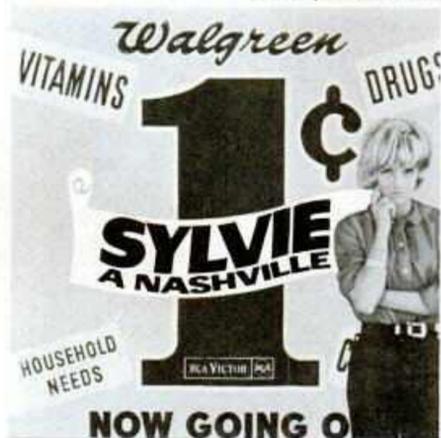
France's sensational "Yé-Yé Girl"
makes her American debut on
"Hullabaloo" (March 16) and
"Shindig" (March 24) to launch
her new single

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Pickwick Label, Bridgeview, Will Be Handled by Laurie

NEW YORK—Pickwick International's new pop label, Bridgeview Records, will be handled by the Laurie label. Material and artists for Bridgeview will be recorded by Lee Harridan Productions and supplied to Laurie under the agreement.

Current plans call for Bridgeview to go into a full schedule of album and single releases. The first Bridgeview single, "Those Days Are Gone Forever" and "Soul City," by the Foxes, was shipped by Laurie this week. A second single is scheduled before the end of the month.

Already signed to Bridgeview

in addition to the Foxes, are the Wonderfols, Donnie Burke (former St. John's University basketball star), Rod and the Basking Ridge Boys and the Chick-letes.

Terry Philips, who heads Lee Harridan Productions, which also produces Pickwick International's other recently formed single lines, Pickwick City Records and Showcase International Records, is now auditioning artists and material for the Bridgeview label.

Assisting Philips in the operation of Lee Harridan Productions, which is located in the Pickwick Building in Long Island City, are Jerry Vance and Jimmie Sims.

Atlantic, Sims Distrib Deal

NEW YORK—Atlantic Records strengthened its ties with Nashville last week in a distribution agreement with Sims Records. The deal calls for Atlantic to distribute all of Sims product in the U. S. as well as other parts of the world.

Sims Records, a Nashville-based operation, has an extensive catalog of albums and singles in the country, gospel, blues and pop fields. Among the artists on the Sims roster are the Happy Goodman Family, Jerry Walker, Bobby Lee Trammell, Bobby Barnett, Tony Douglas, Hal Willis, the Kelly Brothers, the Wallace Brothers and Roscoe Shelton.

Atlantic's affiliation with the

Sims catalog marks the company's first important move into the country and gospel field. The tie-up, according to Jerry Wexler, Atlantic's executive vice-president, will enable Atlantic to round out the range of material that it now supplies its distributors. The distribution of Sims Records has been handled by the label itself since the company's inception in 1953. Russell Sims, who heads Sims Records, said, "This new set-up with Atlantic will give me an opportunity to concentrate all of my efforts on recording our artists and promoting their releases."

Four new albums have been released by Sims this week, and these along with the balance of the Sims catalog are now being shipped by Atlantic to its distributors. The new albums feature the Happy Goodman Family, Tony Douglas, Bobby Barnett and the Wallace Brothers.

A new Sims single by Klondike Mike has already gotten off to an impressive start in the Nashville area. Russell Sims will continue to work closely with radio stations and disk jockeys on all of the Sims singles as in the past, co-ordinating his activity with Atlantic's sales and promotion staff.

Vee Jay to Launch Classical Line With Randy Wood at Helm

HOLLYWOOD — Vee Jay launches its classical line in July as the ultimate step in its product expansion program under President Randel Wood. The company is also bolstering its gospel catalog and single oldies series.

The new classical label, as yet untitled, will present masters and artists from Europe in works recorded before but currently unavailable. Some material may be cut in the U. S., Wood said, but the emphasis will be on foreign works.

Wood revealed he hoped to have a major European classical performer signed within one week and was working on finalizing domestic deals. The executive stated he had already signed three Italian artists, with possible appearance deals for them with the New York Metropolitan and San Francisco Opera companies. The names of these performers were not revealed.

The move into the expensive classical market is looked upon by Wood as a major achievement for the label and one which will result in money coming into the company. "We will be releasing non-competitive things," Wood remarked in explaining

his intention to avoid a battle with the major classical companies. He estimates classical product will account for around eight per cent of his total volume.

Classical Background

Unknown to most people is that Wood's background was in the classics before he became involved in rhythm and blues and pop. He had been Kapp Record's classical a&r man in New York eight years ago and ran a classical retail shop across from Carnegie Hall.

In the more popular fields, Vee Jay is strengthening its r&b roster with the signing of Chicagoites Bobby Jones and the Dantells. The label will launch a gospel special this month and add 35-45 oldies 45's to its hits catalog.

Vee Jay has additionally signal production deals with J. W. Alexander and Ed Cobb. Alexander is producing Little Richard sessions and Cobb, who has worked with the Supremes, is recording the Lillies and Sandi Wynns. The former partner with Sam Cooke in Sar Records, Alexander has the choice of working with Vee Jay and passing on his artists to the Vee Jay roster or building his label.

In light of the recent departure of Jay Lasker, Steve Clark and Marks Sands, Wood explained that no outside replacements were being sought. Tollie, formerly handled by Clark as president, is being consolidated under the Vee Jay organization. Interphon, the Tollie foreign master subsidiary, continues operational. Ray Harris is handling sales and promotion for Tollie

plus rack jobber programs for Vee Jay. He was formerly with Capitol.

The new Vee Jay staff includes Betty Chiapetta as comptroller; Bill Siegel, national sales manager; Bob Demain, Eastern sales; George Steel, Western regional sales; Pat Pipolo, national promotion and singles co-ordinator; Pam Burns, Pipolo's assistant; Boo Frazer, Eastern promotion manager; Mat Parson, Fraser's assistant; Cal Carter, a&r vice-president, Chicago; Lee Young, West Coast a&r; Richard Parker, r&b, a&r, Hollywood; Leonard Feather, jazz consultant, and staff arrangers Bill Finnegan and Bill Marx.

Mrs. Vivian Bracker, co-owner of the company with her husband, functions in all areas while beginning her own nightly jazz show over KNOB. The company has bought 13 weeks' time on the FM outlet. Mrs. Bracker's Chicago radio experience is credited with helping launch Vee Jay's gospel and r&b lines.

Murray Due For NY Talks

NEW YORK—Mitch Murray, one of England's top songwriter-producers, is due here this week for meetings with artists, producers and recording executives on exchange of material and artists. He also will be negotiating with several radio stations for the use of taped interviews he makes with American artists visiting England.

Murray also will hit the Coast during his U. S. visit to negotiate for film scoring assignments. Murray has written and produced many of the hits by Gerry and the Pacemakers and is currently represented on the charts with his "I'm Telling You," by Freddie and the Dreamers on the Tower label.

Indie Distributor Bows Bear Label

MINNEAPOLIS—The Bear label has been organized by the Harold N. Lieberman Co., indie record distributor here, with David Lieberman as president. Bear Enterprises, Inc., will distribute the label nationally, in addition to records under the Boss and Sierra labels.

John F. Knodle, formerly in promotion with Mercury in Minneapolis and Warner Bros.-Reprise in Chicago, has been appointed national promotion manager.

Col. Films Looks to Disks as Promotion

NEW YORK—Columbia Pictures is banking on a load of recordings to promote five of its upcoming film releases. At least a dozen LP's and single records cut by five major record companies will serve as the core of the music promotion.

Involved in the recording push, which is slated to reach the saturation point within the next 90 days, are RCA Victor, Columbia, Liberty, Victor's Red Seal Label, Capitol and Colpix.

Films included in the musical promotion campaign are Richard Quine's "Synanon"; Stanley Kramer's "Ship of Fools"; Irving Allen's "Genghis Khan"; Jerry Bresler's "Major Dundee," and Harold Hecht's "Cat Ballou."

Upcoming Disks

Major recordings upcoming through the end of May include a "Synanon" album cut by Liberty; a "Ship of Fools" album recorded by the Boston Pops Orchestra on RCA Victor Red Seal; a "Genghis Khan" album cut by RCA Victor; a "Major Dundee" album by Columbia Records, and two singles from the Columbia Pictures release by Mitch Miller; and a recording by the late Nat King Cole

of "Cat Ballou," to be released May 15 by Capitol Records.

The five films, all slated for release soon, are in addition to a list of current Columbia Pictures releases getting heavy music promotion. These include "Lord Jim," which has at least six recordings of music based upon its soundtrack score, and "Baby the Rain Must Fall," which is the source of both album and single pressing by Ava Records.

Herb Hendler Joins Capitol



HERB HENDLER

HOLLYWOOD—Herb Hendler has joined Capitol Records as acting director of artists' contracts and acting manager of the Beechwood Music Corp.

According to Francis Scott, Capitol's vice-president for business affairs to whom Hendler will report, the appointment will ease the workload of business affairs now that Tom Morgan is traveling between New York and Hollywood handling the duties of Capitol's executive artists and repertoire producer Si Rady, during the latter's leave of absence.

Hendler's background in the music business dates back to 1939 when he went to work for RCA Victor in the advertising and sales department. He later became manager of a&r at Victor. In the early 1950's, Hendler organized and managed the Ralph Flanagan and Buddy Morrow orchestras. In 1958, he became administrative assistant to Jim Conkling, president of Warner Bros. Records, remaining there until 1962.

Most recently, he has been a free-lance writer and author of several books.

Regina to Start On Inspirational

NEW YORK — Regina Records will go into a new field Monday (15) with release of its inspirational album, "Think On These Things," according to President Jack La Forge.

The album marks a departure from the firm's usual orchestral and pop vocal recordings. It features the Frederick H. Williams Choral and Orchestra with poetic lyrics proclaiming allegiance to America set to music. The album was created by Williams; arrangements are by Maury Laws.

MERCURY A&R EXECUTIVE DIES

CHICAGO — Mercury's a&r administrator Lucille Press died here last week after a prolonged illness. She was 49. Miss Press joined Mercury in 1946 and was the label's oldest female employee in terms of seniority.

Miss Press was named Mercury home office manager in 1948 and was elevated to head the royalty division in 1954. She was named to her a&r administrator post in 1959. Burial was in Chicago last Thursday (4).

DEPARTMENTS & FEATURES

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Bleyer Posing a Challenge—Asks for Self-Appraisal in '65

SAN FRANCISCO — Acknowledging that the founders of rack jobbing were "innovators" providing the industry with a "completely new and unique service," retired disk executive Archie Bleyer challenged NARMites to appraise themselves in 1965.

Said Bleyer before the seventh annual NARM convention here at the Fairmont: "Those of you who started record rack merchandising revolutionized record retailing. You provided a completely new and unique service. We are now in 1965. Your service is no longer new and unique."

The former president of Cadence Records asked the rackers whether they were providing more and better service to retail outlets, consumers and the record industry.

"Are you revamping your business to meet modern demands?" Bleyer asked. "Once the record dealer was also an innovator. Once the services he provided were new and unique. Without his promotional help, many successful records might never have emerged. He is disappearing. No substitute has been provided for some of his valuable services. His disappearance is a loss."

Bleyer followed up that once record distributors, too, had been innovators. "Once the services he provided were new and unique; one in particular, radio promotion. Without him, small



NARM'S KEYNOTE SPEAKER Archie Bleyer discusses the convention's theme: "Appraisal and Assessment — What Is Our Worth?"

companies, such as mine, could never have existed. If he disappears—as he may—who will provide the services he has been providing? If you outlast him, will you?"

Bleyer's opening address on Monday (1) set the tone for convention, with guest speakers and NARMites themselves taking sharp aim at their respective subjects.

Bleyer's keynote speech on the convention's theme, "Appraisal and Assessment—What Is Our Worth?" hit the subject of price. Calling price an important part

of the rack jobber's service, Bleyer asked: "Is price the only factor? What about the records themselves? Do you buy them on merit or just on price?" He cited the case of a racker who didn't buy the Ferrante and Teicher hit of "Exodus" because he couldn't "get it at the right price." Instead, he bought a version by Pat Boone, Bleyer said. "Was the profit, if any, what it would have been with the Ferrante and Teicher record, even at a higher price?"

In discussing purchasing methods, Bleyer wondered out loud whether rackers might not arrive at a more workable purchase figure through careful analysis. "Or do you avoid this responsibility by always insisting on a 100 per cent return privilege?"

Recalling the fabulous success Cadence had with "The First Family" LP, Bleyer mentioned the second volume, adding "If I had accepted the orders distributors want to place, which included orders you wanted to place, I wouldn't have been able to afford the fare to come to this convention."

Moral responsibility, involving all facets of the industry, also came in for scrutinization. "Why shouldn't everyone in the record industry have some consideration for his partner? Whether you like it or not, all of you are partners. . . . Yet it's amazing how

(Continued on page 11)

EDITORIAL

A Place to Speak Out

The benefits the industry derives from a well-planned record convention are various. Much business is transacted on the spot; important contacts are made; plans are crystallized.

In addition to these tangibles the convention provides some which are less measurable, but every bit as important. These derive from the seminars and discussions which have an educational value and serve as an industry sounding board.

But perhaps the most commendable aspect of this convention operation is the courageous way in which the NARM leadership freely offers a rostrum whereby industry leaders can speak their minds and offer constructive criticism. This attitude is, of course, to be highly commended. It is one of the reasons why the rack-jobbing segment of the industry has expanded so greatly in so brief a time, and it is one reason why this growth will continue.



JULES MALAMUD, NARM executive secretary, right, and the organization's president, Cecil Steen, discuss the convention agenda between sessions.

ing big ticket merchandise. "You say the price is too high and it won't sell. You deny a basic merchandising principle of trading up."

• Discrediting new artists and packages. "You say: make it a hit and I'll take it. You want the gravy but won't help cook it. New artists are our blood source and yours. Not only do you fail to assure an artist prolonged life through catalog exposure, but you also limit his early launching as a new artist."

• Lack of ethics and old-fashioned morality. "Don't request unauthorized returns and preferential treatment. Don't deliberately delay payments. Do not demand prompt pay discounts you didn't earn. Don't be a part to illicit payoffs to customer buyers. Don't demand preferential or unearned discounts, often disguised as advertising requests. Don't pres-

(Continued on page 10)

Cap's Gortikov Sees Rackers As Angels With Dirty Faces

By ELIOT TIEGEL

SAN FRANCISCO — Taking careful aim at the posture of rack merchandising, Stan M. Gortikov, Capitol Records Distributing Corp. president, charged that there were "angels and devils, heroes and villains" among rackers with suppliers needing to adjust to their business habits.

Gortikov's powerful speech on the opening day (1) of the seventh annual NARM convention at the Fairmont was delivered under the heading "A Supplier Views the Record Merchandiser."

The executive said that while rackers tended to group themselves under the common title of record merchandiser, they were not homogeneous at all.

Gortikov noted that many racks were giants in terms of dollar volume, outlets served, physical facilities, geography covered, vertical combinations of retailing and in aggressiveness

and scope of demands placed on suppliers.

"Small wonder then that your suppliers are confused as to how to view you, how to deal with you, how to mesh your objectives and ours in a manner fair and profitable for both. There are both angels and devils, heroes and villains among you, and we suppliers must strive to adjust to the business habits of you all," Gortikov said.

Seven shortcomings were brought up by Gortikov in his critique of rack jobbers. He cited:

• Far too high returns. "The

liberal privileges extended you are being misused and indiscriminately handled through bad controls and marginal supervision."

• Tardiness in paying bills. "Over-extension and inadequate capitalization should be your costs of doing business, not ours. Interest-free financial subsidy is an unfair expectation."

• Inadequate stock policing. "Shopworns stay exposed too long, poor sellers remain, bad apples helping to spoil the good. Bad balance of stock is too frequent."

• Ignoring or under-exploit-

Carretta Warns on 'Loose Lips'

SAN FRANCISCO — NARM general counsel Albert Carretta warned members to "watch their language," stating the Federal Government can draw inferences from what is said and what developments take place afterwards.

In somber terms Carretta bade the merchandisers attending Tuesday (2) sessions "to be careful of your language. The larger the group, the more careful you should be." The attorney, presently completing his first term as legal aid, spoke sternly about self censorship after drawing a picture of increased legislative activity in the record field.

He spoke about the already passed Federal Trade Commission guidelines and such proposed legislation as Congressman Multer's bill to repeal the

excise tax on phonograph records (HR 1124) and Congressman Burke's bill to repeal the excise tax on records and all electronic equipment capable of playing disks (HR 4471).

Carretta told members not to discuss their support of disk manufacturers fight on excise tax in return for rackers pocketing the savings. Carretta said the Johnson administration will probably recommend to Congress the repeal of excise taxes which could amount to \$1,750,000,000.

Carretta added he hoped members would not be concerned with FTC probes at next year's convention. He remarked that the courts and administrative agencies have funny ways of drawing inferences from what is said. "If you make a statement and then something happens," the attorney said, "the govern-

ment may try to tie the two situations together."

If NARM were composed solely of racks, there would be less chance for violations of trade practice laws than when an organization is composed of racks and suppliers Carretta remarked. "I hope nobody will be cited by the government," Carretta said, adding that NARMites should contact him for legal advice on any issues which seem sticky.

The attorney said he felt the FTC was trying to do something about compliance to its trade guidelines while industry members were unconcerned. As long as illegal practices are part of an industry, the government will take an interest in that industry's business, Carretta emphasized. "It will be much cheaper if you clean your own house," he said.

HANDLEMAN HIKES DIVIDEND

DETROIT — Board of directors of the Handleman Co. have voted to increase the company's annual dividend from 68 cents to 80 cents. The company's present quarterly dividend rate will be increased from 17 cents to 20 cents, payable on 501,480 shares of common stock. The next dividend is payable April 16, 1965, to stockholders of record March 19, 1965.

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This One



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Gain in Budget Product Cited

SAN FRANCISCO—There's been a steady improvement in the over-all budget product hitting the market today, but rack jobbers must continue to keep their guard up against bad product which loses customers and tarnishes the industry's image.

This was the general consensus of opinion following a symposium on "Budget Product: Its Role in Record Merchandising." Cy Leslie (Pickwick International) served as moderator of a panel that consisted of rack jobbers and manufacturers. Those on the rack jobbers' side included Donald Belzer (Record Service Co.), George Berry (Modern Record Service), Harold Richman (Record Service-Tip Top Music Co.), and Howard Rosen (Mid-America Specialty Distributors).

Manufacturers were represented by David Miller (Miller International), William O'Dell (RCA Victor), and Morrie Price (G.M. Records).

The discussion started on a quiet note with moderator Leslie tracing a brief history of the budget field, and giving credit to the major lines for being first in establishing the budget field. It remained on this mild level with Leslie calling on Miller to define the terms "budget" and "economy" priced lines.

Miller, with characteristic humor, said he was pleased to find that the field had reached an era of dignity when such terms are being applied to product which "once was known only as 'cheap' and 'low-end' records." For purposes of the discussion, Miller defined budget product as that which sells for 99 cents or less, and economy product as that which lists at the \$1.98 level.

The discussion soon flared

when Leslie asked for an airing of the question, "Do Budget Records Help or Hinder?" He further developed the issue by asking whether budget product tends to siphon sales from full-priced lines, or whether its price appeal attracts more record buyers and eventually converts them to the higher-cost fare.

Morrie Price said there is room for both the full-priced product as well as the lower-priced lines. He contended that there are two types of customers, one which prefers the full-priced material, and other which goes for bargains.

Bill O'Dell said "budget product fills a definite need" by getting people interested in records, and "eventually building customers for the higher-priced product."

Mercury's Irwin Steinberg, speaking from the floor, said rack jobbers often tend to dilute their full-priced product by adding budget fare "and selling both lines at one price." This, he said, is unfair to the customer as well as to the product being offered.

Several rack jobbers, as well as Leslie, condemned this practice, stating that very few rack jobbers resort to such tactics, and that no record merchandisers of worth would be guilty of this.

Tempers flared as Miller lashed out at some rack jobbers, saying, "You're a bunch of get-rich-quick guys." He charged them with stocking "rotten, cheap junk" rather than offering legitimate budget lines. This, Miller charged, is being done by those rack jobbers who want to make a quick buck. All they care about, he said, is how little it costs them, without regard as to whether the customer gets a fair shake.

"Use of this bad product has hurt the budget business; it is sinking by the weight of the junk that is being passed off to the consumer," Miller said. This, Miller acknowledged, is "a severe indictment of the rack jobber," but it is one which must be made "to wake up rackers to the danger of letting greed for greater profits blind them to the danger of stocking inferior product."

"Let the little old woman who spends a bulk for 'My Fair Lady' get at least four selections from the score," Miller said.

Leslie answered that the so-called "tribute" albums are rapidly disappearing from the budget field. These attracted customers by prominently featuring the name of an artist receiving the "tribute," thereby at-

tracting buyers who might misunderstand the labeling to mean that the artist was being featured in the package. Leslie also pointed out that the budget business has increased during the past year, although he agreed its rate of growth did not keep pace with the industry in general.

Johnny Billinis (Billinis Distributing Co.) jumped into the fray, and in colorful, Greek-accented terms, blamed manufacturers for the so-called "junk" product. "Who makes it?" Billinis asked. "We don't make it. The manufacturer makes it. If it's junk, why blame the jobber?"

Miller repeated that it was up to the rack jobber to use taste and discretion as to what he buys, and not let the "quick buck" lure determine his inventory decisions.

Miller then warned rack jobbers not to take "the same liberties with the customer of budget pre-recorded tape, as you have done with records. The person who buys tape is far more sophisticated, and won't be fooled. Anyone who tries to fool him, will lose a customer, and will endanger losing accounts." Miller said that rack jobbers should remember that customers will complain to the accounts where they have their racks, and when accounts get too many complaints, they will change jobbers.

Marketing Expert Stresses Need For a Systematic Management

SAN FRANCISCO—The nation's burgeoning economy and steps which the erudite rack merchandiser should take to insure sound business practices were discussed in dollars and sense terms by Dr. Alton Doody, Ohio State marketing specialist at NARM's convention here last week.

Dr. Doody said that as any business grows, it must shift away from a personal type management to a systematic management, with concern for warehousing, personnel practices and financial management. The business-wise merchandiser must obtain an appreciation for policy formulation and procedures for capital and cash flow budgets, executive compensation programs and inventory management systems.

Sophisticated computers will play an important role in tomorrow's business as companies

said a conversion would have a tremendous affect on adult singles.

On the subject of effects of the FTC's industry guidelines, Blaine remarked he thought the situation had got worse. Disagreeing, Gallagher said his feeling was that the industry had a better understanding of its problems through greater knowledge of the rules. Record-wagon's Cecil Steen thought some progress had been made as a result of the rules, while L and F Record's Jack Geldbart said he knew the major labels had much at stake in abiding by the rules but he didn't think the medium-sized companies were taking the rules seriously.

Davis Sales' William Davis remarked that the situation had *(Continued on page 67)*

BB PUBLISHER MAKES BID FOR ONE-TRADE ASSN.

SAN FRANCISCO—Hal B. Cook, publisher of Billboard, proposed that the members of the National Association of Record Merchandisers and other industry leaders present at the NARM convention here give serious consideration to forming one trade association for the record business. NARM President Cecil Steen acknowledged the merit of this recommendation, and said the industry is moving toward the direction of one organization.

Cook made the proposal on the floor of the convention, pointing to an editorial in the March 6 issue of Billboard which called for NARM to participate in such a move.

Cook lauded the strides made by NARM during its short history, and praised the tireless efforts of its president, Cecil Steen, and its executive director, Jules Malamud. He cited Malamud's "outstanding organizational ability, and his far-sighted leadership in building NARM to its high level of industry service."

Cook then pointed to the need for concerted action among the various facets of the record industry in the fight for common causes "for the benefit of all members of our industry, whether they be engaged in rack merchandising, distribution, retailing, or manufacturing."

Need for Unity

"Our industry must present an image of unity, and must speak up in a single, strong voice on key issues that come before the lawmakers," Cook said. "This can be achieved only when all sectors of the industry join together in one trade organization."

In quoting Billboard's March 6 editorial, Cook elaborated on the concept that the proposed organization could be patterned after the structure of the National Association of Broadcasters. "The NAB," Cook said, "brings under its wing all the varied elements of the broadcasting industry—engineering, television, AM radio, FM radio, programming, sales, promotion—and thereby is able to provide stronger communication between these sectors, and, at the same time, serve as a respected spokesman on behalf the entire broadcasting industry."

Steen thanked Cook, agreed with his proposal, and said that within NARM itself varied elements of the record industry are represented as a result of the changing complexion of today's record business. Steen said that informal discussions had been held to consider the means whereby these sectors of the record industry could be embraced in an all-industry body.

MARKS ISSUES BRUBECK FOLIO

NEW YORK — E. B. Marks Music has issued a de luxe piano folio, complete with story and photograph, of Dave Brubeck's "Jazz Impressions of New York." The folio follows on the heels of Brubeck's recent album release on the Columbia label.

The material, included in both the album and the folio, is made up of music Brubeck has written for the television series "Mr. Broadway." Among the tunes that have been singled out for musical excellence are "Autumn," "Sixth Sense," "Something to Sing About" and "Broadway Romance."

Industry Panel High On 1-Speed Concept

SAN FRANCISCO—The prospects for a one-speed industry, results of the FTC's trade guidelines and the affect of record clubs on retail sales were heatedly discussed at NARM industry panel last Tuesday (2) during the organization's seventh annual convention.

In answering the query on prospects for a one-speed industry, RCA Victor's Jack Burgess stated: "We have no objections at all. The problem lies with the equipment. The benefits are large if we can all travel down the same road together." Burgess also threw in his support for a conversion to an all-stereo industry.

Columbia's Bill Gallagher

said a one-speed industry could broaden the present market for singles. He called consumer education the difficult point, saying equipment was not the problem to worry about.

Cosnat's Jerry Blaine said this was a "growing-up era and that the industry needed one-speed."

Dale Record Rack's Sam Ricklin said the industry was ready for one-speed and that the conversion would enhance adult sales.

Disneyland Records Jimmy Johnson, who recently made the proposal before the RIAA, stated his company sold 60,000 copies of a special seven-inch 33 single at the New York World's Fair without one complaint about the speed. Johnson

BEATLES GET GRAVY AT NARM AWARDS FETE

SAN FRANCISCO—Beatle products led the parade of 1964 NARM Awards which concluded the association's seventh annual convention last week at the Fairmont.

Top product included: the Beatles' "I Want to Hold Your Hand," best selling single (Capitol); "Meet the Beatles," best selling LP (Capitol); Beatles, best selling vocal group; "Hard Day's Night," best selling film soundtrack (United Artists).

Other awards went to Andy Williams, best selling male vocalist (Columbia); Barbra Streisand, best selling female vocalist (Columbia); Johnny Rivers, most promising male vocalist (Imperial); Gale Garnett (RCA),

the university level. Increased management insight should include careful choice of accountants, legal and financial advisers.

In outlining his "profile for the future," Doody pointed to the importance of inventory management. "The importance of inventory analysis is that it takes the emphasis off sales analysis, which by itself can be very misleading and puts the emphasis on profit analysis," Doody said.

This data breaks down into customer and salesman analysis, showing sales, returns and gross profit; supplier analysis; sales, returns and turnover by manufacturer's line, and over-all merchandise planning, showing product line performance according to internal classifications.

Dusty Springfield (Philips) and Dionne Warwick (Scepter) tied for most promising female vocalist; Peter, Paul and Mary, best selling folk vocal group (Warner Bros.); Smothers Brothers, best selling comedy artists (Mercury); Disneyland, best children's line; Henry Mancini, best orchestra (RCA); Al Hirt, best instrumentalist (RCA); Somerset Stereo-Fidelity, best economy priced line under \$1 retail and Camden, best economy priced line over \$1.

Talent performing at the awards banquet was Robert Goulet, Johnny Cash, both from Columbia; Brenda Lee, Decca; the Supremes, Motown, and Peter, Paul and Mary, Warner Bros.

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Rackers Bid Mfrs. Cut Catalog Price

SAN FRANCISCO—A proposal that manufacturers reduce the price of basic catalog merchandise while maintaining the regular suggested retail tag for best sellers was introduced at the NARM convention last week by Charles Schlang of Mershaw of America, Albany, N. Y. rackers.

Schlang said he was acting on his own behalf. He made the proposal during his speech Monday (1) covering the supplier as viewed by the record merchandiser.

"I know that we cannot convince any of you (manufacturers) that you should sell us your current best selling product for any less than you are now doing," Schlang said. "But I think it will serve your best interests to discuss the rest of your catalog with us. If you are willing to settle for only your share of the approximate one third of our departments which are basically devoted to best selling LP's and you are willing to forego your share of the other two thirds of the available space on our racks, then this proposal will fall on deaf ears.

"I propose that while you maintain the same suggested retail price for your entire catalog, you allow an extra discount for the merchandising of that portion of your product which the industry calls basic catalog.

"In doing so, I propose that you decide for yourselves which

part of your product falls into that group and that you make this product available to us at this adjusted lower cost to compensate for the slower turnover of this merchandise."

Better for Labels

Schlang said this proposal would afford labels an opportunity "to get the space on the two thirds of the racks that we have in America's best stores and fill this space with products which we used to carry." Schlang emphasized that while price was always a consideration, turn over of merchandise was of equal importance. Once a record passes its peak, the Albany racker said, the manufacturer must fight for continued promotion and sale of this product. The only way for this product to earn sales on the racks was through a larger discount to compensate for the slower turnover, Schlang said.

The speaker added it would be up to each individual label to determine what product fell into this discounted category. "Those of you who have charged us with new and higher prices have seen a drastic change in the quantity of titles carried in depth by our members," he continued.

"It was two years ago that a national manufacturer told us that we rackers should stop worrying about his profits, worry about our own and prepare for a declining profit

period while organizing ourselves better."

Schlang revealed his company and many other NARM have reduced carrying depth 400 titles. "These 400 titles are from just four manufacturers. Here's 400 albums which could be re-activated on the racks and which we would enjoy selling.

In return for offering catalog LP's at a reduced price, Schlang said he felt the labels could expect co-operation on several fronts. Co-operation in quantity of merchandise carried, in keeping this material out without returns for stipulated periods, in solving the problem of price changing when the hot LP's became part of the broad catalog and in carrying a fuller listing of talents whose every record is not in the top 100.

If the labels concentrate on selling smash LP's and "taxing the wholesaler with a premium price for them," according to Schlang, "that manufacturer must expect the wholesaler to discontinue the sale of those records as soon as they have passed their peak."

Reaction to Schlang's proposal from the audience was mild. Len Sachs, Atlantic Records merchandising director was the lone voice offering credence to Schlang's proposal. Sachs said he felt Schlang's idea was a good one providing the racks merchandised this special material in the stores. Just placing it in stores was not enough, he said. An LP recorded five years ago has usually recovered its recording costs and paid off royalties, Sachs proffered. "If it was sold at a lower price, it could reduce cutoffs."

Sachs envisioned this catalog material being sold as basic consumer library merchandise. It's conceivable for the manufacturer to sell such items as piano or organ albums through this discount program, he said.

On an opposing tack, Jack Burgess of RCA Victor, said price reduction was entirely an individual company action. "Each company action should do what's best for them" was all he would say regarding the proposal.

HOLLYWOOD — Teen a&r man Jim Economides is departing Capitol Records after a year and a half. While no replacement is being immediately sought, the label has 13 producers on its staff and may find the present manpower sufficient to handle Economides' artists.

Economides had replaced Nick Venet, now an independent producer for Mercury.

Napkin Co. Ties in With 14 Disk Firms

NEW YORK — A leading paper napkin manufacturer has entered into agreements with 14 record companies to promote recording stars.

The Hudson Pulp & Paper Corp. will begin shipment to thousands of supermarkets from New England to Florida on Monday (15) Hudson Family Pack napkins containing full-color photos of 24 popular recording artists and groups.

In addition, the Supremes, Roger Williams, and Benny Goodman will be shown on package covers. It is believed this will be the biggest outside promotion ever attempted for the entire industry. The photos will be in millions of boxes.

The companies involved are Epic, Decca, United Artists, Motown, Capitol, Kapp, Liberty, Okeh, Reprise, Ascot, Imperial, Hickory, MGM and Tamla. Photos will include the Dave Clark Five, Peter Duchin, Ferrante and Teicher, Pete Fountain, Marvin Gaye, Bobby

Goldsboro, Benny Goodman, Jay and the Americans, Jack Jones.

Also, the Kingston Trio, Billy J. Kramer, Major Lance, Trini Lopez, Manfred Mann, Garnet Mimms, the Miracles, Sandy Nelson, the Newbeats, the Supremes, Johnny Tillotson, the Village Stompers, Bobby Vee, Danny Williams and Roger Williams.

Supermarkets will begin receiving the packages containing photos in about two weeks, according to James F. Lunn, director of marketing for Hudson.

Hudson is planning an extensive radio and newspaper advertising campaign to support the promotion, plus point-of-sale material for all outlets. The advertising program will be launched starting April 15, Lunn said.

Hudson has also held discussions with record officials regarding promotion of record sales. Grey Advertising is handling the project for Hudson.

Jazz Buildup on at Atlantic

NEW YORK—Atlantic Records is beefing up its jazz lineup. Latest jazzster to join the Atlantic roster is modern jazz drummer Elvin Jones, who comes to the label on the heels of the recent signings of Nat Adderley and Hubert Laws. Nesuhi Ertegun, Atlantic vice-president, is now in the midst of negotiations to bring other jazz names into the Atlantic fold.

Elvin Jones is looked upon in jazz circles as one of the most

influential drummers in modern jazz. His dynamic playing style has been the bulwark of the John Coltrane group for many years. Previous to his association with Coltrane, Jones worked with Charlie Mingus and Bud Powell.

Elvin, a native of Detroit, is the brother of two other musicians who have also made their mark on the jazz scene—pianist Hank Jones and trumpeter Thad Jones.

Under Nesuhi Ertegun's supervision, the label has been associated with jazz names for many years. Among the jazzsters who have been based at Atlantic for some time are the Modern Jazz Quartet, Herbie Mann, Hank Crawford and Art Farmer.

Paul Livert To London

NEW YORK — Paul Livert has joined London Records as head of rack and special product sales. Herb Goldfarb, London's national sales chief who brought Livert into the fold, now aims to enhance the label's servicing of the "Very important rack sales portion of our business and I feel that we now can furnish this vital part of our domestic sales with complete skills."

Livert has been active in all phases of the record and publishing field including stints as head of the Premium divisions of Seeco, MGM, and other labels. Perhaps his most important contribution to the industry was the part he played in creating and packaging as well as merchandising five separate budget lines for various manufacturers.

Berniker Back With Columbia

NEW YORK—Mike Berniker has rejoined the artist and repertoire staff at Columbia Records. Berniker left Columbia last June for a post in Kapp Records' a&r department.

According to Ken Glancy, Columbia's vice-president in charge of artists and repertoire, artists to be recorded by Berniker have not yet been assigned. Before leaving for Kapp, Berniker recorded Barbra Streisand and Jerry Vale, among others.

2d Jazz Push By Limelight

CHICAGO — Limelight Records, Mercury's recently-converted-to-all-jazz line, is releasing its second group of six releases with dramatic merchandising support. Bound inside every album are informative and colorful booklets concerning the artist and the recordings. Featured in the March release are such artists as Dizzy Gillespie, Oscar Peterson, Milt Jackson, Roland Kirk, Cannonball Adderley and John Coltrane (on one album) and Eric Dolphy.

Autumn Executive Post to Abe Kesh

NEW YORK—Abe Kesh has taken over as vice-president and general manager of Autumn Records. Kesh was formerly associated with Atlantic-Atco Records. Prior to that he was with Liberty and Imperial Records as their West Coast sales and promotion representative. He will be assisted by Florence Nathan.

Carl Scott, formerly general manager of Autumn Records, has been appointed vice-president of Cougar Productions, in which capacity he will supervise the personal management of the Beau Brummels, Bobby Freeman, Gloria Scott, the Upsetters, Bertha Tillman and Larry Denton.



BUDGET BUSINESS: Discussing the role of budget merchandise in the total rack picture were such industry stalwarts as, left to right: Bill O'Dell, RCA Victor; Morrie Price, MGM Records; David Miller, Miller International; Cy Leslie, Pickwick International; Howard Rosen, Mid-America; Milt Israeloff, Beacon Distributing; Dan Belzer, Record Service, and George Berry, Modern Record Service.

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BN 633

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BN 634

Cap's Gortikov Sees Rackers As Angels With Dirty Faces

• Continued from page 4

sure supplier representatives to compromise their home office instructions by under-the-table acts."

Gortikov additionally charged rackers with inadequately motivating consumers. Too often racks fail to enthuse and excite consumers about the products they have placed in their locations, he said.

Adapt to Market

In reflecting on Capitol's year-old, one-price policy and lack of special discounts for racks and one-stops on albums, Gortikov stated these policies remain in effect but that the company would adapt to market, popularity and distribution trends when necessary.

In the areas of pricing, Gortikov noted that the industry's prosperity—or lack of it—is directly related to the retail price level in a given market. "Yet, who sets this price?" he asked.

The policy of allowing the "lowest schlocker" to set the price in the marketplace, according to Gortikov, forces the racks to petition manufacturers for lower prices.

"You ask many things of us," Gortikov said. "You state many requests as imperative, as virtual mandates for your survival. Yet so many of you are prone to deny those very same objectives as having any merit for your suppliers."

These areas included assuming the supplier's capacity to offer

a lower price is infinite and their desire for profits less relevant; asking for subsidies and extended billing but delaying payment long past the due date;

WRCV Slates New Format

PHILADELPHIA — With Robert B. Martin coming up from Miami last month to take over the station management of WRCV, local NBC radio outlet, a new programming format will be introduced next week. Utilizing the theme—"The Class of '65," the emphasis will be completely on album music.

Rock 'n' roll, r&b, folk and country music, the big brass sound and modern jazz are out. Programming will be geared to the better music and show albums but only those in the popular fold. While the record spinners will stay put, the change is in the record programming.

The orientation to jazz will be confined to the all-night show only, to be conducted by Reggie LaVon. The vocalists will get the bigger play with their album sets in the early hours after 7 p.m.

Station at first hitched its rating star to the "big band" sound and them made a complete

warning distributors to stay away from clients, many of whom were originally handled by distributors; asking for product protection but exploiting this protection through subterfuges; claiming distributors are unnecessary, yet needing all his functions in order to operate.

Gortikov called the marketplace the industry's "battleground." He said the racks had been through a war and were about to begin another. "Your first war was between you and the distributor in liberating his accounts. You've won many battles in this first war, some through superior force, some through clever strategy, some by luck, some by sabotage. You outflanked the distributor by solving problems for the retail outlet, problems the distributor himself helped create.

"Your next war, number two, will be among yourselves." Gortikov envisions a "super record merchandiser" emerging from this battle. He'll use smart, aggressive promotion, provide sensibly balanced stocks, pay his bills and control his inventories and returns reasonably. The super merchandiser will emerge and triumph, Gortikov concluded.

turnabout. Until now, station has stringing three or four singles together to give musical continuity with a minimum of commercial or chatter.

Broadcaster Jones Agrees To Ink Pacts With ASCAP

NEW YORK — The longstanding difference between the American Society of Composers, Authors and Publishers and Rogan Jones, Washington broadcaster, was settled last week with latter agreeing to sign con-

tracts with the Society and to make immediate payments of fees for both of his radio stations: KGMI, Bellingham, and KPQ, Wenatchee. The agreement calls for payments from Jan. 1, 1959, to date.

In January of this year members of the Society obtained judgments against Jones and his stations in copyright infringement actions tried by Judge Gus J. Solomon. In granting judgments to ASCAP members, Solomon ruled that ASCAP and its members were operating in complete compliance with Washington State and Federal antitrust law.

In announcing the settlement, Stanley Adams, ASCAP president, said, "ASCAP is happy to be back on a clear-cut business basis with Rogan Jones and his stations. In the long run, of course, the benefits of this settlement will accrue not only to the stations and to creators and publishers of music, but also to the people of the State of Washington, the audiences of KGMI and KPQ, who hear their fine music programs."

Topps Upheld Vs. ABC-Para

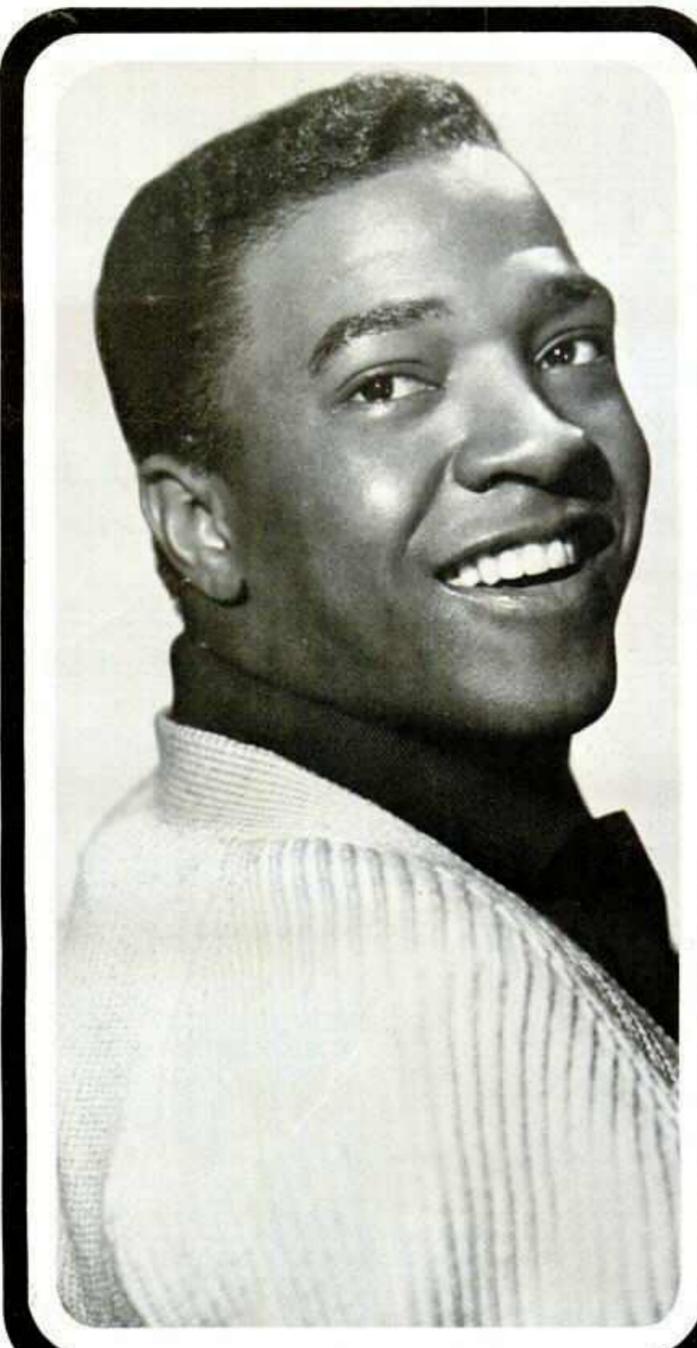
MIAMI — A Federal Court here awarded damages in the amount of \$22,500, plus other relief, to Topps Record Distributing Co. of Miami against ABC-Paramount Records for alleged unlawful interference with contractual relations.

The suit, instituted by Topps, concerned ownership and the rights to sell or lease the Jimmy Velvet recording of "We Belong Together" on Velvet Records. The jury determined that Topps had the right to sell or lease the record, and that ABC-Paramount was aware of Topps' authority at the time it purportedly purchased the rights to the record from the artist in August, 1963.

Damages were awarded because the jury also found that ABC-Paramount had knowledge of the contract whereby Topps had sold the record for manufacturing and distribution to Cortland Records, a Chicago firm, and that ABC-Paramount, by its actions and subsequent distribution of the record on its own label, unlawfully inter-

fered with and caused breach of contractual relations between Cortland and others and Topps. ABC-Paramount also has been enjoined from any further activities relating to the Velvet record and certain other related recordings by Jimmy Velvet.

Attorney representing Topps in this suit was George Elias Jr. Prior to entering private law practice in Miami, Elias was a tax attorney for the Department of Justice in Washington.



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Projected Format Changes At KHJ Causing Flurry

By ELIOT TIEGEL

HOLLYWOOD — Turmoil surrounds KHJ, RKO General's outlet caught in the swirl of a forthcoming format change to Top 40 programming. General manager Ira Laufer, who was brought over from KABC to further develop the station's adult programming, is reported departing his post of a few weeks in dispute with New York brass over the sudden switch in plans.

Mentioned as taking over the helm is Ken Devaney, former

assistant to Crowell Collier Broadcasting president Joe Drilling. Devaney resigned his post last week.

When word of the sudden shifting of gears broke, phone jockeys Michael Jackson and Joe Dolan were besieged with calls from listeners blasting the move to rock'n'roll music.

Staff Changes Imminent

Jackson, whose contract will not be renewed after April 15 because of the format change, piqued management by his blasts at the move and was told not to report for work Feb. 24 for his 10 a.m.-2 p.m. stanza. Instead, late-night deejay Paul Compton was shifted back into the slot, with Frank Evans handling the midnight to 6 a.m. program.

The fate of such personalities as Red McIlvaine, Don Ross, Paul Compton, John Gentry plus a prestige news staff, currently

(Continued on page 72)

Copyright Bill Hearing Starts On April 28

• Continued from page 1

pected to be Register of Copyrights Abraham L. Kaminstein.

Rep. Edwin E. Willis (D., La.), Copyrights Subcommittee chairman, reminded fellow congressmen last week that the Library of Congress has put in 10 years studying revision of the outmoded 1909 Act which cannot cope with this era's new methods of reproducing and disseminating copyrighted works. The Library sponsored 35 studies, issued a first report in 1961 and submitted it to exhaustive analysis by panels of copyright experts through 1962. The 1964 draft of the revised bill has been slightly changed, and re-introduced in 1965 as H. R. 4347 by Judiciary Committee Chairman Emanuel Celler (D., N. Y.).

Juke Box Bill

Representative Celler is also author of a separate bill to end juke box performance royalty exemption (H. R. 18), although the revision bill would also drop the old 1909 performance royalty exemption for coin-operated juke box play of copyrighted music. The revision bill could take from two to six years, by current estimate, to get through House and Senate committee hearings. Celler probably hopes for earlier action on his juke box bill, which for the first time got through both Copyrights subcommittee and the full House Judiciary Committee last session.

The revised copyright bill is of intense interest to the record industry. For the first time, it provides protection against duplication of phonograph records. It requires notice of copyright, with date and name or insignia of copyright owner on all records. The bill retains the compulsory licensing clause to permit recording of copyrighted music once it has been recorded for public sale. Additional recorders must notify the owner and pay him mechanical royalties on a regular basis, and at a higher rate than in the 1909 copyright law. Damages are heavier all down the line for infringements, under terms of the revised statute.

The new copyright term would run for life plus 50 years, ending the old 28-year original and renewal terms. The highly disputed "Reversion" order for renewal rights in the 1909 act has been dropped. Copyright owners can recapture copyright from a transferee after 35 years, on two-year notice, if he wants to change partners.

Bleyer Poses A Challenge

• Continued from page 4

little attempt is made to work together. The record industry is probably the only industry with multiple trade organizations."

The executive called the multiple activity of each interest group—racks, distributors, dealers, one-stops, juke box operators—comprising a "cold war."

Sees Big Change

Bleyer predicted that marketing changes of the '50's will seem mild in comparison to those forthcoming in the '60's. He cited automatic vending as the next step in self-service. New retail outlets will include giant apartment houses, office buildings, industrial parks, gas stations, with large stores and chains growing larger. "You'll see buying done by committee. You'll probably even see a re-birth of the small specialty shop," Bleyer continued.

Bleyer warned the rackers that competition for the growing leisure market is already great and increasing. Calling the convention's theme "praiseworthy," Bleyer concluded, "It makes me believe this convention could be a milestone; a beacon for the entire industry. And it makes me believe that this convention could help keep this crazy business healthy, exciting and wonderful."

Hanna-Barbera Hires Goldberg

HOLLYWOOD — Larry Goldberg has been hired by Hanna-Barbera Records head Don Bohanan as Western regional sales manager. Goldberg is the first employee hired by Bohanan for the new label. With a background in promotion and a&r, Goldberg is currently handling a&r sessions for the label's popular music line.

Hanna-Barbera presented its first kiddie package to rack jobbers at the NARM convention in San Francisco last week. The company has not yet bowed any pop product, but Goldberg is hard at work cutting sessions and Bohanan has been listening to masters from independent producers.



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Since the Fire!

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A Smash in Chicago and Houston

CHESS

RECORDS

Roselli in Rousing Debut

NEW YORK—The big-time New York night club debut of Jimmy Roselli was indeed an auspicious one. Julie Poddell's Copacabana was jammed opening night, Feb. 25, with well-wishers and a responding audience.

For those who have become acquainted with Roselli through the featuring of his Ric album, "Live and Love Italian Style," on WMCA's Joe O'Brien Show, his vocal talents came as no surprise. However, both Roselli fans and the handful of first-nighters were enraptured by the artist.

Jimmy possesses a stimulating voice, powerful and well-controlled. He packs an emotional wallop with his delivery of Italian songs.

A highlight of the second show was a show-stopping rendition of "My Yiddische Momma," which brought the mainly Italian-American audience to their feet.

Playing to the predominately Italian crowd, Roselli, did not miss an inflection, and gave warm and tender performances of "Mama," "Mala Femina," "Two Stars," and his Ric single of "Anema E Core."

Roselli weaved into his program a series of pop ballads: "You Do Something to Me," "I Get a Kick Out of You," "London Town." He does well on these numbers but relies too heavily on other styles. His rendition of "You Do Something to Me," gave one the impression of listening to someone between Dean Martin and Buddy Greco.

The 35 year-old vocalist undoubtedly has what it takes to become a distinctive artist on his own with a pop ballad. This was displayed with his walloping "You're Nobody Till Somebody Loves You." He rode it from beginning to end in his own pounding style.

GIL FAGGEN



THE DAVE CLARK FIVE, Epic Records artists, have been tied in with the Revlon Co. in a contest which offers 9,000 prizes. The grand prize will be a weekend with the group in London sometime this summer. The picture is the display Revlon will be using at their cosmetic counters throughout the country.

DeVol Guests for AFRTS

HOLLYWOOD — Academy Award music nominee Frank DeVol has been tapped by Armed Forces Radio and Television Service for two half-hour radio programs, one of which, "Tempo," has been recorded for immediate airing on the worldwide AFRTS short-wave station.

DeVol, nominated for his song "Hush...Hush Sweet Charlotte" and for the score

from the film, will be interviewed by Bud Widom on "Tempo" about the Oscar race in Hollywood. Program will be short-waved because of its timeliness.

AFRTS "World of Show Business" will devote a half-hour to DeVol in a broadcast to be released next month to all Armed Forces networks around the world. The program will trace DeVol's career from the days he started as a sideman with George Olsen to his current status as West Coast head of ABC-Paramount Records and arranger-conductor for Doris Day, Tony Bennett and Ella Fitzgerald and his various motion picture and TV scoring assignments.

Kapralik Doing Double Duty in 'Loft' and N.Y.

NEW YORK—David Kapralik, former head of April-Blackwood, is leading a double life. In Manhattan during the week he's involved in music publishing, disk production and sundry other show business activities, and on the weekends he commutes to St. Thomas, V.I., to oversee the operations of his supper club, The Loft.

The club, which opened in mid-December, is a natural loft of a former Danish Ship Chanding establishment replete with wooden beams, Tiffany lamps, and a Danish chandelier that once belonged to the King of Denmark. It's developing into a big draw for entertainers who want to entertain and for entertainers who want to be entertained.

Among the performers who've worked there are Sylvia Sims, Vaughn Meader and Mae Barnes. Among the celebrities who've stopped off are Peter, Paul and Mary, Georgia Brown, Bob Crewe, Will Holt, Dolly Jonah, Barbra Streisand, Bette Davis, Joe Sherman, John Patrick, Salvador Dali and Dion Di Muci.

During Kapralik's absence, the spot is managed by Haitian Paul Bausson.

'Hitsville, USA' Act in Detroit A Hitsville

DETROIT—"Hitsville, USA," the name of Berry Gordy's talent firm, is presenting a swinging, solid show at the Driftwood Lounge here. On the bill are Marvin Gaye, the Spinners, Kim Weston and the Earl Van Dyke and the Soul Brothers Orchestra.

While the show is centered on Gaye, there is more than enough talent to go around. The Spinners come on five strong and weave a comedy-musical web that is standout. They are a good sight act as well as potent purveyors of rock, ballad and novelty tunes. Kim Weston is a young performer who can really belt a ballad. Strong pipes, good projection couple with fine material and solid backing by the Van Dyke orchestra to hold the audience all the way.

Gaye has come a long way since his first hit in 1962. He has acquired tremendous stage presence and he knows how to inject humor, excitement and fine vocalizing into what has become a polished act. His string of hits carries the audiences along with enthusiasm and he also gets big response for his costume changes. His exciting performance can easily project him into class spots around the country and some top TV guest shots.

The show's emcee is Sonny Carter, a local disk jockey. Earl Van Dyke's group does outstanding work throughout.

TOM NOONAN

CAPITOL SEC'TY WED TO GEDDA

NEW YORK—Stacey Caraviotis, former secretary to Brown Meggs, vice-president for merchandising, advertising and public relations for Capitol Records Distributing Corp., has gone from shorthand to longhair. She was married Feb. 21 in Stockholm, Sweden, to Nicolai Gedda, leading Metropolitan Opera tenor.

Gedda, incidentally, is featured in Angel Records' best-selling album of "Carmen." The newlyweds late this month will return to New York, where they will establish residence.

PEOPLE AND PLACES

By MIKE GROSS

Gerard W. Purcell, manager of trumpeter Al Hirt, on the Coast to meet his client for taping of Andy Williams' TV show March 12. . . Don Anthony, Barbizon Records singer, set for the "Shindig" show March 10. . . Pianist Ralph Hark has been held over at the Three Lions Pub in the Tudor Hotel. . . Nina Simone begins a three-week engagement at the Village Gate March 16. . . Paul Anka began a one-week stand at El San Juan Hotel, Puerto Rico, March 8. It's his first there since 1961. . . Folk singer Judy Collins has a weekly radio show on New York's WBAI-FM. . . The Righteous Brothers have signed Murray Roman as their personal manager. A 10-city concert tour is now being lined up.

Terri Thornton, Columbia Records thrush, will guest on CBS-TV's "On Broadway Tonight" on March 12, singing her new release "Won't Somebody Please Belong to Me." . . Rita Pavone, RCA Victor artist, will appear at Carnegie Hall on March 20. She will be backed by Stelvio Cipriani, her musical director from Italy. Also on the bill with Miss Pavone will be Franco Paganini, another RCA recording artist from Italy. Erberto Landi is producing the concert. . . Songstress Bernadette Castro has retired from show business as well as recording Colpix disks to become vice-president of Tele-radio Corp. in New York. The firm handles the advertising, radio-TV commercials for her father's Castro Convertibles Furniture Co. . . Jimmy Dean has been set for an appearance at Harrah's Club in Lake Tahoe on May 13 for a two-week engagement. . . Odette, RCA Victor recording artist, will appear in concert at Town Hall on March 13.

The Detergents have been set for the first show at the New York Paramount April 16. . . Jimmy Chips has been held over at the Bon Soir in Greenwich Village. . . Sugar Ray Robinson on the road promoting his album on the Continental label. . . The Reflections, who record for Golden World, will go on tour with Gene Pitney's "Shower of Stars," kicking off April 16. . . Joan Rivers, young comedienne now appearing at the Duplex in Greenwich Village, has been signed to General Artists Corp. . . Ella Fitzgerald begins a five-week tour of Europe March 18. . . The Modern Jazz Quartet will appear in concert at Philharmonic Hall April 23. . . Chess Records' Chuck Berry guests on "Shindig" March 17. . . Claude Philippe hosting a discotheque cocktail party for Sheila M. Sanders' new LP, "Rare, Hot and Cole . . . Porter" on the Mercury-Philips label at Le Club March 15. . . Bobby Goldsboro does a "Shindig" shot March 17 and then goes out with the Lloyd Thaxton package hitting Seattle, Portland and Vancouver. . . Bobby Vinton, Epic Records artist, will make his New York night club debut at the Copacabana in June.

MIKE GROSS

ADD TO BRUBECK FIRE

Tijuana Brass Hot Group

SANTA MONICA, Calif.—The Dave Brubeck Quartet's impeccable jazz artistry proved a solid success but Herb Alpert's Tijuana Brass lit the candle to a sparkling evening of entertainment Saturday (27).

With the additional debut of Joao and Astrud Gilberto together, Sight and Sound Productions hit paydirt with a class billing which played to two strong, enthusiastic houses.

Currently on a concert tour, the Brubeck four closed the first show and opened the late concert, with the indefatigable Joe Morello powerhousing the pianist, altoist Paul Desmond and bassist Eugene Wright through five numbers from the Brubeck book, all performed with fresh ideas.

Costa Off to Coast On Business

NEW YORK—Arranger-composer Don Costa headed for the West Coast last week for a month's business trip. During his stay there, he'll set up an act for Trini Lopez, who opens at the Flamingo in Las Vegas later this month. Costa will also produce the music for a cameo appearance by Lopez in a forthcoming Frank Sinatra film and discuss the scoring of a movie that Lopez is to make for 20th Century-Fox.

Costa also will be working with Burgess Meredith on their Broadway-bound musical, tentatively titled "Winter Quarters." In addition, Costa will arrange and conduct an album for Robert Goulet before returning to New York.

The proved drawing power of Brubeck was stacked even further by adding the Tijuana Brass, an act heretofore confined to Los Angeles recording studios and a national hit on A&M Records. The septet's debut in the L.A. region portends future success on a national scale. Reaction of the audience to the unexpected comedic antics of the trombone player created a jovial atmosphere and the performers beamed with delight. However, Alpert was nervous and awkward. The trumpeter should overcome these shortcomings with exposure. Musically, the group offers the Mexican sound with solid rhythm. Two trumpets, trombone, guitar, bass and drums work consistently.

At this early point the Tijuana Brass shapes up as a potent TV and concert act, but will have to get out of its unpolished state. Alpert's facile fingering in harmonizing with the other horn is a strong point. Group's repertoire was all from its recorded works.

More people knew Astrud Gilberto than knew her husband. He performed with a barely heard trio, and then teamed with Astrud after her turn on two numbers. The beautiful lark, now working on her own, still sings without emotion. With Stan Getz's saxophone, it might have been passable. Now by herself, the shortcoming in the interpretation stands out. She barely scratches the surface of her potential. With some fire behind her words and a great deal more stage presence, she can become a real talent.

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DEAR **Billboard** READER:

MY NAME IS GWENDELEN HIGGENBOTHAM AND I HAVE A PROBLEM. I MET AN OLD BOY FRIEND OF MINE LAST WEEK AND THE FIRST WORDS OUT OF HIS MOUTH WERE AS FOLLOWS:

"ONE KISS FOR OLD TIMES' SAKE"

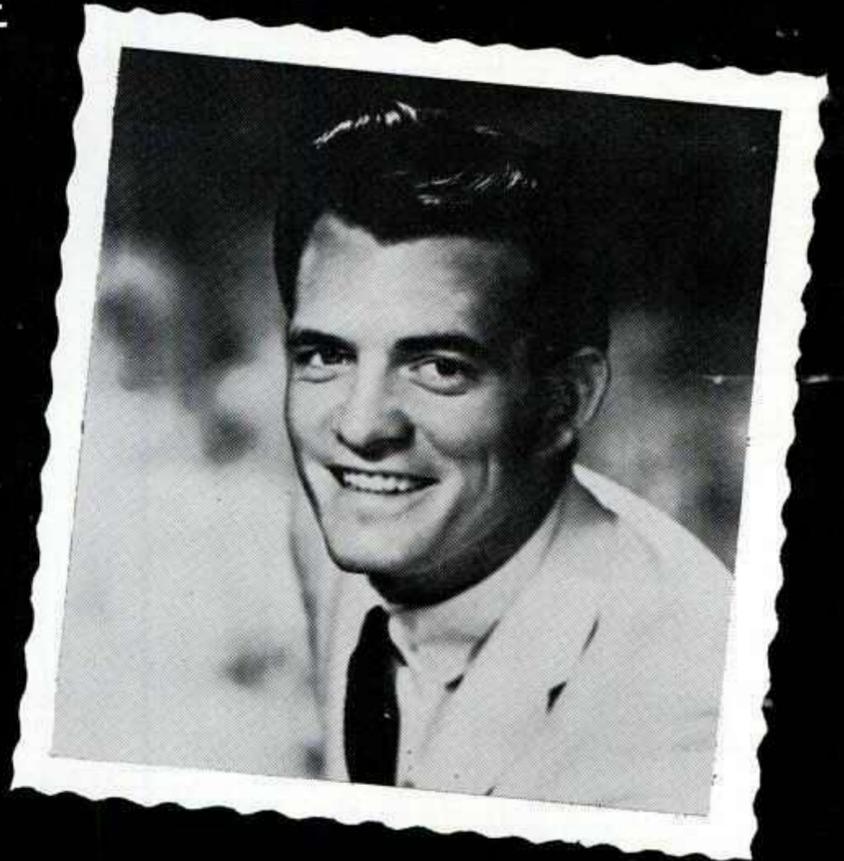
WRITTEN BY—
ARTHUR RESNICK
KENNY YOUNG

PUBLISHED BY—
T. M. MUSIC, INC.

D-179

ENCLOSED IS HIS PICTURE

RONNIE DOVE



WHAT SHALL I DO? PLEASE HELP ME.

*Gwendelen
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DIAMOND
RECORDS INC

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RAY STEVENS

PRODUCED BY
PHIL KAHL AND RAY VERNON

PERSONAL MANAGEMENT
PHIL KAHL AND
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Eurovision Songfest Lures Brightest European Stars

NAPLES—A galaxy of Europe's brightest stars will participate in the Eurovision Song Contest here March 20.

Here is the latest list of entries available at press time:

Austria—Vogue's Udo Jurgens singing "Sag Ihr, Ich Lass Sie Grussen" (Tell Her, I Left My Regards) written by Bohlen and Jurgens.

Belgium—HMV's Lize Marke singing "Als Het Weer Lente Is" (When It's Spring Again) composed by Jaak Dreesen and Jef van den Berghe and published by Ardmore and Beechwood, Brussels.

Denmark — Birgit Bruhl singing "For Din Skyld" (For Your Sake) written by Poul Henningsen and Jorgen Jersild.

Eire—Pye's Butch Moore singing "I'm Walking the Streets in the Rain," written by George Predergast, Joe Harrigan, and Teresa Conlon and published by Belgravia Music, London.

Finland — Philips' Viktor Klimenko singing "Aurinko Laskee Laenteen" (The Sun Sets in the West) written by Toivo Kaerki and published by Musikkafazer.

France — AZ-Vogue's Guy Mardel singing "N'Avoue Jamaish" (I've Never Admitted It) written by Francoise Dorin and published by Tutti, Paris.

Germany—Ulla Wiesner singing "Paradise Wo Bist Du" (Paradise, Where Are You?).

Italy—Ricordi's Bobby Solo singing "S.E. Piangi, Se Ridi" (If You Cry, If You Laugh) written by Mogol-Marchetti and Satti and published by Fama-Ricordi, Milan.

Luxembourg—Philips' France Gall with a song published by Editions Barclay, Paris.

Monaco—Marjorie Noel singing "Va Dire a L'Amour" (Go Tell It to Love) written by Mareuill and published by Tutti-Pathe-Marconi, Paris.

Netherlands—Philips' Connie van den Bos singing "Het Is Genoeg" (I've Had Enough) written by Johnny Holshnysen and Joke van Soest and published by Basart, Amsterdam.

Norway—Triola's Kirsti Sparboe singing "Karusell" (Merry-Go-Round) written by Jolly Kramer-Johansen and published by Arne Bendiksen A-S.

Portugal—Simone de Oliveira singing "Sol de Inverno" (Winter Sun) written by Nobrega-Sousa and Braganca.

Spain—Discos Belter's Conchita Bautista singing "Que Bueno, Que Bueno" (How Nice, How Nice) published by Peer-Southern, Barcelona.

Sweden—Ingvar Wixell singing "Annorstades Vals" (Absent Friends) written by Dag Wiren and Alf Henriksson.

Switzerland—Yovanna singing "Non, A Jamais Sans Toi" (No, To Being Without You Ever) written by Calfati and Charles.

Yugoslavia — Jugoton's Vice Vukov singing "Ceznja" (Nostalgia) written by Roje and Maric and published by Jugoton, Zagreb.

United Kingdom—Decca's Kathy Kirby singing "I Belong," written by Peter Lee Stirling and Phillip Peters and published by Robbins, London.

HOW THEY'LL PICK 'EM; PREVIOUS WINNERS LISTED

NAPLES—Voting in the 10th annual Eurovision Song Contest here in the new TV-Radio Production Centre's auditorium March 30 will be by nine-member juries in each of the 18 countries entered. Results will be phoned to Naples immediately after the contest. No country can vote for its own entry.

Year	Place	Song	Singer
1956	Lugano	Refrain	Lys Assia (Switzerland)
1957	Frankfurt	Everything as It Was	Corry Brokken (Netherlands)
1958	Hilversum	Sleep My Love	Andre Claveay (France)
1959	Cannes	A Little Bit	Teddy Scholten (Netherlands)
1960	London	Tom Pillibi	Jacqueline Boyer (France)
1961	Cannes	We the Lovers	Jean Claude Pascal (Luxembourg)
1962	Luxembourg	A First Love	Isabelle Aubret (France)
1963	London	Dancing Tune	Grete and Jorgen Ingmann (Denmark)
1964	Copenhagen	I'm Not Old Enough	Gigliola Cinquetti (Italy)

San Remo's Rhubarb Enters New Phase

ROME — Giuseppe Calabro, Sicilian deputy, has heaped coals on the RCA-San Remo-RAI song imbroglio by demanding that the Minister of Spectacle explain why an "unofficial" festival such as San Remo, which utilizes many newcomers, is allowed to choose Italy's representative in the Eurovision Song Festival.

The demand is one of several continuing quarrels which have grown out of the 1965

San Remo event. Greatest fest beneficiary was Ricordi-CBS, currently outselling all other diskeries. It was represented by five artists with six numbers. RCA, which refused to have its representation cut to five, now stands as the greatest loser; for the first time in several years it is not leading in nationwide disk sales.

When RCA withdrew from San Remo, it made an agree-
(Continued on page 18)

Some Top Artists Set for Eurovision Fest



GUY MARDEL



BRIGIT BRUHL



LIZE MARKE



CONNIE VAN DEN BOS



INGVAR WIXELL

EUROVISION SONG CONTEST 1965

SPAIN PRESENTS

CONCHITA BAUTISTA

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BUENOS AIRES - ARGENTINA

This Week's
NEWSMAKERS
Around the World



WELCOMING REPRISE'S Keely Smith in London during a recent two-week stint of personal appearances were, left to right: Louis Benjamin, managing director of Pye Records; Leslie Cocks, Pye's a&r controller; Jimmy Bowen, a&r, Reprise Records; Tony Hatch, a&r, Pye Records; Peter Knight Jr., Pye's international manager; and Irving Chezar, Pye's American representative.



WINNER of the 2nd Latin American Song Festival in Uruguay was RCA Victor's Palito Ortega, right, with "Lo Mismo que a Usted." With him is Philips' Horacio Guarany. The two were the festival's most popular artists.



EXCHANGING VIEWPOINTS with Morris Ostin, left, vice-president of Reprise Records, during his recent visit to Pye Records in London is Andre de Vekey, director of Billboard's European office.



IN HONOR of his recent recording, "Vienna, My City of Dreams," Richard Tucker, right, leading tenor of the Metropolitan Opera Association, receives a medal reproducing the oldest known official seal of the City of Vienna from New York's Austrian Consul General Johannes G. Willfort. The record introduces 13 popular Viennese songs in English translations.



NIPPON VICTOR's Romi Yamada is shown interviewing Neil Sedaka for her nightly "Romi Yamada Show" on Radio Tokyo on a recent New York visit. Romi's "Arigato" (Thank You), in Japanese, is already on sale in the U. S. and she recently cut an Italian version.

THE MOST TALKED about TV show among pop music fans in Spain is "Cancionero" and yacking it are, left to right, Argentinian Billy Cafaro, Graciela Pal, George Green of Panama, Ferran Alabert from Barcelona, MC's Raul Matas, Johnny and Charley from Holland, and Pablo Palitos, comedian. Johnny and Charley introduced the hit record in Spain, "La Yenka," through the 45-minute weekly show.



THE FIRST NATIONAL CBS-Oriole sales conference under the new British CBS setup was held recently in London. Among those present were, left to right: Stanley West, CBS label manager; Quita Chavez, classical repertoire and promotion manager; Roger Easterby, press officer; Morris Levy, managing director; Peter De Rougemont, vice-president, CBS European operations; Derek Witt, TV and artists' promotion manager; George Shestopal, assistant managing director; Peter Lamb, creative services manager; and Walter Sparkman, sales manager.



IT'S NOT A CONGA LINE, it's a group of Helsinki youths doing the Jenka (Letkis), the latest dance fad in Finland and West Germany.



Philips' Phonographic Industries,
who distribute Mercury products
in Europe, congratulate Mercury
Records and

TIMI YURO

on the phenomenal success of
E POI VERRA' L'AUTUNNO

(Gold Award for the Best Performance
at San Remo, from the Italian Press)

and

YOU CAN HAVE HIM

(her latest American chart-climber)



This is a publication of Philips' Phonographic Industries,
Central Offices: Baarn, The Netherlands

Gormley Picks Executive Director

LONDON — Harry Walters, who was European representative of Cameo-Parkway for two years and previously worked with EMI, Pye and Philips, has been appointed executive director of Peter Gormley (Management) Ltd., and its affiliates, Shadows Music, Joaneline Music and Park Lane Music. The Gormley firm manages Cliff Richard, the Shadows and Frank Ifield.

One of Walters' first tasks

will be to set up publishing houses in Germany, France, Italy and Scandinavia. These will be in association with Aberbach, which previously handled the catalog.

Shadows Music is a particularly important catalog. In addition to penning many of their own and Cliff's hits, the Shadows wrote all the music for their current London Palladium pantomime, and have also written a great deal of the music for

their highly successful films.

Forms Own Company

Cliff Richard has just formed his own film production company, InterState Films. The company will make Richard's next picture early in the summer and the new Shadows film near the end of the summer. Managing director of these companies is Peter Gormley. Cliff's previous films have been made by a production company with which his agent, Leslie Grade, had been associated.

The publishing rights may now be negotiated although Leslie Grade's Elstree Films will continue to distribute the pictures. For the past 12 months, since he left Cameo-Parkway, Harry Walters has been with the BBC. Prior to Cameo-Parkway, he served as sales promotion manager for EMI and with the international division.

Walters was once band manager with the Ted Heath orchestra.

Barry Plays Prime Role in CBS Operation in Britain

LONDON—John Barry will function in a major capacity now that CBS has begun its recording operations in Britain. He was recently signed to the American label as both artist and producer for three years. Barry, whose "Goldfinger" al-

bum recently toppled a Beatles LP from the top of the charts, has signed a management contract with Marty Erlichman, who also manages Barbra Streisand. His agent is Dennie van Thal of London Managements.

After completing his score for the new Brian Forbes American-made Columbia picture, "King, Rat," Barry flies with Forbes to Hollywood April 1 to record. He will visit New York on his way back to London.

He will then begin operations in earnest for CBS as a producer.

The label is rushing out his orchestra's single of "A Man Alone" from the film "The Ipcress File," for which he has also written the music. The picture opened at London's Leicester Square Theater March 18.

Barry is also working on the score for the next James Bond film, "Thunderball," and a musical, "Passion Flower," which he has written with Wolf Mankowitz, for staging in May or June.

Leventhal in First Stop of Europe Trek

PARIS — Harold Leventhal, folk artists manager headquartered in New York, is on the first leg of a European tour that will take him to Prague, Warsaw, Moscow and Budapest where he will confer with the concert booking organizations in these Eastern European capitals.

Concert tours have already been planned for the summer and fall for American folk artists, and final arrangements will be concluded during his current visit. As a result of the highly successful tour of Pete Seeger and Leon Bibb in Eastern Europe this past year, Leventhal was requested by the booking offices to arrange additional concert packages for 1965 and 1966.

CBS Repped In Bolivia

NEW YORK — Columbia's international label, CBS Records, has arranged for the distribution of disks in Bolivia, according to Harvey Schein, vice-president and general manager of CBS Records.

The new licensee is Discolandia Dueri Y Cia, Ltd.

Janez Truden, vice-president, Discos CBS S.A., CBS Records' Argentina company, and Miguel A. Dueri, president of the Bolivian company, negotiated the contract.

BOB BURTON AT PARIS MEETING

PARIS — Robert J. Burton, president of Broadcast Music, Inc., is attending meetings of heads of the societies of International Confederation of Societies of Authors and Composers here during March.

Leo Cherniavsky, head of BMI foreign rights division, accompanied him as a technical advisor. The meetings are being held in Paris.

Musicor Set In London

LONDON — Art Talmadge, president of the U.S.-based Musicor label, is opening a branch office here. Talmadge already had made arrangements with Gerry Bron to reproduce sessions in England with artists who will be signed directly to Musicor Records.

Bron has been producing sessions with such hit artists as Gene Pitney and Marianne Faithful.

S. Mountain Aid in Deals

ROME — Stan Catron, general professional manager of South Mountain Music, a New York-based firm, wound up a 10-day tour of Italy, France and England last week setting up publishing and recording deals. In addition, he opened South Mountain Music branches in Rome and Paris.

Catron also acquired the American publishing rights to the Italian film, "Un Pugno di Dollari" (A Fist Full of Dollars). The movie, which is described as an Italian western, will open in the U.S. later this year. Catron will assign a writer to do an English lyric for the movie's main theme. Catron also placed five South Mountain songs with the artist and repertoire head of Italy's CGD Records, Giuseppe Gianini. Several CGD

EMI Makes Major Shifts In Personnel

• Continued from page 1

and repertoire department. Producers George Martin, Norrie Paramore, Norman Newell and Wally Ridley are elevated to senior producers and apart from the hit artists they have at present.

These four will be largely responsible for building up the LP market, particularly show albums.

Their previous assistants, John Burgiss and Ron Richards, are known for their successes with Manfred Mann, Adam Faith, Freddy and the Dreamers. P. J. Proby and the Hollies are appointed full a&r men to concentrate on producing hit records and are responsible only to White. EMI is also anxious to ensure that it does not miss the wealth of independent product now available here and White will head its acquisition. White has been with EMI 24 years, and for the past two years has been running the internal commercial division. Prior to this he was general marketing manager.

News From the MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Reprise Managing Director Morris Ostin visited Robert Oeges of Negram to discuss new release plans, about which they're very optimistic. . . . After the recent introduction on the Kapp label of The Motions, Dot will also take over the Dutch beat group, the Albies, presently on Havoc. . . . Shirley, Imperial's vocal star, did a number of radio and TV gigs during the last few weeks. She has also been contracted by the VARA to do a show "Shirley in Swing and Sweet." . . . CBS' Jacky Delmone, whose records are best sellers in Belgium, is gaining popularity in the southern part of Holland. . . . Frank Visser of Phonogram reports very good sales of Ronnie Tobers' records, "Iedere Avond" and "Geweldig." . . . Negram made a rush release of "Send Me the Pillow," by Dean Martin. Also rush-released were records of the Honeycombs, Sandy Shaw and the Kinks. . . . The same company reports that sales of the Mode repertoire, with catalogs from Vogue, Pye, Kapp, Dot and Electra, are very high for Holland.

With the Jenka still running high (The Letkiss-Jenka is still No. 1), Bovema released a new single by the Cocktail Trio, "The Pretka Jenka" on Imperial. . . . During the British week at Amsterdam, to be held from May 15 through 23, Bovema will be one of the participating firms representing EMI. . . . On Columbia, Bovema released a number of records this week: "Can't You Hear My Heartbeat," by Herman's Hermits; "Que Sera," by Earl Royce, and Georgie Fame with "Fame at Last." . . . Billboard's excellent review of the album, "Farewell Hawaii," by the Dutch Killima Hawaiians, has been received pleasurably by CBS' Hemmy J. S. Wapperom and Gerard Hulsebosch. . . . The same company released the following albums: "The Fabulous Johnny Cash" and "At Carnegie Hall," the latter with c&w artists Lester Flatt and Earl Scruggs. Also released was a jazz album, "That Newport Jazz," featuring the Newport Band and the Newport All-Stars, with performances of "Just Me, Just You." . . . In the classical field, CBS released Robert Casadesus with Beethoven's "Piano Concertos No. 1 and 4," accompanied by the Amsterdam Concertgebouw Orchestra, conducted by the late Eduard van Beinum, and an LP containing Ravel's "Piano Concerto in G Major" and De Falla's "Nights in the Gardens of Spain," featuring pianist Philippe Entre-

mont and the Philadelphia Orchestra, conducted by Eugene Ormandy. RAYMOND DOBBE

COLOGNE

West Germany's Olympic ice skating champion, Hans-Juergen Baeumler, is marking his first anniversary as a CBS recording artist with "Sorry Little Baby," composed by Werner Scharfenberger. He used this title in opening his European tour recently in Berne. CBS is unveiling a new rock combo, Rocking Stars, with "Tine, Darling" and "Blues Stay Away From Me." Rocking Stars are Dieter Kersten, Juergen Lammer, Curt Schwab, Karl-Heinz Rapp, and Fritz Reinhart. The Rocking Stars are described as "intellectual Beatles." . . . Ariola's hit "Humbta Tantara" is the motto of the Mainz carnival this year. Music and text were written by Toni Jaemmerle, a blind phone operator in the Giesesen Justus - Liebig University. Ariola's disk is sung by Ernst Neger. Ariola is offering the ultimate in teen-age music with the disk, "Bleib' Mr Treu, My Darling." The disk is virtually the one-teen-ager production of Alexander Heinemann, son of a physician and high school senior in Bonn. The youth wrote the music and text and did the recording accompanied by his band, The Western Boys, which young Heinemann organized five years ago.

Gerig reports that its "Letkiss" has become a tremendous hit in Germany, with the following "Letkiss" versions already having appeared here: Roberto Delgado's (Polydor); the Finnish Jenka All-Stars (RCA), Die Musikboxer (Ariola), the Temperance Seven (Odeon), Ernst Jaeger's Orchestra (Tempo), Die Skandias (Polydor). . . . U. S. recording artist Jody Miller has just cut her first German-language disk, "Sei Mein Mann" and "Jetzt Geh'n Uns're Sterne Auf," for Electrola. An in memoriam Nat King Cole repertoire of the late singer's most popular songs. . . . Electrola has parted the Iron Curtain to record Czechoslovakia's top pop singer, Michaela Prunerova, in "Downtown" and "Violets aus Virginia." The Cologne diskery announces that the Golden Gate Quartet will give a concert of spiritual music in Hamburg.

OMER ANDERSON

DUBLIN

Seekers will begin their first Irish tour April 25, during which they will undertake eight days of ballroom and concert appearances.

(Continued on page 20)

San Remo Rhubarb Persists

• Continued from page 14

ment with RAI for two telecasts to feature its San Remo and other artists. The company prepared two segments of the show named "Pick-Up" and emceed by Walter Xhiari at an approximate cost of \$32,000. While it was hoped that the show would be seen on TV before San Remo, the dates were changed several times. As of now they have been indefinitely postponed. Without the impact of TV, the RIA songs, which include appearances by Paul Anka, Neil Sedaka, Dalida, Alain Barriere, etc., have not made the best-selling lists. RCA's Giuseppe Ornato wants RAI's director-general Ettore Bernabei to explain the delay. Shows were taped by RAI staff.

Meanwhile, the fact that

Eurovision Grand Prize of Song is being held in Naples has fanned the controversy because some of top pop singers were turned down in favor of newcomers at San Remo. Although Italy won with Gigliola Cinquetti a year ago when she was a newcomer, Calabro feels that the nation is not putting its best foot forward in the musical competition.

While current disk sales are not at the peak of a year ago, it is interesting to note that some 20 festival disks are among the top sellers with Ricordi-CBS, CGD and Jolly in front. While RCA has lost its dominant lead, it is still among the leaders and might regain the top if RAI would release the "Pick-Up" programs before the numbers become dated.



Photograph by Jason Biggs, London.

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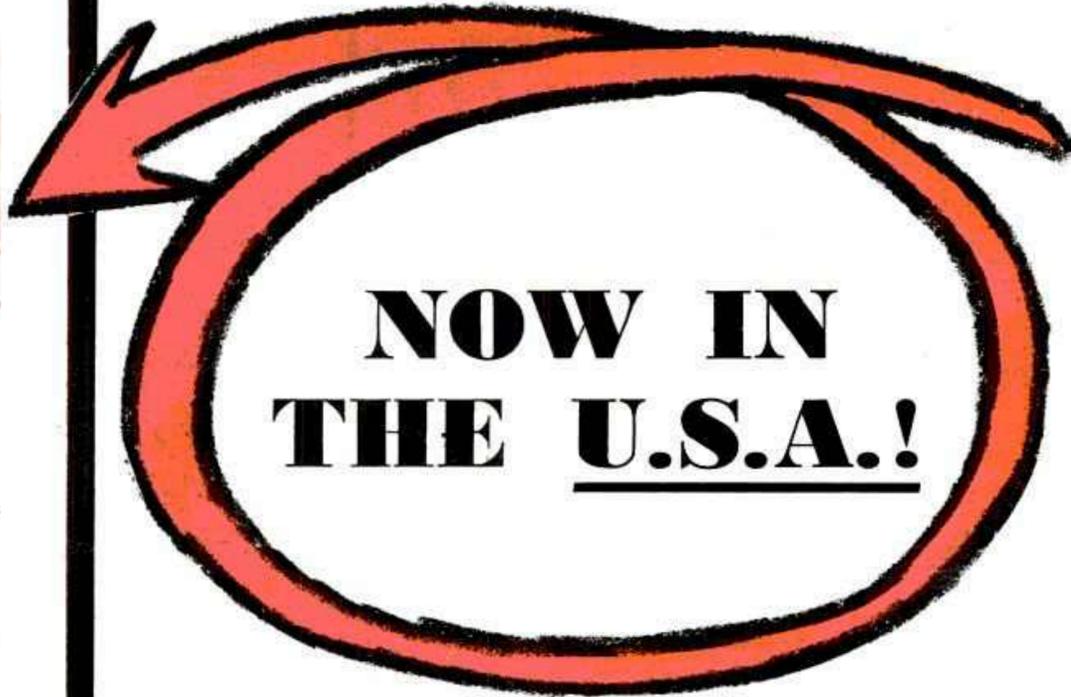
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News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 18

... Royal Show band is seeking Hucklebuck tunes for future disks, as dance has caught on nationally. ... Meanwhile, their new single revives Gene Pitney's "If I Didn't Have a Dime," which is also covered by British singer Deke Arlon. ... New Radio Eireann program "Not So Green" features local group the Greenbeats. ... On March 1 they began a stint at Dublin's Gaiety Theater in an experimental series that will present show bands in addition to usual variety acts. ... Units booked include Cadets, Kings and Paragon Seven. ... "Walkin' the Streets in the Rain," Ireland's entry for the Eurovision Song Contest, will be recorded for Pye by Butch Moore and the Capitol Showband. ... Adavin O'Driscoll presented "Unforgettable," a tribute to Nat King Cole, on Radio Eireann.

KEN STEWART

LONDON

MCA Vice-President Berle Adams arrives next week (15). He will discuss with Leeds managing director Cyril Simons several catalogs which will probably revert to Leeds as a result of MCA's acquisition of Lou Levy's, former company. A week later another MCA vice-president, Sal Chiantia, is due, and at the end of the month he and Adams will visit other parts of Europe together. ... Sandie Shaw, due to fly to Los Angeles next week with Adam Faith to appear in "Shindig," has been refused a U. S. work permit. Her manager Evelyn Taylor has been told by the U. S. Federation of TV and Radio Artists that Sandie has "not yet qualified as a star." Her second hit, "Girl Don't Come," is currently on the Billboard Hot 100. ... Decca's Twinkle is expected to visit the U. S. in the spring as the result of arrangements being made by Randel Wood, who recently took charge of Vee Jay, her U. S. label.

The Rolling Stones will begin their next Canada-U.S. tour in Montreal April 23, playing venues in Ottawa, Toronto and London prior to an appearance at New York's Academy of Music May 1. The group will be in California May 15. ... The Seekers' recent chart topper, "I'll Never Find Another You," has sold well more than 500,000 copies here. It has been issued in the U. S. on Capitol. ... EMI has issued Gerry and the Pacemakers' recent U. S. hit recording of Bobby Darin's "I'll Be There" as the group's new single here; on Stateside visiting Del Shannon has another self-penned song, "Stranger in Town," released and Pye has rushed out Dionne Warwick's "You Can Have Him." ... Marianne Faithfull flies to Paris March 22 for five days to promote a French-language EP and on April 16 she makes a minimum of four appearances on "Shindig." Marianne begins a fortnight's cabaret in Italy July 18. ... Johnny Mathieson is in New York (at the San Moritz Hotel) seeking a U. S. outlet for Michael Reine Music of which he is managing director. Early next week he flies to Nashville to visit music people there.

CHRIS HUTCHINS

MUNICH

"San Juan" is the English title of German number, "Stella Nova," by Helmut Zacharias, recorded by Thel Ennis and the Claus Ogerman orchestra on RCA Victor. ... Gunter Hampel and his German jazz quintet, who toured Greece in February, will record another LP for the CBS label this month in Frankfurt. ... British blues singer Beryl Bryden, West Ger-

many German Jazz star Kraus Doldinger tour the CSSR. ... German jazz authority Joachim E. Berendt produces a Charlie Parker Memorial March 9 at the South German Radio Network featuring ex-Parker men Howard McGhee, Jay Jay Johnson, Sonny Stitt, Walter Bishop, Tommy Potter and Kenny Clarke. Berlin jazz band of Hawe Schneider toured Italy. ... Jazz authority Ernest Borneman sells by auction his record collection of 8,000 covering jazz items from 1921 to 1951 in Frankfurt, West Germany. ... The Swingle Singers toured West Germany. ... One of the most successful new LP albums in West Germany is "The Modern Jazz Quartet—Guest Star Laurindo Almeida" on Philips. ... The Bavarian Radio Network broadcast one hour of Paul Whiteman records to celebrate the maestro's 70th birthday.

JIMMY JUNGERMANN

RIO DE JANEIRO

Sidney Frey and Eddie Barclay were the two international record men that saw the fabulous Carnival of Rio's Fourth Centenary. Frey recorded the Municipal Theater Ball and the Copacabana Palace Ball. ... Discos RGE is for sale for 80 million cruzeiros. The most probable buyer is Fermata's Henrique Lebendiger. ... RCA Victor starts this month the national distribution of Musicdiscs compacts and LP's. ... Everardo Guilhon, chief of promotion department at Coacabana Discos, was appointed by Brazil as press attache in Karachi, Pakistan. ... Marcello Miranda, well-known jazz expert, died in a plane crash near Brazil. ... Odeon is reactivating its Parlophone label. The seal circulated in Brazil in the late 1920's. ... Singer Wilson Simonal and Bossa Tres combo are leaving for a European tour. ... Odeon will release several Nat King Cole albums. Among them: "Nat King Cole Story," "NKC Sings My Fair Lady" and "NKC and George Shearing." ... Veteran sambaman Cyro Monteiro recorded for Elenco the new Vinickus de Moraes and Baden Powell composition, "Formosa." ... New Forma LP's will have glossy covers. Disks, Brazil's most expensive, cost 8,300 cruzeiros (mono) and 9,000 (stereo).

SYLVIO TULLIO CARDOSO

ROME

Domenico Modugno, now essaying his first straight role in Ugo Betti's "Goat Island" for which he has composed a special song, delayed the opening for a New York trip in which he discussed an American filming of the play. ... Gigliola Cinquetti will tour Japan between May 20 and June 20. ... The Beatles are due in Italy during the last five days of March for their first visit here. ... SAAR has taken over distribution of the American Everest label. ... Latest switch is Giorgio Gaber, prize-winner for his TV musical shows, from Ricordi to Ri-Fi. ... Italo version of "The House of the Rising Sun," called "Don't Tell My Mother," has been recorded by Ricky Maiocchi for EMI-Columbia and Armando Savini for Polydor. ... King label from U. S. now being issued here by Durium.

Cantagiro (Singing Tour of Italy) time is approaching and Ezio Radadelli has issued a pamphlet to record the success of past three editions. Franco de Marchis of Style, who has just done the theme for new TV show, "Cordialemente" will participate with a Western-style Italo song while Little Tony has selected "Every Morning" as his number. ... Teddy Reno and his stable of artists are all over the map these days—Rita Pavone in U. S., the Rokes at Rome's new

Piper Club, Dino at the Roman Carnival in Genzano and Marolin Cannuli, formerly a TV announcer. ... SAAR has issued a special pamphlet about its San Remo selections. ... Sergio Endrigo and his new combo are now making their first night club appearance in Rome.

SAML STEINMAN

SYDNEY

George Beverly Shea, sacred and gospel singer, is scheduled to arrive in Australia to tour all capital cities, commencing March 8. To coincide with his visit, RCA will issue his album, "The Best of George Beverly Shea." ... Multi-instrumental group, the Charades, RCA artists, have left for a five-month tour of the Far East. The boys will play Japan club circuit and the American Armed Force bases in Formosa, Okinawa and Korea. ... Sarah Vaughan has been booked to open at Sydney's Chequers Night Club during May. ... Jack Argent, Leeds Music man, has returned to Sydney after six weeks in the States. Argent made the visit to confer with the MCA boys. ... New Bryan Davies single out on HMV is "I'm Gonna Make You Cry," which should make a very early entry into the local charts. The tune comes from Castle Music's Saturday Music catalog. ... Sydney's Channel 7 created a "first" late last year with an entirely new hour-long program, "The Mavis Bramston Show." The show came under heavy fire because of its uninhibited approach and biting satire on Australian identities in high places. However, top ratings have caused the show to go national immediately after its Christmas recess. Festival has jumped on the band wagon and will release an album featuring two of the show's leading personalities, Noeline Batley and Barry Creyton. The album is "The Front and Flip Side of Noeline Batley and Barry Creyton."

Festival, who controls exclusive Coral releases of Buddy Holly albums, is expecting big business with the new Holly album released in the U. S., "Holly in the Hill." The "Buddy Holly Story" is now well over the 100,000 mark in sales. ... Dot artist, Billy Vaughan and his orchestra, is one of the label's most prolific sellers down under. Festival will release his earlier package, "La Paloma," due to the huge national demand reported by distributors.

The battle for chart honors between Cilla Black and the Righteous Brothers' original version of "You've Lost That Lovin' Feelin'" looks like ending with victory for the Righteous Brothers. ... Australian Record Co., Ltd., is rush-releasing the new Gene Pitney CBS single, "I Must Be Seeing Things." ... March looks like jazz month for Australian Record Co., Ltd., with both Dave Brubeck's Quartet and Thelonious Monk scheduled to visit for a series of concerts. ... Four versions of a song written as a tribute to Sir Winston Churchill are being used as background music for radio and TV appeals for Australia's Churchill Memorial Trust.

GEORGE HILDER

TORONTO

Cheering evidence that Canadian artists on made-in-Canada disks are winning more and more recognition and popularity at home is the appearance of seven domestic singles in the top 50 on CHUM, Toronto. ... One of the biggest stars in the entertainment world to call Canada home, Paul Anka, is returning to his hometown of Ottawa for three days (April 30-May 2) to tape an hour-long special for the Canadian Broadcasting Corp.'s TV network. Because of the RCA Victor recording star's international popularity, TV nets abroad have expressed interest in the show and, in anticipation of foreign sales, CBC-TV is having Anka do the voice-over narration in French, Spanish, German, Italian and Japanese, as well as English. ... With a number of disks going for their right now (Terry Black's "Say It Again," on Tollie in the U. S.; Dianne James' "The Time Has Come" on a number of radio station charts; Catherine McKin-

non's folk song LP, which has just gone out to New England radio stations) Arc Records has just signed Patricia McKinnon, who appears weekly on the Halifax edition of the CBC-TV network's teen show, "Music Hop"; Guido Basso, jazz trumpeter and leader of the group on CBLT-TV Toronto's "Nightcap" show, and pop singer Johnny Harlow, from Calgary. The label has also welcomed producer Tony Di Maria, formerly with a Buffalo studio, best known for producing "Wild Weekend," by the Rocking Rebels on Swan a couple of years ago. He'll be producing in Arc's new recording studio, which will accommodate a 28-piece orchestra. ... Hubert J. Stone, vice-president of Decca, was up from New York the end of last month for three days of conferences with Toronto executives of the Canadian company, Compo, and visits to key dealers. Compo's promotion men are busy with special displays touting the Colpix original soundtrack from the movie "Lord Jim," opening in Toronto (10) and Vancouver (15), and then United Artists' original soundtrack from "The Greatest Story Ever Told," due to open the end of the month. ... Columbia of Canada's a&r producer, Peter Westwood, is just back from visits to Paris and London, for discussions with affiliates about releases of their product in Canada and, hopefully, release of Canadian product in the U. K. and France.

KIT MORGAN

CHICAGO

The 4 Seasons' new "Entertain You" album features a host of hits from Broadway plus two originals—"Show Girl" and "Betrayed." Producer was again Bob Crewe. ... Bill Tyson's new Biscayne label came up with a disk creating considerable local action. It's "St. James Infirmary," featuring "Tall" Paul Hankins, also a newcomer. Seymour Greenspan and Jack White are handling it. Tyson says he might lease to a major. ... LP! Wally will again hold his U.S.A. Polka Days this summer. He'll feature Frank Yankovic, Frank Wojnarowski and the Carousal Polka Band, not to mention his own Harmony Boys. In July, Wally heads an American Ambassador Polka Tour of Europe and Poland. He'll squire a sizable group. Anybody interested in going should contact Wally here. Bill Snyder, of "Bewitched" fame, is heading the show at Ray Colombos' Supper Club here. ... The newly opened Melrose Theater features, among other things, a teen night, deejay shows and a series of reviews. Such recording acts as Ken Griffin and the Kittens. It could become an important showcase for talent.

NICK BIRO

MEMPHIS

J. Frank Wilson, who was a free lancer on booking dates, has signed Ray Brown of National Artists Attractions as his exclusive booking agent. ... The Guilloteens, new young trio in the big beat trend, are off to a flying start. After appearing on three local TV shows, they are playing dates in Georgia, Arkansas and other Southeast States this month. Group is composed of Joe Davis, Louis Paul and Laddie Hutcherson.

First single of Tommy Jay, 17, singer recently signed by Hi Records, was picked by WHBQ last week as "Teen Pick of the Week." Disk is "Tender Love." ... The Lettermen will play the new Coliseum April 6, booked by Memphis State University student government. ... Al Hirt and his All-Star Sextet will play a concert at the Auditorium March 28.

Gene Simmons, Hi Records singing star, and Murray Kellum, MOC Records, are in recording sessions before leaving for a month-long tour beginning in mid-April with Roger Miller and the Ventures. ... Guy Lombardo and his ork will play a dinner dance April 1 at Chicksaw Country Club. The entire clubroom was booked full in less than two days.

Dickey Lee, Smash Record star, and his songwriting partner, Allen Reynolds, wrote "No Place to Go" to help a local campaign to stop

Johnny Mathis drew several thousand at the Coliseum (1) in a one-nighter. ... Mary Ann Mobley, Miss America a few years back, will be Elvis Presley's No. 1 girl in his new film, "In My Harem," which starts this month at MGM.

Hi Records' Gene Simmons and MOC's Murray Kellum have begun a tour of the Southeast. ... J. Frank Wilson of Josie Records is touring in Connecticut, New York and Maine. He has been a single since his combo members were injured in a wreck last Oct. 23. ... Hi's Ace Cannon is playing show dates in the Southwest.

Ray Brown of National Artists Attractions in Memphis is working on a tour of Europe for the Mar-Keys. ... Smash Records' Jerry Lee Lewis is on an extended tour which covers the Southeast and Midwest. ... Roger Williams is booked into the Auditorium (10) for a concert. ... Don Glasser's orchestra and singer Lois Costello are in Hotel Peabody's Skyway.

ELTON WHISENHUNT

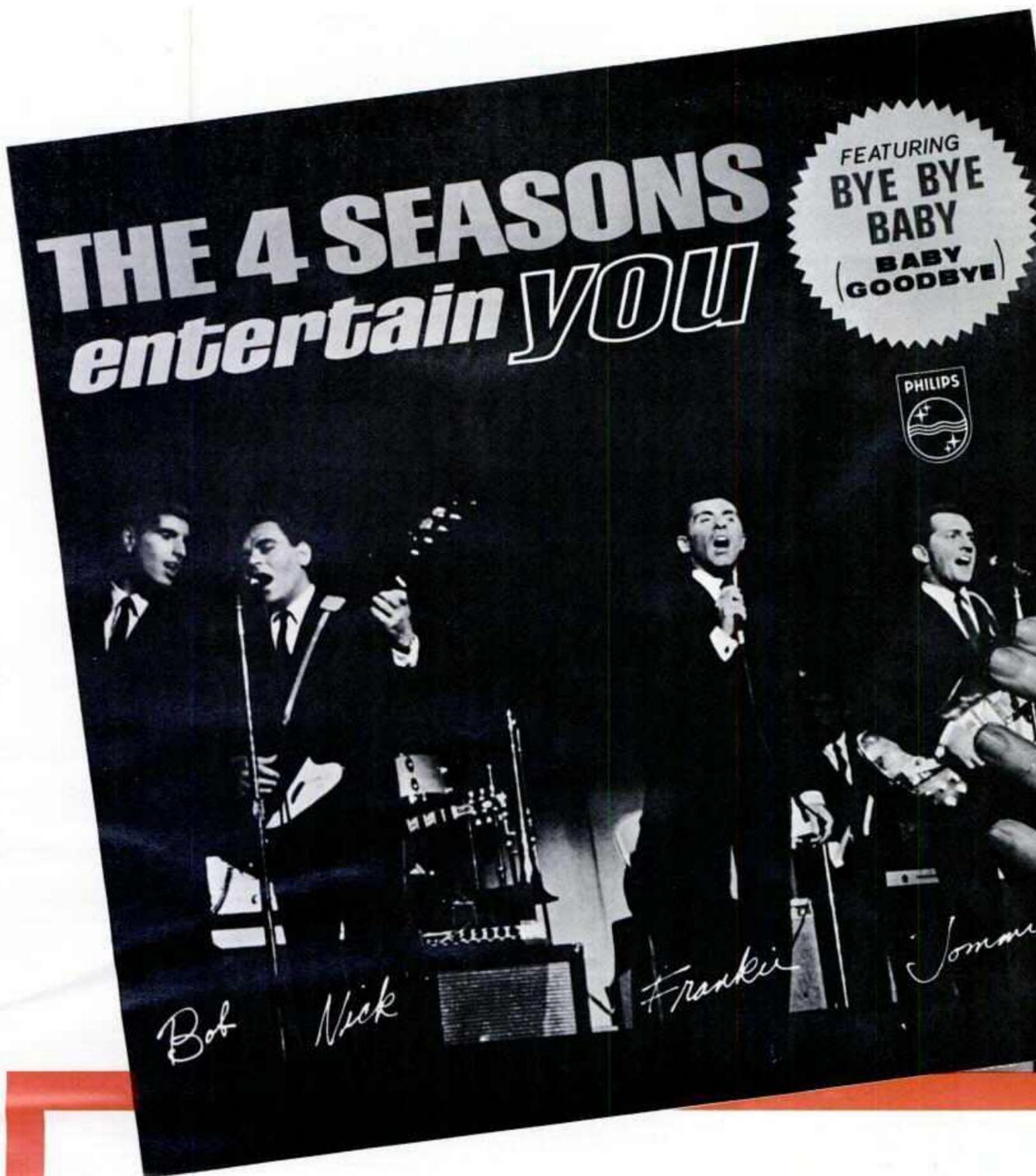
NEW YORK

Ulpio Minucci, last year's Emmy nominee for ABC-TV's "Saga of Western Man," will compose the third in the series titled "The Pilgrims." ... Peggy Castle, who's been with TV's "The Lawman" for the past four years, has been booked for a series of fair dates in the East through Mike Gendel. ... Columbia Records and Mitch Miller introduced new singer Bob McGrath at a cocktail party at the Gaslight Club last Wednesday (3). ... "That Lovin' Feeling," a screen treatment based on the careers of the Righteous Brothers, will be produced by Dick Clark Productions this spring for Columbia Pictures. ... Columbia Records' vocalist Jerry Vale has won the Federation of Italo-American Vocal Artist in New Jersey for 1964. ... Theodore Bikel leaves for South Africa next week to begin filming the new Paramount-Joseph E. Levine film "Sands of Kalahari." ... Robert DeCormier will conduct and arrange a new musical television series for BBC-TV in England. He'll remain in London until the end of May. ... Santo and Johnny, who have held the top spot on the Mexican charts for 14 consecutive weeks with their recording of "I Love Her," return to Mexico for a four-week engagement beginning March 26. ... The Impressions recorded "People Get Ready" in four languages for foreign sales distribution via ABC-Paramount. ... John Lewis and Milt Jackson have joined the American Guild of Authors and Composers. ... Alfred Reed, ASCAP composer, will be honored on March 10 with the official recognition and acceptance of his concert band work, "Ceremony of Flourishes," by the Sousa Memorial, Inc. ... Claus Ogerman's Helios Music Corp. has acquired the music rights to the new movie "Fanny Hill," filmed in Europe by CCCC Famous Players Pictures and which will be released in this country by the Albert Zugsmith firm. The musical theme was written by Erwin Halletz.

MIKE GROSS

PHILADELPHIA

New shop for both records and musical instruments has been set up in the South Philadelphia section of the city at 2602 S. Broad Street by John A. Terzano. ... It's a boy for Mrs. Walter Davison in Taylor Hospital at Suburban Ridley Park, Pa. He's president of Roman Records. ... Maestro Stan Kenton will preside at the clinic section when Villanova University here stages its fifth annual Intercollegiate Jazz Festival March 19-20. ... the Joan Baez-Bob Dylan concert at Convention Hall last Friday night (March 5) was taped for an LP. ... La Salle College presenting a festival of music, highlighted by a full-length operatic performance and a folksong concert by Odetta. ... Paul Mosley and Harry White Jr. set up the P&H Record and Card Shop in West Philadelphia. ... Nashua Recording Co. set up in suburban Havertown, Pa., by Susan Byrtus, of Devon, Pa.



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Dawn Go Away
PHM 200-124
PHS 600-124

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ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	TRINIDAD	Cuarteto Imperial (CBS)
2	1	AMOR (L-O-V-E)	Nat King Cole (Odeon)—Fermata
3	—	SANTANDER DE BATUNGA	Charanga del Caribe (CBS)
4	7	EL DIA QUE ME QUIERAS	Tito Rodriguez (CBS)
5	5	A HARD DAY'S NIGHT	Beatles (Odeon); *Sandro (CBS); *Johnny Tedesco (RCA Victor)—Fermata
6	6	NOSOTROS-PIEL CANELA	Eydie Gorme y Trio Los Panchos (CBS)
7	6	A WORLD WITHOUT LOVE	Peter and Gordon (Odeon); *Sandro (CBS)—Fermata
8	—	DO REMI	Cousins (Disc Jockey); Millie Small (Philips); *Simonette (RCA Victor)
9	—	EL FIRULETE	*Julio Sosa (CBS)
10	3	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
11	—	PLENO SOL-HAS VENIDO DE LEJOS	Gilbert Becaud (Odeon)
12	11	NADA VALE SIN AMOR	*Palito Ortega (RCA)—Korn
13	—	MAMA PROVINCIANA	*Beto Fernan (Music Hall)
14	—	PERFIDIA	Trini Lopez (Reprise)
15	13	BAILANDO SOBRE UNA ESTRELLA	Richard Anthony (Odeon); *Juan Ramon (RCA)
16	—	NUUESTRA NOCHE	*Eduardo Rodrigo (RCA); Chango Nieto (CBS)
17	2	FLAUTA E' CANA	Charanga del Caribe (CBS)—Melograf
18	18	DE RODILLAS A TI	Gianni Morandi (RCA); Rosamel Araya (Disc Jockey); *Juan Ramon (RCA)
19	—	SHA LA LA	Sylvie Vartan (RCA)
20	—	ELLOS	Dalida (Disc Jockey)

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	I NEVER FIND ANOTHER YOU	The Seekers (W. & G.)
2	—	THE CLING	*Brian Withers (RCA)
3	9	UNDER THE BOARDWALK	The Rolling Stones (Decca)—T.M. Music
4	—	DO WHAT YOU DO DO WELL	Ned Miller (W. & G.)
5	—	BREAKAWAY	The Newbeats (Hickory)
6	5	TWENTY MILES	*Ray Brown & the Whispers (Festival)—Belinda
7	1	OVER THE RAINBOW	*Billy Thorpe & the Aztecs (Parlophone)—Alberts
8	2	THE WEDDING	Julie Rogers (Philips)—Boosey & Hawkes
9	—	PAPER TIGER	Sue Thompson (Hickory)
10	—	YOU'VE LOST THAT LOVIN' FEELING	Cilla Black (Parlophone)
11	4	WALK AWAY	Matt Monroe (HMV)—Castle
12	7	DOWNTOWN	Petula Clark (Astor)—Leeds
13	3	FERRY 'ROSS THE MERSEY	Gerry & the Pacemakers (Columbia)—Leeds
14	8	REMINISCING	*Jay Justin (HMV)—Castle
15	6	I FEEL FINE	The Beatles (Parlophone)—Leeds

AUSTRIA

This Week	Last Week	Title	Artist
1	1	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
2	3	KLEINE ANNABELL	Ronny (Telefunken)—Idee
3	4	AUF DER HUETT'N	Vico Torriani (Decca)—Wien Melodie
4	—	I FEEL FINE	The Beatles (Odeon)—Budde
5	2	PRETTY WOMAN	Roy Orbison (London)—Weltmusik
6	7	DU, DU GEHST VORBEI	Suzie (Vogue)—Montana
7	9	SUCH A NIGHT	Elvis Presley (RCA)—Chappel
8	—	HIMMEL DER PFERDE	Freddy (Polydor)—Esplanade

9	—	KIDDY KIDDY KISS ME—EIN SONNY BOY UND EINE SIGNORINA	Rita Pavone & Paul Anka (RCA)—Arnie; Melodie der Welt
10	10	SCHNEEMANN	Manuela (Telefunken)—Helbling

BRITAIN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'LL NEVER FIND ANOTHER YOU	Seekers (Columbia)—Belinda Music
2	10	IT'S NOT UNUSUAL	*Tom Jones (Decca)—Leeds Music
3	4	GAME OF LOVE	*Wayne Fontana and the Mindbenders (Fontana)—Skidmore Music
4	6	DON'T LET ME BE MISUNDERSTOOD	*Animals (Columbia)—West One Music
5	8	FUNNY HOW LOVE CAN BE	*Ivy League (Piccadilly)—Southern Music
6	2	TIRED OF WAITING	*Kinks (Pye)—Kassner Music
7	3	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers (London)—Screen Gems
8	7	THE SPECIAL YEARS	*Val Doonican (Decca)—Shapiro-Bernstein
9	16	I MUST BE SEEING THINGS	Gene Pitney (Stateside)—Schroeder Music
10	19	COME AND STAY WITH ME	*Marianne Faithfull (Decca)—Metric Music
11	22	SILHOUETTES	*Herman's Hermits (Columbia)—Francis, Day & Hunter
12	5	KEEP SEARCHIN'	Del Shannon (Stateside)—Vicki Music
13	9	IT HURTS SO MUCH	Jim Reeves (RCA)—California Music
14	15	YES I WILL	*Hollies (Parlophone)—Screen Gems
15	23	I'LL STOP AT NOTHING	*Sandie Shaw (Pye)—Glissando Music
16	14	GOODNIGHT	Roy Orbison (London)—Acuff-Rose
17	18	LEADER OF THE PACK	Shangri-Las (Red Bird)—Mellin Music
18	25	HONEY I NEED	Pretty Things (Fontana)—Dunmo Music
19	11	COME TOMORROW	*Manfred Mann (HMV)—Belinda Music
20	12	GO NOW	*Moody Blues (Decca)—Belinda Music
21	—	I APOLOGISE	P. J. Proby (Liberty)—Lorna Music
22	17	MARY ANNE	*Shadows (Columbia)—Francis, Day & Hunter
23	—	GOLDEN LIGHTS	*Twinkle (Decca)—Favourite Music
24	13	CAST YOUR FATE TO THE WIND	*Sounds Orchestral (Piccadilly)—Mellin Music
24	—	STOP FEELING SORRY FOR YOURSELF	*Adam Faith (Parlophone)—Glissando Music
26	—	I CAN'T EXPLAIN	*The Who (Brunswick)—M.C.P.A.
27	21	BABY PLEASE DON'T GO	*Them (Decca)—Leeds
28	—	THE "IN" CROWD	Dobie Gray (London)—Cross Music
29	—	CAN'T YOU HEAR MY HEARTACHE	Goldie and the Gingerbreads (Decca)—Southern
30	—	YOUR CHEATIN' KINDA LOVE	*Dusty Springfield (Philips)—Woodside Music

EIRE

This Week	Last Week	Title	Artist
1	1	HUCKLEBUCK/I RAN ALL THE WAY HOME	Brendan Bowyer and Royal (HMV)—Leeds/Dash
2	2	I LOVE YOU MORE AND MORE	Joe Dolan and Drifters (Pye)—Copyright Control
3	3	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers (London)—Screen Gems
4	8	ARE YOU TEASING ME?	Eileen Reid and Cadets (Pye)—Acuff-Rose
5	7	IT HURTS SO MUCH	Jim Reeves (RCA Victor)—California Music Ltd.
6	6	LOVE'S MADE A FOOL OF YOU	Brendan O'Brien and Dixies (Parlophone)—Knox
7	9	TIRED OF WAITING FOR YOU	Kinks (Pye)—Kassner
8	5	ROUND AND AROUND	Dickie Rock and Miami (Pye)—Robbins

9	—	I'D NEVER FIND ANOTHER YOU	Seekers (Columbia)—Springfield
10	4	GO NOW	Moody Blues (Decca)—Sparta

FRENCH (WALLOON)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LETKIS	Several—Peter Plum Publications
2	2	LES FILLES LU BORD DE MER	*Adamo (HMV)—Ardmore & Beechwood
3	3	TOUJOURS UN COIN QUI ME RAPELLE	Eddie Mitchell (Barclay)—Belindamusie
4	4	LA CORDE AU COU	Richard Anthony (Columbia)
5	5	I FEEL FINE/SHE'S A WOMAN	The Beatles (Parlophone)
6	6	A VOT' BON COEUR/DOLCE PAOLA	*Adamo (HMV)—Ardmore & Beechwood
7	7	SACRE CHARLEMAGNE	France Gall (Philips)—Moderny
8	8	DONNA DONNA/DU PAIN ET DU BEURRE	Claude Francois (Fontana)—Acuff-Rose
9	9	JE NE SUIS PLUS RIEN SANS TOI	Dick Rivers (Pathé)
10	10	LES CLOCHES SAONNIENT /JE SAIS	Claude Francois (Fontana)

HONG KONG

This Week	Last Week	Title	Artist
1	1	PLEASE LEAVE HER TO ME	The Fabulous Echoes (Columbia)
2	4	DIAMOND HEAD	The Ventures (Liberty)
3	2	NO ARMS CAN EVER HOLD YOU	The Bachelors (British Decca)
5	5	SEND ME NO FLOWERS	Doris Day (CBS)
6	—	WALK AWAY	Matt Monro (Parlophone)
7	7	I COULD EASILY FALL	Cliff Richard (Columbia)
8	—	THREE LITTLE WORDS	The Applejacks (British Decca)
9	9	I FEEL FINE	The Beatles (Parlophone)
10	—	WHY (DONCHA BE MY GIRL)	The Chartbusters (London)

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SE PIANGI SE RIDI	*Bobby Solo (Ricordi)
2	2	LE COLLINE SONO IN FIORE	Minstrels (CBS)
3	3	AMICI MIEI	Gene Pitney (Musicor)
4	5	SI VEDRA'	Surfs (Festival)
5	6	INVECE NO	Petula Clark (Vogue)
6	8	IO CHE NON VIVO SENZA TE	*Pino Donaggio (Columbia)
7	4	ABBRACCIAMI FORTE	*Ornella Vanoni (Ricordi)
8	9	NON SON DEGNO DI TE	*Gianni Morandi (RCA)
9	7	AMICI MIEI	*Nicola Di Bari (Jolly)
10	11	PRIMA O POI	*Remo Germani (Jolly)
11	13	LE COLLINE SONO IN FIORE	*Wilma Goich (Ricordi)
12	10	HO BISOGNO DI VEDERTI	*Gigliola Cinquetti (CGD)
13	14	VIVA LA PAPPALOMODORO	*Rita Pavone (RCA)
14	—	COMINCIAMO AD AMARCI	*John Foster (Style)
15	—	L'UOMO CHE NON SAPEVA AMARE	*Nico Fidenco (RCA)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA PLUS BELLE POUR ALLER DANSER	Sylvie Vartan (Victor)—Victor
2	2	CHE CHE CHE	*Hashi Yukio (Victor)—JASRAC
3	3	ANKO TSUBAKI WA KOI NO HANA	*Miyako Harumi (Columbia)—JASRAC
4	4	YAWARA	*Misora Hibari (Columbia)—JASRAC
5	6	MATSUNOKI KOUTA	*Ninomiya Yukiko (King); Mishima Toshio (Columbia)—JASRAC

6	8	UN BUCO NELLA SABBIA	Mina (Fontana)—Shinko
7	7	NANIMO IWANAIDE	*Sono Mari (Polydor)—JASRAC
8	5	THE HOUSE OF THE RISING SUN	The Animals (Odeon); The Ventures (Liberty)—Shinko
9	9	OZASHIKI KOUTA	*Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
10	—	KIRI NO NAKA NO SHOJOYO	*Peggy March (Victor)—JASRAC

MALAYSIA

This Week	Last Week	Title	Artist
1	1	I COULD EASILY FALL	Cliff Richard (Columbia)
2	—	SHOW ME GIRL	Herman's Hermits (Columbia)
3	2	I FEEL FINE	The Beatles (Parlophone)
4	—	MY BOY LOLLIPOP	Millie Small (Fontana)
5	5	THIS IS MY PRAYER	Linda Scott (Kapp)
6	—	ROCK AND ROLL MUSIC	The Beatles (Parlophone)
7	—	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)
8	4	I GO TO PIECES	Peter & Gordon (Columbia)
9	—	LET IT BE ME	Betty Everette & Jerry Butler (Fontana)
10	6	THE FIRST NIGHT OF THE FULL MOON	Jack Jones (Kapp)

MEXICO

This Week	Last Week	Title	Artist
1	2	I LOVE HER	Santo and Johnny (Gamma)—Pending
2	—	EL MUDO	*Sonora Santanera (CBS)—Mundo Musical
3	1	POLLERA COLORA	*Carmen Rivero (CBS)—Mundo Musical
4	3	POLLERA AMARILLA	Sonia Lopez (CBS)—Mundo Musical
5	5	I WANT TO HOLD YOUR HAND	The Beatles (Musart)—Musicmex
6	4	LA CUMBIA	*Carmen Rivero (CBS)—Pending
7	6	PRETTY WOMAN	Roy Orbison (London)—Mundo Musical
8	8	INVIERNO TRISTE	Blue Winter—Connie Francis (MGM)—Grever
9	9	VETE CON ELLA	*Mayte Gaos (RCA)—Grever
10	7	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical

NORWAY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FROKEN FRAKEN	Sven-Ingvars (Philips)—Carl M. Iversen
2	2	ROCK AND ROLL MUSIC	Beatles (Parlophone)—Edition Lyche
3	4	ROSA RIO	Jim Reeves (RCA Victor)—Palace/Stig Anderson
4	3	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk
5	5	JEG MARSJERER VED DIN SIDE	(Royal Telephone)—*Wenche Myhre (Triola)—Belinda
6	8	I COULD EASILY FALL	Cliff Richard (Columbia)—Belinda
7	7	GOLDFINGER	Shirley Bassey (Columbia)—United Artists/Stig Anderson
8	—	KEEP SEARCHIN'	Del Shannon (Stateside)
9	9	WALK TALL	Val Doonican (Decca)—Edition Lyche
9	10	DOWNTOWN	Petula Clark (Vogue)—Reuter-Leeds

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TO YOU FROM ME	Eydie Gorme (ABC-Paramount)—Mareco, Inc.
2	2	THIS IS MY PRAYER	Linda Scott (Kapp)—Mareco, Inc.
3	3	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)—Filipinas Record Corp.
4	4	SABOR A MI	Eydie Gorme w/ Trio Los Panchos (Columbia)—Mareco, Inc.
5	7	OH PRETTY WOMAN	Roy Orbison (London)—Super Records
6	5	EVERYBODY DO THE CLICK	Jose Feliciano (RCA)—Filipinas Record Corp.

7	6	FUN, FUN, FUN	The Beach Boys (Capitol)—Mareco, Inc.
8	9	WALK AWAY	Matt Monro (Parlophone)—Dyna, Inc.
9	10	THE GIRL FROM IPANEMA	Astrud Gilberto (Verve)—Mareco, Inc.
10	—	MITZUE-SAN	*Ronnie Villar (Mabuhay)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	TREM DAS ONZE	*Demonios de Garaa (Chantecler)—Vitale
2	1	PERFIDIA	Trini Lopez (Reprise)
3	—	SABOR A MI	Eydie Gorme & Trio Los Panchos (CBS)
4	3	MICHAEL	Trini Lopez (Reprise)
5	4	AMORE SCUSAMI	John Foster (Fermata)
6	—	IN GINOCCHIO DA TE	Gianni Morandi (RCA)
7	9	A HARD DAY'S NIGHT	The Beatles (Odeon)
8	—	O TROVADOR	*Altemar Dutra (Odeon)—Nossa Terra
9	7	RANCHO DA PRACA ONZE	*Dalva de Oliveira (Odeon)—Vitale
10	6	HOUSE OF THE RISING SUN	The Animals (Odeon)

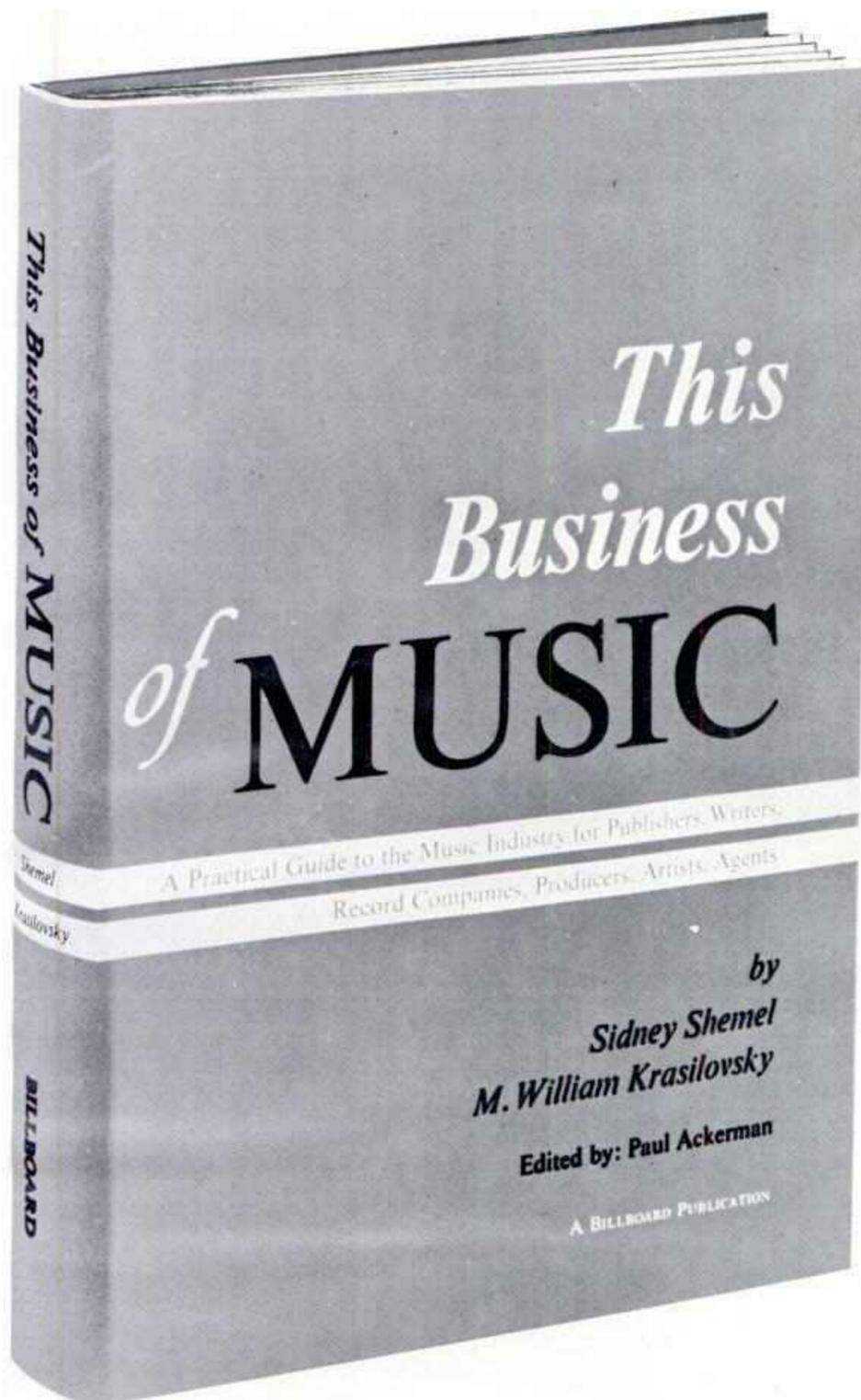
SINGAPORE

This Week	Last Week	Title	Artist
1	3	COME SEE ABOUT ME	The Supremes (Motown)
2	1	I COULD EASILY FALL	Cliff Richard (Columbia)
3	4	YOU NEVER CAN TELL	Chuck Berry (Chess)
4	6	ROCK AND ROLL MUSIC	The Beatles (Parlophone)
5	7	GENIE WITH THE LIGHT BROWN LAMP	The Shadows (Columbia)
6	9	SEE YOU LATER ALLIGATOR	Millie Small (Fontana)
7	8	NO TIME	Dave, Dee, Dozy, Deaky, Mick and Tich (Philips)
8	—	IT ISN'T THERE	The Swinging Blue Jeans (HMV)
9	—	UNDER THE BOARDWALK	The Rolling Stones (Decca)
10	2	YOU'RE MY REMEDY	The Marvelettes (Tamala)

WEST GERMANY

This Week	Last Week	Title	Artist
1	1	DAS WAR MEIN SCHOENSTER TANZ	Bernd Spier (CBS)—Melodie der Welt
2	3	KIDDY KIDDY KISS ME—EIN SONNY BOY UND EINE SIGNORINA	Rita Pavone & Paul Anka (RCA)—Arnie; Melodie der Welt
3	2	KLEINE ANNABELL	Ronny (Telefunken)—Idee
4	5	I FEEL FINE	The Beatles (Odeon)—Budde
5	6	DIESE NACHT HAT VIELE LICHTER	Conny (Electrola)—United Artists
6	7	SO EIN SEEMANN	Peter Lauch (Golden 12)—Eris
7	4	RAG DOLL	The Five Tops (Philips)—Accord
8	9	TRAURIGSEIN BRJNGT NICHT	

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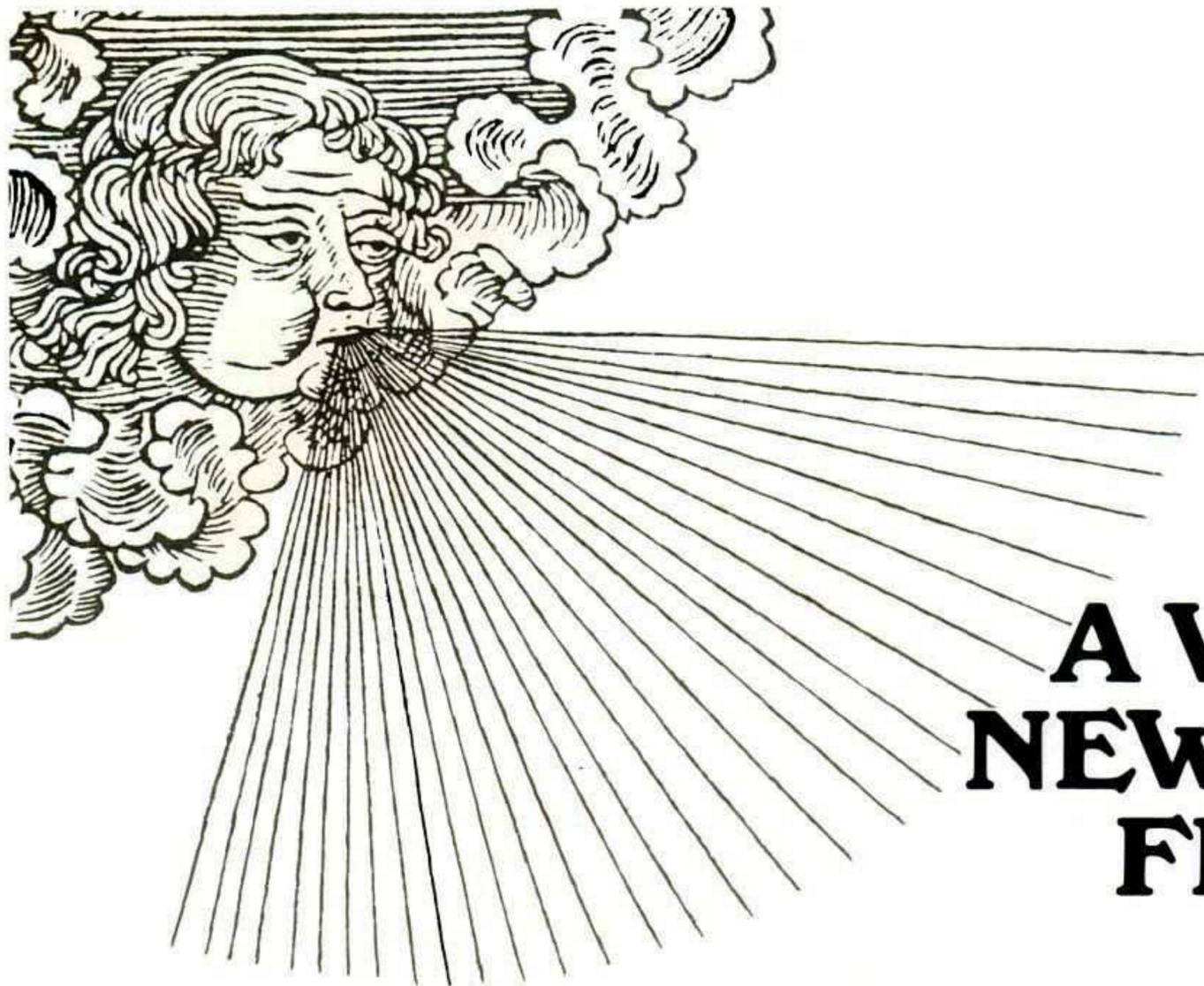
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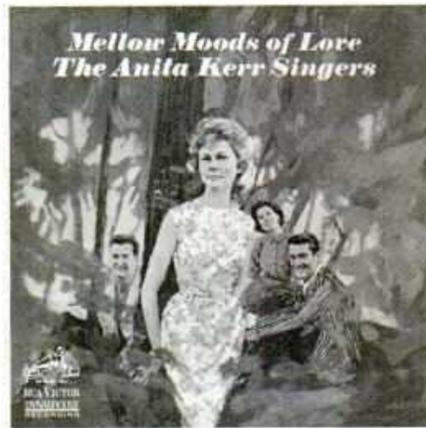
Combines old favorites with new hits. "The Sweetheart of Sigma Chi," "I Want a Girl," "Hello, Dolly!" and 9 more. In *Dynagroove* sound. **LPM/LSP-2988**



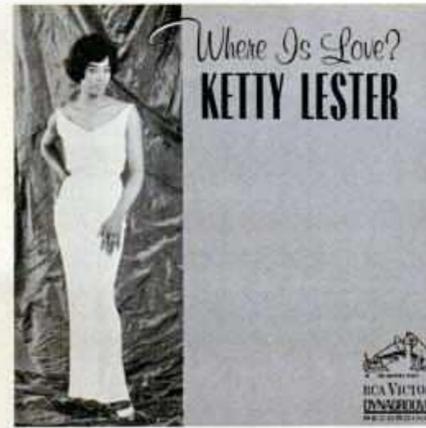
Fabulous jazz performances of selections from "The Sound of Music." "Do-Re-Mi," "Climb Every Mountain," "My Favorite Things," "Maria," "An Ordinary Couple," "Edelweiss," "Sixteen Going on Seventeen." In *Dynagroove* sound. **LPM/LSP-3360**



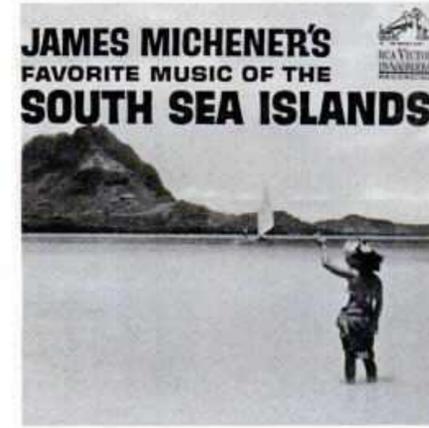
Piano teamwork in a tuneful and terrific debut album. Boys' new sound is sure to take off on 12 Richard Rodgers hits. In *Dynagroove* sound. **LPM/LSP-3353**



A greatly gifted artist with her own group in 12 hits. "Street of Dreams," "The Good Life," "All of You" and "People." In *Dynagroove* sound. **LPM/LSP-3322**

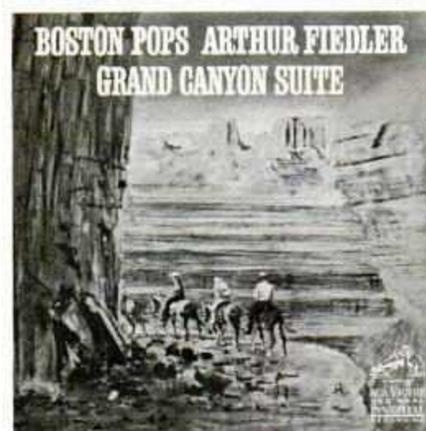


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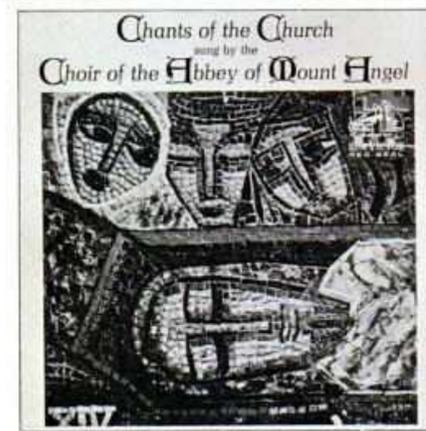


Enchanting music everyone loves in a flap-type folder. Actual shots of Papeete, Tahiti where the album was recorded in *Dynagroove* sound. **LPM/LSP-2995**

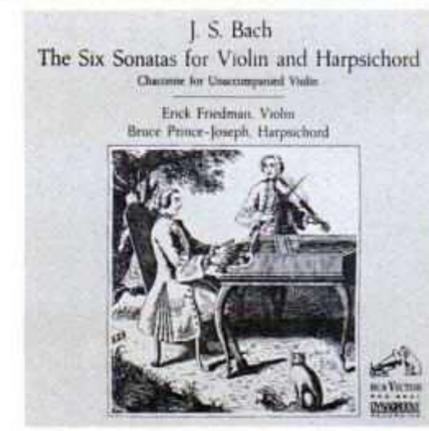
SUPERB NEW RED SEAL RECORDINGS FOR MARCH



The Boston Pops under Arthur Fiedler. A brighter-than-ever performance of Grofé's perennial favorite. Shows the Pops at its best. In *Dynagroove* sound. **LM/LSC-2789**



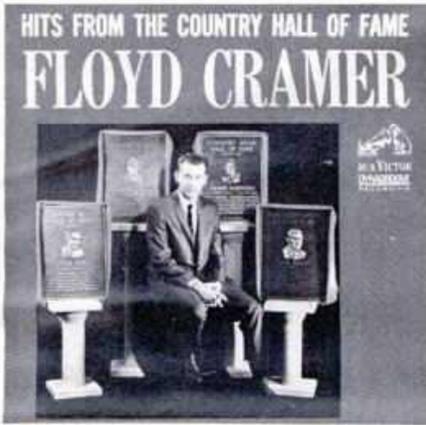
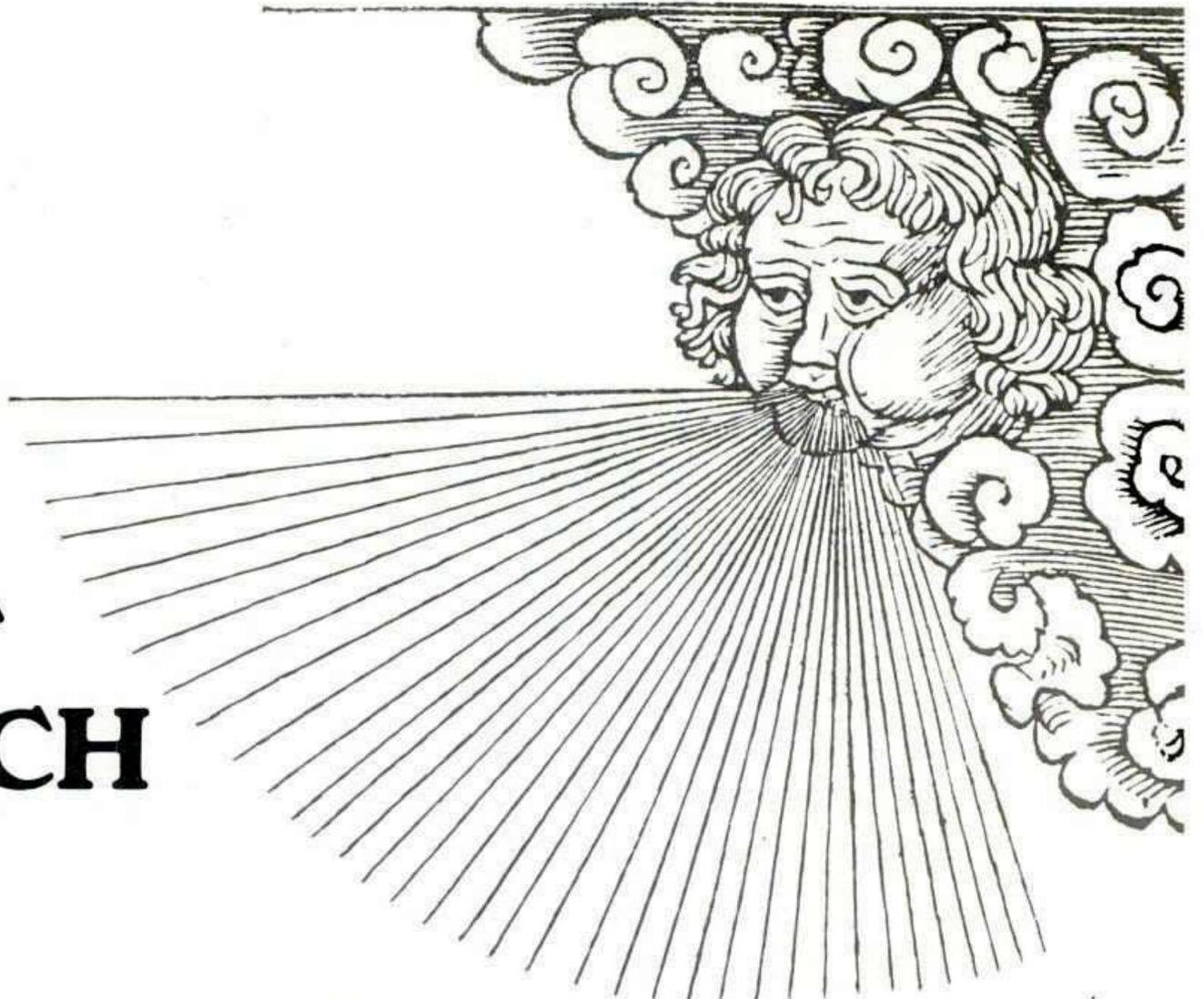
A collection of 23 Gregorian chants, superbly sung by the choir of the Abbey of Mount Angel under the direction of Dom David Nicholson. **LM/LSC-2786**



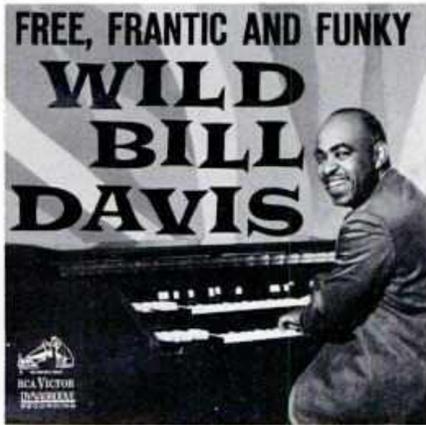
Erick Friedman and Bruce Prince-Joseph give these works brilliant, vibrant performances. Includes the "Chaconne." In *Dynagroove* sound. **LM/LSC-7033**

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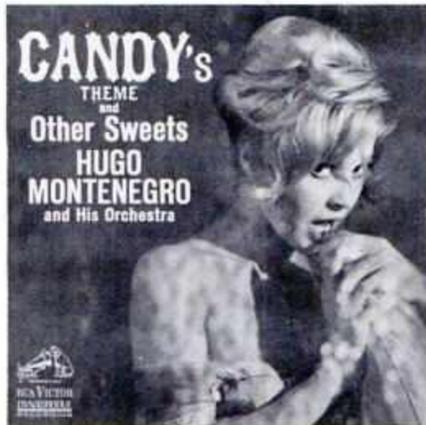
12 swinging numbers show why he's the greatest organist today. "C Jam Blues," "C.C. Rider," "Azure-Te," 9 others. In *Dynagroove* sound. LPM/LSP-3314



Two of Nashville's best. 12 hits including "We'll Sing in the Sunshine," "A Dear John Letter" and "True Love." In *Dynagroove* sound. LPM/LSP-3336



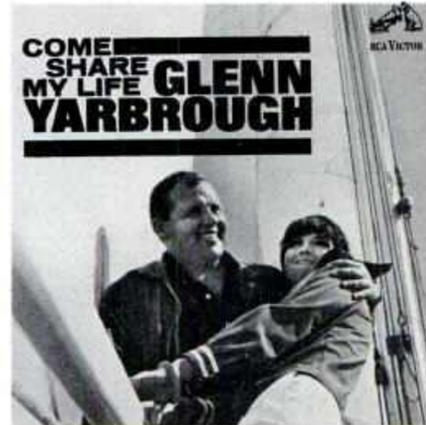
An irresistible collector's item of 16 hard swinging sides by "Fatha" and his great orchestra of 1939 and '40. A real winner! LPV-512



Montenegro originals featuring a dozen sirens from best-selling novels. "Fanny's Theme," "Polly," "Kitten" and "Amber." In *Dynagroove* sound. LPM/LSP-3332



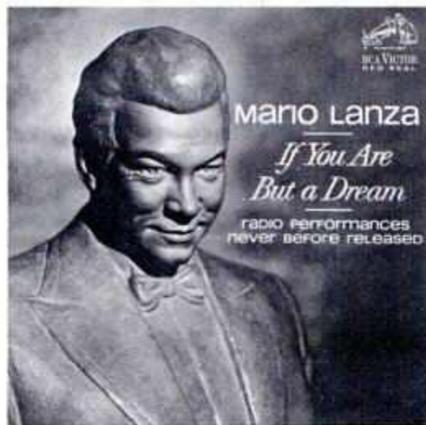
One of "the" outstanding folk singers in 10 numbers by the popular Bob Dylan. "Long Time Gone" and "Masters of War." In *Dynagroove* sound. LPM/LSP-3324



The former tenor of the Limelites comes across with a lot of pop appeal in 12 hits. "Stanyan Street" and "Hummingbird." In *Dynagroove* sound. LPM/LSP-3301



12 songs with 4 on L.P. for the first time. "Ballad of Barberry Ellen," "Bonnie Farday," "Love Henry" and "Our Goodman." LPV-513



Lanza's beautiful voice heard in a never-before-released selection of favorite show tunes. Sure to delight Lanza's devoted following. LM/LSC-2790(e)



An album that marks Previn's conducting debut on RCA Victor and proves him to be very much at home on the podium. In *Dynagroove* sound. LM/LSC-2788



Price, Verrett, Tucker, Merrill, Tozzi. RCA Italiana Opera Orchestra and Chorus, under Thomas Schippers. Recorded in *Dynagroove* sound. LM/LSC-6413



This superb "singer's singer" is heard in a program of songs by Fauré, Szulc, Debussy, Duparc and Hahn. Includes 3 settings of "Clair de lune." LM/LSC-2787

ALBUM REVIEWS (continued)



POP SPOTLIGHT
HITS FROM GOLDEN AGE OF THE DANCE BANDS
 Buddy Cole. Audio Spectrum SAS 603 (S)

Interesting musical nostalgia. The expert blending of the great big-band sounds of the '40's and the theater organ will conjure up memories of the period for many. Musically and soundwise, the LP is a fine one. Memorabilia includes "Moonlight Serenade," "An the Angels Sing," "Tuxedo Junction." This is one of a series of four AS albums using a similar organ-band approach. They include "Sousa Marches," "The Best of the American Theatre" and "Pops Concert Extravaganza."



CLASSICAL SPOTLIGHT
PIANO MUSIC OF SCHUMANN/LISZT/HINDEMITH/SCRIBABIN
 Ronald Turini. RCA Victor LM 2779 (M); LSC 2779 (S)

Turini's straightforward and lyric style is well suited here. In these five selections, the 30-year-old pianist brings works by Schumann, Hindemith, Liszt and Scriabin into original and finely honed translations.



CLASSICAL SPOTLIGHT
HANDEL/MOZART/SCHUBERT
 Teresa Stich-Randall. Westminster XWN 19092 (M); WST 17092 (S)

Once again the artist has chosen selections in which her talents can flourish. Unmistakably fine is her handling of the Handel work and, in the longer Mozart selection, she sings with the right sense of optimism and intensity.



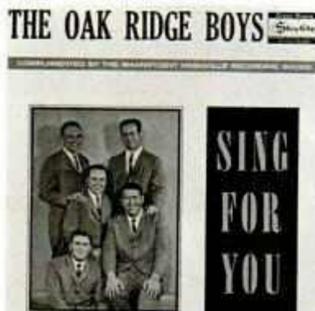
COUNTRY SPOTLIGHT
MR. FIVE STRING
 Don Reno. Dot DLP 3617 (M); DLP 25617 (S)

Don Reno for years has been recognized by the cognoscenti as one of the greats in the bluegrass field. He's from the same training ground that produced Flatt & Scruggs. These are very fine performances; with the material dipping into both folk and country sources, such as "Soldier's Joy Hop" and "If I Could Hold You One More Time."



JAZZ SPOTLIGHT
LUCKY STRIKES
 Lucky Thompson Quartet. Prestige PR 7365 (M)

Intimate and to-the-point jazz, well performed by saxophonist Thompson, Hank Jones on piano, Richard Davis, bass, and Connie Kay on drums. There's variety in mood and approach but at the same time it reflects the personality of Thompson. It's jazz with the personal (and expert) touch.



GOSPEL SPOTLIGHT
THE OAK RIDGE BOYS SING FOR YOU
 Skylite SRLP 6020 (M)

The spirit is really with this group as they sing a dozen songs, including such standards as "In the Upper Room" and "Close to the Master." The material is varied in its rhythmic patterns and tempi, so that it displays the technical excellence of the singers.

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT
WONDERFUL WORLD OF MY DREAMS
 Carmel Quinn. Dot DLP 3610 (M); DLP 25610 (S)

No brogue for Carmel on this album. The flavor is pop-country—guitars, shimmering strings and chorus. The gal handles such favorites as "Seven Lonely Days," "Wonderful World of My Dreams," "Are You Lonesome Tonight," with sincerity and warmth. Most pleasant from start to finish.

POP SPECIAL MERIT
THE ORIGINAL SOUND OF "THE TWENTIES"
 Various Artists. Columbia C3L 35 (M)

The collector will have a field day with this three-set package. Producers Larry Carr and Frank Driggs have dug deep into the archives and come up with such as Paul Whiteman, Bix Beiderbecke, George Gershwin, Sophie Tucker, Ruth Etting, Blossom Seeley and Bessie Smith, among many, to authenticate the '20's sound.

POP SPECIAL MERIT
MOTION PICTURE HITS
 Ralph Marterie. Musicor MM 2049 (M); MS 3049 (S)

Avoiding gimmickry and relying on lush orchestrations to back up his trumpet, Ralph Marterie does a great job with such motion picture hit tunes as "Gigi," "More" and "Dear Heart." Strings are blended with trumpet for a smooth effect.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THAT HONEY HORN SOUND
 Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S)

PORTRAIT OF MY LOVE
 Lettermen, Capitol T 2270 (M); ST 2270 (S)

★ NEW ACTION LP's

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

IMPRESSIONS GREATEST HITS . . .
 ABC-Paramount ABC 515 (M); ABCS 515 (S)

20 ORIGINAL WINNERS OF 1964 . . .
 Various Artists, Roulette R 25293 (M); SR 25293 (S)

THOU SHALT NOT STEAL . . .
 Dick & Deedee, Warner Bros. W 1586 (M); WS 1586 (S)

PERCY FAITH PLAYS LATIN THEMES FOR YOUNG LOVERS . . .
 Columbia CL 2279 (M); CS 9079 (S)

THE MAN . . .
 Lorne Greene, RCA Victor LPM 3302 (M); LSP 3302 (S)

MY FIRST OF 1965 . . .
 Lawrence Welk, Dot DLP 3616 (M); DLP 25616 (S)

THE ANIMALS ON TOUR . . .
 MGM E 4281 (M); SE 4281 (S)

FRIENDLY PERSUASION . . .
 Ray Conniff, His Ork & Chorus, Columbia CL 2210 (M); CS 9010 (S)

A LOVE SUPREME . . .
 John Coltrane, Impulse A 77 (M); AS 77 (S)

ORANGE BLOSSOM SPECIAL . . .
 Johnny Cash, Columbia CL 2309 (M); CS 9109 (C)

BURNING MEMORIES . . .
 Ray Price, Columbia CL 2289 (M); CS 9089 (S)

CLASSICAL SPECIAL MERIT

BERNSTEIN CONDUCTS COPLAND
 Leonard Bernstein/New York Philharmonic. Columbia ML 6098 (M); MS 6698 (S)

Aaron Copland is a classical composer with a flair for the jazz idiom and the same can be said about Leonard Bernstein, who conducts the New York Philharmonic in two of Copland's jazz-inspired classics, "Music for the Theatre" and "Piano Concerto." Copland is piano soloist on the former piece, and a small orchestra works over the latter.

CLASSICAL SPECIAL MERIT

DEBUSSY: PELLEAS ET MELISANDE (3-12")
 Ernest Ansermet. London A 4379 (M); OSA 1379 (S)

A good cast, headed by George London, gives this opera, based on Maeterlinck's play, a choice interpretation. London has the voice, giving his role range and depth. Miss Spoorenberg's portrayal is stirring. Maurane is moving. Conducted by Ansermet, the orchestra performs flawlessly.

CLASSICAL SPECIAL MERIT

BACH: THE MUSICAL OFFERING
 European String Quartet Members; Vienna Symphony Wind Group Members (Scherchen). Westminster 19089 (M); WST 17089 (S)

The world-renowned conductor, Hermann Scherchen, received glowing reviews in his recent American debut. Here he conducts his second recording of "The Musical Offering," his first in stereo, with the sharpness and clarity of detail one has come to expect.

CLASSICAL SPECIAL MERIT

BRAHMS/JOACHIM HUNGARIAN DANCES
 Robert Gerle, Violin; Norman Shetler, Piano. Westminster XWN 19093 (M); WST 17093 (S)

Robert Gerle captures the right flavor of Brahms' Hungarian dances in the style of its leading violin exponent of yesteryear, Joachim. Norman Shetler provides an effective piano accompaniment.

LOW PRICE CLASSICAL SPECIAL MERIT

BACH: CANTATAS NO. 4, "CHRIST LAG IN TODESBANDEN" & NO. 140 "WACHET AUF"

Choir & Orchestra of the Bach Guild (Prohaska). Vanguard SRV 152 (M)

Good addition to the recorded catalog of these two related Bach works. The coupling adds to the interest as "140" is a wedding Cantata representing the union of Christ and the human soul and "No. 4" depicts, musically, the trials and tribulations of Christ and His ultimate redemption. With Easter approaching, the album should receive special attention.

COUNTRY SPECIAL MERIT

WESTERN SWING ALONG
 Bob Wills & His Texas Playboys. Vocalion VL 3735 (M); VL 73735 (S)

Many country fans will be glad to get this package, for it is a bargain at the price. Wills, of course, is one of the great staples in the western band field and his band is represented here by a dozen sides—all touched with Wills' individual style.

FOLK SPECIAL MERIT

THE BACK PORCH MAJORITY LIVE FROM LEDBETTER'S
 Epic LN 24134 (M); BN 26134 (S)

This is the second set issued by Randy Sparks' newly formed group and they continue to pour out a joyous sound. The package was produced "live" at Ledbetter's in Los Angeles, and it abounds in enthusiasm throughout.

FOLK SPECIAL MERIT

BIG BILL BROONZY SINGS COUNTRY BLUES
 Disc D 112 (M)

These sides of the late great blues artist will interest collectors. Some of the performances are of classic blues, including such great songs as "In the Evening," "Trouble in Mind" and "Frankie and Johnny." Aficionados will also appreciate such sides as "Joe Turner No. 2." The performances are simple and uncluttered in Broonzy's dramatic style.

★★★★ FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

THE VOICE THAT IS!
 Johnny Hartman. Impulse A-74 (M); AS-74 (S)

MUSIC FROM THE MGM MOTION PICTURE QUICK, BEFORE IT MELTS AND OTHER SELECTIONS
 David Rose & His Ork. MGM E 4285 (M); SE 4285 (S)

THE BEST OF SHIRLEY TEMPLE, VOL. II
 20th Century-Fox TFM 3172 (M)

'ROUND MIDNIGHT
 Charlie Cochran. Ava A 44 (M); AS 44 (S)

A TRIBUTE TO JESSE CRAWFORD
 George Wright. Dot DLP 3613 (M); DLP 25613 (S)

GEORGE WRIGHT PLAYS GEORGE GERSHWIN
 Dot DLP 3612 (M); DLP 25612 (S)

THE MOST EXCITING ORGAN EVER
 Billy Preston. Vee Jay VJ 1123 (M)

ALBUM REVIEW POLICY

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

BIG SIXTEEN GUITAR FAVORITES
 Vinnie Bell. Musicor MM 2047 (M); MS 3047 (S)

THE SQUARE AND OTHER GREAT NARRATIONS
 Dick Whittinghill. Dot DLP 3619 (M); DLP 25619 (S)

SLAVE TRADE IN THE WORLD TODAY
 Soundtrack. London M 76006 (M) (No Stereo)

LOW PRICE COUNTRY

ROY DRUSKY
 Vocalion VL 3742 (M); VL 73742 (S)

COUNTRY

BOB WILLIS KEEPSAKE ALBUM, NO. 1
 Loughorn LP-001 (M)

CLASSICAL

SCHUMANN: MANFRED
 David Carille Hermges, Vienna Academy Chamber Choir; Vienna Radio Orchestra (Scherchen). Westminster VWN 19088 (M); WST 17088

ARMANDO GHITALLA TRUMPET
 Cambridge CRM 819 (M)

MOZART: WORKS FOR ORGAN AND ORCHESTRA, VOL. 2
 Marie-Claire Alain/Chamber Orchestra of Jean-Francois Paillard (Paillard). Westminster XWN 19091 (M); WST 17091 (S)

MOZART: WORKS FOR ORGAN AND ORCHESTRA, VOL. 1
 Marie-Claire Alain/Chamber Orchestra of Jean-Francois Paillard (Paillard). Westminster XWN 19090 (M); WST 17090 (S)

BACH: CANTATAS
 Solists, the Thomaner Chorus & the Gewandhaus Orch. (Thomas). Bruno BR 23033L

(Continued on page 64)

A NATURAL!

THE BARRY SISTERS
sing

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Record Preview

The New Full-Color Consumer Publication by **Billboard**

165 W. 46th St. at Times Square
New York, N.Y. 10036—212 Plaza 7-2800

Dear Record Dealer:

After one full year of over-the-counter sales experience through record outlets in every state from coast to coast, it can be said with full reliability that:

RECORD PREVIEW is DEFINITELY the dealer's single most effective regularly-published LP record merchandiser available today!

Here are just a few of the verified figures behind this statement:

- * The four editions of RECORD PREVIEW published in 1964 sparked sales of 1,070,000 LPs for dealers;
- * Better than half of all copies of RECORD PREVIEW used by dealers actually deliver a consumer purchase...each averaging between 2 and 3 LP purchases;
- * A single copy of RECORD PREVIEW, reports one dealer, was directly responsible for the purchase of 12 LPs by just one customer.

It doesn't take higher mathematics to figure out how many more records you can sell...and how much more you can add to your record profits...by putting RECORD PREVIEW into the hands of your in-store customers, your mail-order clients, or just plain "lookers" and "browsers", because RECORD PREVIEW has proved itself a solid record merchandiser for all types and sizes of stores. It numbers among its users, big-name retailers such as Macy's...Burdine's...Montgomery-Ward...J. L. Marsh, and aggressive, well-known record merchandisers like Sam Goody's...Judkins Music...Don Leary's...Schirmer's...Record Specialists. Even the U. S. Army Special Services Depot and the Navy Exchange are RECORD PREVIEW users...not to mention the hard-working neighborhood record shops whose day-to-day sales of LPs add up to the millions...people like Mr. J. L. Ackard of the Allegro Music Shop in Pacific Palisades who used RECORD PREVIEW all through 1964 and who accompanied his increased 1965 order with this comment:

"We certainly are pleased with this publication. It has brought us lots of plus business."

and Mr. H. Glick from far-off Yellowknife in the North West Territory, who has this to say:

"...we're hoping that you plan to continue with Record Preview...as we would like to increase our order for 1965."

NEW ALBUM RELEASES

ABC PARAMOUNT

THE BARRY SISTERS Sing Fiddler on the Roof; ABC 516, ABCS 516

AMY

ADAM FAITH; 8005, 8005

ATCO

MURRAY THE K'S Greatest Holiday Show Live From the Brooklyn Fox; LP 301, SD 301
The Great OTIS REDDING Sings Soul Ballads; LP 411, SD 411

ATLANTIC

HERBIE MANN—My Kinda Groove; LP 1433, SD 1433
SERGIO MENDES—The Swinger From Rio; LP 1434, SD 1434

The MAX ROACH TRIO Featuring the Legendary Hasaan; LP 1435, SD 1435
AUSTIN CROMER Sings for Her; LP 8107, SD 8107

BETHLEHEM

The Golden Voice of MEL TORRE; BX 4015

CAPITOL

WANDA DE SAH—Brasil '65 Is Here!; T 2294, ST 2294

CAPITOL-CANADIAN

THE MANFRED MANN RETURN; T 6102

COLLEGIUM

PAT HORINE & PRESTON WEBBER—Pat n' Preston Horsin' Around; 101

COLUMBIA

CARL BUTLER & PEARL—The Old and the New; CL 2308, CS 9108
LITTLE JIMMY DICKENS—Handle With Care; CL 2288, CS 9088
MILES DAVIS in Concert—My Funny Valentine; CL 2306, CS 9106
LES & LARRY ELGART—The New Elgart Touch; CL 2301, CS 9101
THE BROTHERS FOUR—The Honey Wind Blows; CL 2305, CS 9105
BUD POWELL—A Portrait of Thelonious; CL 2292, CS 9092
JOHNNY HORTON Sings I Can't Forget You; CL 2299, CS 9099
THE RALPH SHARON TRIO—Do I Hear a Waltz?; CL 2321, CS 9121
ANDY WILLIAMS—Hawaiian Wedding Song; CL 2323, CS 9123
PERCY FAITH & HIS ORCH.—Do I Hear a Waltz?; CL 2317, CS 9117
Introducing THE BEERS FAMILY/An American Folk Tradition; ML 6105, MS 6705
BARTOK STRING QUARTETS NOS. 1, 2, 3, 4, 5 & 6—The Julliard String Quartet; D3L 317, D3S 717
BEETHOVEN: SYMPHONY NO. 6 IN F MAJOR OP. 68—The New York Philharmonic (Bernstein); ML 5949, MS 6549

SCHUMANN: CONCERTO IN A MINOR FOR PIANO & ORCH. OP. 54—The Philadelphia Orch. (Ormandy); ML 6088, MS 6688
JOHN WILLIAMS; ML 6096, MS 6696
The Music of ARNOLD SCHOENBERG Vol. 3 (Craft); M2L 309, M2S 709
ROBERT LOWELL'S—Benito Cereno; DOL 319, DOS 719
MAJOR DUNDEE; OL 6380, OS 2780
EUGENE O'NEILL'S—Hughie; OL 6360, OS 2760
MURRAY SCHISGAL'S Luv; DOL 318, DOS 718
RICHARD RODGERS Presents Do I Hear a Waltz?; KOL 6370, KOS 2770

GATEWAY

VARIOUS ARTISTS—1964 Year in Review; GLP 9004

KAPP

No One in This World Is Like DON FRANCKS; KRL 4501, KRS 4501

KING

HANK BALLARD & THE MIDNIGHTERS—Those Lazy, Lazy Days; 913

The Remarkable STANLEY BROTHERS Sing Bluegrass Songs for You; 924
The Lovable Style of BOBBY FREEMAN; 930

LONDON

THE ROLLING STONES, NOW!; LL 3420, PS 420

MERCURY (WING)

TOMMY JACKSON & LLOYD ELLIS—Guitar & Fiddle Country Style; MGW 12298, SRW 16298
VARIOUS ARTISTS—Five String Banjo Jamboree; MGW 12299, SRW 16299
PATTI PAGE—Y'all Come; MGW 12295, SRW 16295
VARIOUS ARTISTS—Honky Tonk Favorites; MGW 12297, SRW 16297

MOTOWN

THE SUPREMES Sing Country, Western & Pop; MT 625, S 625
CHOKER CAMPBELL & HIS 16 PIECE BAND—Hits of the Sixties; M 620, S 620

BILLBOARD, March 13, 1965

Just what is it that has made RECORD PREVIEW the effective, sales-proven record merchandiser that it is? Actually, it's a combination of just-can't-miss factors...

- * a beautiful full-color magazine-catalog featuring only the top LPs of the best-known artists of all the most active record labels (merchandise which is a basic part of the stock of most record departments);
- * brief, interesting, fast-paced features on subjects and personalities in the record field (the March/April 1965 issue, for example, will carry features on Ed Sullivan and what he means to record exposure...Andy Williams...Nancy Wilson...the big new Broadway hit, Fiddler on the Roof...Bobby Vinton...Al Martino...the Cincinnati Symphony Orchestra...Roger Miller);
- * charts of Best Sellers in all of the most-favored record categories:--pop instrumental...pop vocal...teen favorites...classical...jazz...comedy...country...folk...broadway show and movie soundtrack;
- * numbers, prices and songs included in the newest hit-potential LPs...with up to 100 album covers reproduced in glamorous full color...to whet the buying appetite of every record collector.

It's no wonder that record fans have acquired a "can't wait" attitude for RECORD PREVIEW...like Johanna Riesel of New York City who expresses her feeling in writing with comments such as: "...very useful in determining the selections to purchase" and "...beautifully and expertly edited" and "...should be in all music shops", and the scores of record fans surveyed at the 1964 Hi-Fi Show, of whom:

- ...76% would like to get every issue of RECORD PREVIEW; and
- ...82% expect to use RECORD PREVIEW as a check-list of records they would buy for themselves.

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- PACIFIC JAZZ (CANADA)**
CLARE FISCHER—First Time Out; PJ 52
CLARE FISCHER—Surging Ahead; PJ 67
- PRESTIGE**
JIMMY WITHERSPOON—Some of My Best Friends Are the Blues; 7356
- SIMON SAYS**
KAY LANDE—Let's Go to the Toy Shop; M 34
VARIOUS ARTISTS—A First Learning Record of Beginning Numbers; M 37
TRAVELING PLAYHOUSE ORIGINAL CAST—The Wizard of Oz; M 33
IREENE WICKER—Just So Stories; M 36
IREENE WICKER—Grimm's Fairy Tales; M 35
- SPOKEN ARTS**
BRENDAN BEHAN Sings Irish Folksongs and Ballads; SA 760
Irish Verse and Ballads; SA 707
Irish Fairy Tales; SA 720
The Midnight Court; SA 742

- WILLIAM BUTLER YEATS, Poems and Memories; SA 751
WILLIAM BUTLER YEATS, Poems and Memories; SA 752
The Poems of WILLIAM BUTLER YEATS; SA 753
DERMOT O'BRIEN & HIS QUARTET PLAY Ceili Music; SA 204
Irish Folk Songs Sung in Irish and English; SA 206 by GRAINNE NI ELGEARTAIGH
BRENDAN MULHAIRE & HIS CEILI BAND; SA 216
MICHAEL McCANN Sings Songs of Ireland; SA 217
BERNADETTE GREEVY; SA 219
PEADER BOURKE & VERA DUFFY Songs of an Irish Revolutionary; SA 899
- STAX**
BOOKER T & THE MG's—Soul Dressing; LP 705, SD 705
- 20th CENTURY-FOX**
The Best of SHIRLEY TEMPLE; TFM 3172

- VEE JAY**
VARIOUS ARTISTS—From Slavery 'Til Now; VJ 8505
RUSS MORGAN—His Greatest Hits; VJLP 1125
ARCHIE BROWNLEE—Waiting at the River; VJLP 5073
ORIGINAL CAST—Black Nativity; VJ 8503
JIMMY REED—The Legend/The Man; VJ 8501
The Best of HOYT AXTON; VJLP 1118
JOHN LEE HOOKER—Is He Really the World's Greatest Blues Singer? VJ 8502
HOYT AXTON—Saturday's Child; VJLP 1127
The GARY LeMEL Album; VJ 1129
Churchill—The Legend, the Man; VJ 1130
- WORLD-PACIFIC (CANADA)**
RAGAS & TALAS—Music of India; WP 1431, SWP 1431
CLIFFORD SCOTT—Lavender Sax; WP 1825, SWP 1825
- ZONDERVAN**
THE MEMPHIANS QUARTET—Introducing the Memphians; ZIP 665
SWANEE RIVER BOYS Finest; ZLP 635
JERRY BARNES & THE SWANEE RIVER BOYS; ZLP 641



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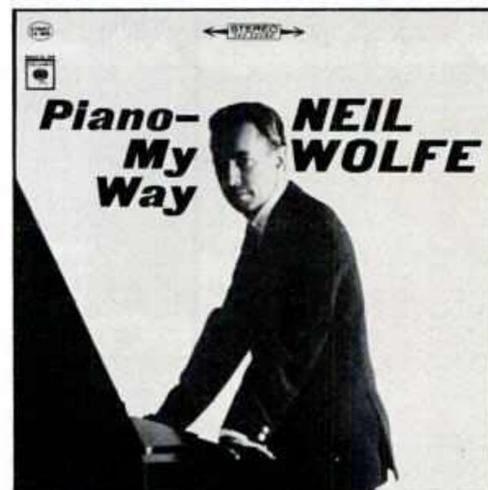
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ALBUM REVIEWS

Continued from page 26

MADRIGALS OF THOMAS MORLEY AND JOHN WILBYE
The Deller Consort. Vanguard SRV 157 (M); SRV 157SD (S)

PAUL BADURA-SKODA PLAYS HAYDN
Westminster XWN 19077 (M); WST 17077 (S)

JAZZ

CARNIVAL SKETCHES
Gene Shaw. Argo LP 743 (M)

WHEN JAZZ CAME UP THE VOLGA
The Saints of Bleecker Street. Village Gate VGLP 2004 (M); VGLP 2004 (S)

COMEDY

HOW YOU DO?
Buddy Hackett. Coral CRL 57422 (M); CRL 757422 (S)

FOLK

FANTASTICO!
Jorge Morel. Village Gate VGLP 2001 (M); VGLP 2001 (S)

JUG BAND MUSIC
Jim Kweskin & the Jug Band. Vanguard VRS 9163 (M); VSD 79163 (S)

HEDY WEST, VOL. 2
Vanguard VRS 9162 (M); VSD 79162 (S)

MANY A MILE
Buffy Sainte-Marie. Vanguard VRS 9171 (M); VSD 79171 (S)

HIGH TIDE
Dean deWolf. Argo LP 4035 (M)

ON THEIR WAY
The Two Brothers. Franc LPF 0003

SPIRITUAL

REV. CLEOPHUS ROBINSON SINGS WE SHALL GAIN THE VICTORY
Savoy MG 14100

GOSPEL

ABOVE THE CLOUDS
Sons of Harmony. Skylite SRLP 6024 (M)

AN OLD FASHIONED SUNDAY EVENING
Ralph Carmichael. Word W-3303-LP (M); WST-8303-LP (S)

PRESENTING . . . THE ANGELIC CHOIR AS THEY GO . . . CLIMBING UP THE MOUNTAIN
Savoy MG 14105

WITHOUT HIM
Stamps Quartet. Skylite SRLP 6021 (M)

SACRED

BLEST BE THE TIE THAT BINDS
Pat Boone and the David Lipscomb A Cappella Singers
Dot DLP 3601 (M); DLP 25601 (S)

DON'T YOU WANT TO SEE DAYBREAK
Inspirational. Sword & Shield LPM 4007

INTERNATIONAL

I'LL ALWAYS LOVE YOU
Tito Rodriguez. Musicor MM 2045 (M); MS 3045 (S)

RUMBAS SOLAMENTE RUMBAS
Orquesta Serenata Tropical. Columbia EX 5134 (M); ES 1834 (S)

LOS REYES DEL RITMO (THE KINGS OF RHYTHM)
Miguelito Valdes y Machito. Decca DL 4595 (M)

SONGS FROM THE FILM "BESAME"
Saritá Montiel. Columbia EX 5135 (M); ES 1835 (S)

LOVE SONGS OF RAFAEL HERNANDEZ
Decca DL 4585 (M)

LOS FABULOSOS HERMANOS RIGUAL
Decca DL 4575 (M); DL 74575 (S)

NEUES VAN ZARAH LEANDER
Fiesta FLP 1407 (M)

TENGO MAQUINA Y VOY A SESENTA
Charlie Palmieri & His Duboney Ork. Alegre LPA 837 (M)

TROPICAL MADNESS
Los Wawanco. Decca DL 4565 (M)

EL INCOMPARABLE
Johnny Rodriguez. Decca DL 4599 (M); DL 74599 (S)

INTRODUCING LOUIS RAMIREZ
Remo LPR 1512 (M)

AT LAST!
Pete Rodriguez. Remo LPR 1511 (M)

ABENDS IN DER BAR MIT PETER KREUDER
Fiesta FLP 1410 (M)

BAGPIPE MUSIC OF THE GAELS
Fintan Lalor Pipe Band. Avoca AV 150 (M)

EL SENSACIONAL TRIO
Los Amigos. Decca DL 4596 (M); DL 74596 (S)

NIKOS GOUNARIS SINGS HIS NEW SONGS OF GREECE
Grecophon 303 (M)

PHYLLIS CURTIN SINGS CANTIGAS Y CANCIONES OF LATIN AMERICA
Vanguard VRS 1125 (M); VSD 71125 (S)

DESFILE DE ESTRELLAS, VOL. II
Yayo El Indio, Bimbi Y Su Trio Oriental Y Grupo Dekano. Decca DL 4580 (M); DL 74580 (S)

SINGEN UND WANDERN
Various Artists. Fiesta FLP 1408 (M)

IF YOU'RE IRISH
Willie Brady. Avoca AV 151 (M)

51 POLKA FAVORITES
Al Soyka & His Ork. Musicor MM 2024 (M); MS 3024 (S)

LA VIDA ES UNA CANCION (LIFE IS A SONG)
Los Cinco Latinos. ABC-Paramount ABC 498 (M); ABCS 498 (S)

THREE-STAR ALBUMS
The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

JOE FEENEY SINGS FOR YOU
Dot DLP 3618 (M); DLP 25618 (S)

SAN FRANCISCO MOODS
Frank Gazis. Capitol T 2206 (M); ST 2206 (S)

CAFE BERLIN
Kurt Henkels Dance Ork of Germany. Bruno BR 50131L

THE BEST OF A CAPELLA
Various Artists. Relle 101 (M)

THE REMARKABLE VOICE OF FLO HANDY
Carney LPM 201 (M)

LOW PRICE POPULAR

LOST IN A DREAM
The Ink Spots. Vocallon VL 3725 (M)

CLASSICAL

HAYDN: MASS IN TIME OF WAR
Various Artists. Vanguard SRV 153 (M); SRV 153SD (S)

BUXTEHUDE: COMPLETE ORGAN WORKS, VOL. 6
Alf Linder. Westminster W 9339 (M)

JAPAN—YESTERDAY AND TODAY
Yuri Yamamoto. Continental CST 2013 (S)

FOLK

THE FOLK SINGERS OF WASHINGTON SQUARE
Continental CST 2010 (S)

SPIRITUAL

THREE KINGS AND THE QUEEN
Various Artists. Spivey LP 1004 (M)

GOSPEL

THE UNSEEN GUEST
Rebels Quartet. Skylite SRLP 6022 (M)

LOVEST THOU ME?
Tripp Sisters. To Live Is Christ TLPM 6418 (M); TLPS 6418 (S)

INTERNATIONAL

YUGOSLAVIA
Dalmatian Ensemble. Fiesta FLP 1404 (M)

ARIAS FROM FRENCH AND RUSSIAN OPERAS
Nicolai Ghiaurov. London 5911 (M); OS 25911 (S)

'Name Game' At WOWO

FORT WAYNE — Grover Cleveland, Herbert Hoover, Lyndon Johnson, William McKinley, Jackie Kennedy and John Quincy Adams all listen to WOWO; so do celebrities like Danny Thomas, Arlene Francis, Tony Martin and about 150 others whose names are seen most frequently on TV, theater marquees or heard on the air.

It's the "Name Game," started by Shirley Ellis and taken up by deejay Ed Karr on the morning show on the Group W station. Ed found his own counterpart in Texas along with Bob Chase, WOWO's sports director whose namesake is a DJ at WNOW in New Orleans.

The station's Bill Rees has a ditto in Corpus Christi, while Liz Taylor lives in Howe, Ind., and Dick Burton is a 16-year-old southsider in Fort Wayne. Karr, one of the "top cats" on WOWO, merely mentioned one day, as he played the Ellis record, that he'd like to know some of the odd names of folks in his audience. Shortest name was "OK."

PHILBIN OUT, GRIFFIN IN

NEW YORK — Exit Regis Philbin, enter Merv Griffin. Group W (Westinghouse Broadcasting Co.) will replace "That" show in late April with a new late-night syndicated entry hosted by TV, radio and record personality Merv Griffin.

SIMS RECORDS

is pleased to announce that ATLANTIC RECORDS has taken over the distribution of the entire Sims catalogue of singles and albums.

All releases on the Sims label are now available from Atlantic distributors in this country and through Atlantic licensees in other parts of the world.

RUSSELL SIMS President, Sims Records, Inc.

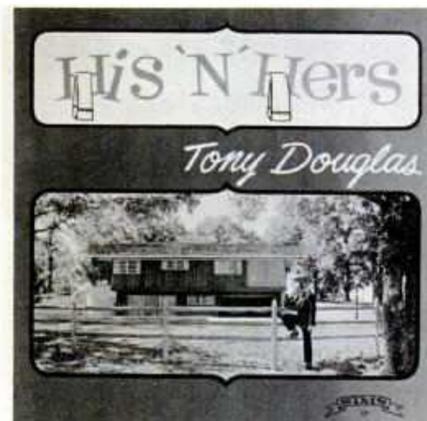
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Swiss Fest to Draw Top Names

LUCERNE, Switzerland — Some of the world's leading symphony orchestras, conductors, and soloists have been scheduled for the International Festival of Music Aug. 14 through Sept. 9.

Among participating orchestras and conductors will be the Berlin Philharmonic, led by Herbert von Karajan; the Vienna Philharmonic with Wolfgang Sawallisch conducting one concert and Dr. Karl Boehm another; the Bavarian Radio Symphony Orchestra conducted by Rafael Kubelik; and the Swiss Festival Orchestra under Ernest Ansermet, Rafael Fruehbeck de Burgos, Joseph Keilberth and Igor Markevitch. Rudolf Baumgartner will conduct the Lucerne Festival Strings in the Musica Nova concert and Alexander Schneider will direct the Marlboro Orchestra in a chamber concert.

Performing piano recitals will be Arthur Rubinstein and Svyatoslav Richter. Soloists will include Rudolf Serkin, Geza Anda and Nikita Magaloff, piano; Wolfgang Schneiderhan, Nell Gotkovsky and Arthur Grumiaux, violin; Aurele Nicolet, flute; Heinz Holliger, oboe; Enrico Mainardi, cello; Karl Richter, organ.

The program will also feature

a performance of Janacek's "Aus einem Totenhaus," song recitals by Christa Ludwig and Walter Berry, and chamber music with soprano Irmgard Seefried and violinist Wolfgang Schneiderhan. A recital will be performed by the Suk-Trio of Josef Suk, violin; Jan Panenka, piano; and Josef Chuchro, cello.

Lucerne's famed Master Courses at the Lucerne Conservatoire of Music will be directed during the festival by Geza Anda, piano; Wolfgang Schneiderhan, violin; Enrico Mainardi, cello; and Franziska Martienssen and Paul Lohmann, voice.

Czech Pianist to Join Julliard School Staff

NEW YORK—Czech pianist Rudolf Firkusny will join the piano faculty of the Juilliard School of Music for the 1965-66 school year, according to Peter Mennin, president.

Joining the composition faculty will be Roger Sessions and Luciano Berio.

Firkusny has performed concerts throughout the world with all of the major European and American orchestras. He received his early piano training with Vilem Kurz and Artur Schnabel and studied composition with Leos Janacek and

Joseph Suk. He will continue concert performances, in addition to his teaching.

Sessions is a member of the National Institute of Arts and Letters, the American Academy of Arts and Letters, and the American Academy of Arts and Sciences. An opera, "Montezuma," by Sessions recently premiered in Berlin.

Berio, now in Berlin working on a Ford Foundation grant, has studied at Tanglewood with Luigi Dallapiccola. He has been involved in all phases of music including, recently, the electronic field.

Chopin Contest in Warsaw

WARSAW—The Seventh International Chopin Competition began in Warsaw Feb. 21. Eighty-four pianists from 30 countries have entered the first stage of the event. The breakdown: U. S. A., 10; France, 8; Bulgaria, 7; Poland, 7; Soviet Union, 5; Czechoslovakia 4; East Germany, 4; Argentina, Austria, Japan, Hungary and Britain, 3 pianists each; Brazil, Yugoslavia, Mexico, West Germany, Turkey and Venezuela will each have 2 entrants and Chile, Cyprus, Greece, India, Iran, Columbia, South Korea, Cuba, Peru, Portugal, Sweden will present one entrant each.

While in Warsaw, each of the pianists, together with their families, friends and agents, live in a hotel around the corner from the Philharmonic Hall, the setting of the competition.

The organizers recently announced that apart from the usual prizes awarded by the Frederick Chopin Society and the Polish Radio, other awards will be made. These include the Anna Godlewska Prize of \$300 to the best Polish pianist, irrespective of whether he or she now lives in Poland; the Maria

Kowarska-Szwalbe Prize of 7,000 zlotys for the best interpretation of a Chopin sonata—this award is being made by her brother, Henryk Nowogrodski; the Vincent d'Inda Music School in Montreal is offering the winner of the first prize a free tour to Canada, where the winner will perform in a gala concert opening the school's new concert hall; a scholarship worth 10,000 zlotys will be awarded by the Frederick Chopin Society to the youngest participant in the finals; the Chopin Society in Marienbad, Czechoslovakia, is offering a gold cup for the best interpretations of the "Waltz in A flat major Op. 34 No. 1."

Academy on Met Schedule

NEW YORK—The Metropolitan Opera Co. will include the Brooklyn Academy of Music in its country-wide tour next season. It has been almost 30 years since the Met last performed at the Brooklyn Academy with such stars as Enrico Caruso, Geraldine Farrar, Emma Calve, Nellie Melba, Luisa Trazzini and Antonio Scotti.

In the opera season beginning Dec. 27 through Jan. 2, 1966, the repertoire will include Puccini's "Madam Butterfly," Bizet's "Carmen," Rossini's "Cinderella," among others.

The Met Co. is jointly sponsored by the Metropolitan Opera Assn. and the John F. Kennedy Center for the Performing Arts. Road management will be shared by mezzo Rise Stevens and Michael Manuel, formerly of the Covent Garden Opera staff.

Touring group will consist of American and Canadian singers, choristers—dancers and orchestra musicians.

Ticket information will be available at the Brooklyn Academy of Music about April 1.

BEST SELLING CLASSICAL LP'S

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

This Week

OPERA, VOCAL AND CHORUS

- BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonic Orch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- THE AGE OF BEL CANTO**—Sutherland, Horne, Conrad, London Sym. Cho. & Orch., New Sym. Orch. of London (Bonyng): London (2-12") OSA 1257 (S), A 4257 (M).
- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
- VERDI**—Aida; Price, Corr, Vickers, Tozzi, Rome Op. (Solti): RCA Victor (3-12") LSC 6158 (S), LM 6158 (M).
- PUCCINI**—Tosca; Price, Di Stefano, Taddei, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
- VERDI**—Otello; Del Monaco, Tebaldi, Protti, Vienna Phil. (Karajan): London (3-12") 1324 (S), 4352 (M).
- PLAY OF HEROD**—N. Y. Pro Musica (Greenberg): Decca DXSA 187 (S), DXA 187 (M).
- PUCCINI**—Madama Butterfly (highlights); Tebaldi, Bergonzi, Cossotto, St. Cecilia Acad. (Serafin): London (3-12") 1314 (S), 4337 (M).
- MAHLER**—Kindertotenlieder; Fischer-Dieskau D.G.G. 138879 (S), 18879 (M).

SYMPHONIC AND ORCHESTRAL

- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD 19 (S), MGD 19 (M).
- RESPIGHI**—Pines, Fountains and Festivals of Rome; Philadelphia Orch. (Ormandy): Columbia MS 6587 (S), ML 5987 (M).
- STRAVINSKY**—Sacre Du Printemps; Berlin Phil. (Karajan): D.G.G. 138920 (S), 18920 (M).
- BEETHOVEN**—Symphonies (9) (complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL 101/8 (S), KL 1/8 (M).
- RIMSKY-KORSAKOV**—Coq D'or Suite/**STRAVINSKY**—Firebird; Boston Sym. (Leinsdorf): RCA Victor LSC 2725 (S), LM 2725 (M).
- BEETHOVEN**—Symphony No. 5; N. Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 5868 (M).
- BRITTEN**—War Requiem; Vishneskaya, Pears, Fischer-Dieskau, London Sym. & Cho. (Britten): London (2-12") 1255 (S), 4255 (M).
- PAS DE DEUX**—London Sym. Orch. (Bonyng): London CS 6418 (S), CM 9418 (M).
- RESPIGHI**—Ancient Airs and Dances; Hungarica Phil. (Dorati): Mercury 90199 (S), 50199 (M).
- GROFE**—Grand Canyon Suite; N. Y. Phil. (Bernstein): Columbia MS 6618 (S), ML 6018 (M).

SOLO INSTRUMENT AND CONCERTI

- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano and Orch.; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
- MY FAVORITE CHOPIN**—Cliburn: RCA Victor LSC 2576 (S), LM 2576 (M).
- GRIEG**—Concerto in A for Piano; Entremont, Phila. Orch. (Ormandy): Columbia MS 6016 (S), ML 5282 (M).

CHAMBER MUSIC

- BEETHOVEN**—Sonatas (5) for Cello and Piano (complete); Rostropovich, Richter: Philips (2-12") PHS 2 920 (S), PHM 2 520 (M).
- BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BEETHOVEN**—Quartet No. 14 in C sharp; Budapest Quartet: Columbia MS 6385 (S), ML 5785 (M).
- BEETHOVEN**—Trio No. 6 in B flat (Archduke); Oistrakh, Knushevitzky, Oborin: Angel S 35704 (S), 35704 (M).
- FAURE**—Quartet No. 2 in G for Piano; Festival Quartet: RCA Victor LSC 2735 (S), LM 2735 (M).



COLUMBIA RECORDS has re-signed the Cleveland Orchestra to an exclusive recording contract. Pictured, left to right: Frank E. Joseph, president of the Musical Arts Association of Cleveland; George Szell, conductor of the Cleveland Orchestra, and Goddard Lieberson, president of Columbia Records.

Billboard SPECIAL SURVEY for Week Ending 3/13/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	SHOTGUN 5 Jr. Walker & the All Stars, Soul 35008 (Jobete, BMI)	
2	1	MY GIRL 7 Temptations, Gordy 7038 (Jobete, BMI)	
3	4	STOP! IN THE NAME OF LOVE 4 Supremes, Motown 1074 (Jobete, BMI)	
4	8	PEOPLE GET READY 4 Impressions, ABC-Paramount 10622 (Chi-Sound, BMI)	
5	5	DON'T MESS UP A GOOD THING 6 Fontella Bass & Bobby McClure, Checker 1097 (Arc-Saico, BMI)	
6	3	HURT SO BAD 6 Little Anthony & the Imperials, DCP 1128 (South Mountain, BMI)	
7	9	NOWHERE TO RUN 3 Martha & the Vandellas, Gordy 7039 (Jobete, BMI)	
8	6	SHAKE 7 Sam Cooke, RCA Victor 8486 (Kags, BMI)	
9	10	ASK THE LONELY 6 Four Tops, Motown 1073 (Jobete, BMI)	
10	17	YOU GOT WHAT IT TAKES 3 Joe Tex, Dial 4003 (Tree, BMI)	
11	7	YOU'VE LOST THAT LOVIN' FEELIN' 7 Righteous Brothers, Philles 124 (Screen Gems-Columbia, BMI)	
12	19	A CHANGE IS GONNA COME 7 Sam Cooke, RCA Victor 8486 (Kags, BMI)	
13	16	SUDDENLY I'M ALL ALONE 6 Walter Jackson, Okeh 7215 (Blackwood, BMI)	
14	28	I DO LOVE YOU 6 Billy Stewart, Chess 1922 (Chevis, BMI)	
15	11	TWINE TIME 7 Alvin Cash & the Crawlers, Mar-V-Lus 6002 (Va-Pac, BMI)	
16	23	YOU BETTER GET IT 4 Joe Tex, Dial 4003 (Tree, BMI)	
17	35	GOT TO GET YOU OFF MY MIND 2 Solomon Burke, Atlantic 2276 (Cotillion, BMI)	
18	12	THE BOY FROM NEW YORK CITY 7 Ad Libs, Blue Cat 102 (Trio, BMI)	
19	15	MR. PITIFUL 6 Otis Redding, Volt 124 (East-Time, BMI)	
20	24	TEASIN' YOU 3 Willie Tee, Atlantic 2273 (Cotillion-Shirleys, BMI)	

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	27	WE ARE IN LOVE 4 Bobby Byrd, Smash 1964 (Try Me, BMI)	
22	14	THE NAME GAME 7 Shirley Ellis, Congress 230 (Gallico, BMI)	
23	22	THE "IN" CROWD 7 Dobie Gray, Charger 105 (American, BMI)	
24	21	I WANNA BE (Your Everything) 7 Manhattans, Carnival 507 (Bright Star-Sanavan, BMI)	
25	25	STRAIN ON MY HEART 6 Roscoe Shelton, Sims 217 (English, BMI)	
26	20	HOW SWEET IT IS (To Be Loved by You) 7 Marvin Gaye, Tamla 54107 (Jobete, BMI)	
27	32	IT'S GONNA BE ALRIGHT 4 Maxine Brown, Wand 173 (Screen Gems-Columbia, BMI)	
28	34	COME SEE 2 Major Lance, Okeh 7216 (Camad-Chi-Sound, BMI)	
29	37	WHEN I'M GONE 2 Brenda Holloway, Tamla 54111 (Jobete, BMI)	
30	13	HOLD WHAT YOU'VE GOT 7 Joe Tex, Dial 4001 (Tree, BMI)	
31	29	HE WAS REALLY SAYIN' SOMETHIN' 7 Velvelettes, V.I.P. 25013 (Jobete, BMI)	
32	—	THE BIRDS AND THE BEES 1 Jewel Akens, Era 3141 (Pattern, ASCAP)	
33	33	I'M OVER YOU 7 Jan Bradley, Chess 1919 (Arc, BMI)	
34	—	DANNY BOY 1 Jackie Wilson, Brunswick 55277 (Boosey & Hawkes, ASCAP)	
35	—	I'VE BEEN TRYING 1 Impressions, ABC-Paramount 10622 (Curtom, BMI)	
36	39	WHO CAN I TURN TO 2 Dionne Warwick, Scepter 1298 (Musical Comedy, BMI)	
37	26	I KNOW WHY 6 Springers, Way Out 2699 (Big Song, BMI)	
38	18	I WANT YOU TO HAVE EVERYTHING 7 Lee Rogers, D-Town 1035 (Mah's, BMI)	
39	31	FLY ME TO THE MOON 5 LaVern Baker, Atlantic 2267 (Almanac, BMI)	
40	—	GOOD TIMES 1 Jerry Butler, Vee Jay 651 (Frost, BMI)	

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	SHAKE , Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S) 5	
2	2	SAM COOKE AT THE COPA , RCA Victor LPM 2970 (M); LSP 2970 (S) 7	
3	8	PEOPLE GET READY , Impressions, ABC-Paramount ABC 505 (M); ABCS 505 (S) 2	
4	3	WHERE DID OUR LOVE GO , Supremes, Motown MT 621 (M); S 621 (S) 7	
5	6	THE NANCY WILSON SHOW! Capitol KAO 2136 (M); SKAO 2136 (S) 6	
6	5	YOU'VE LOST THAT LOVIN' FEELIN' , Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S) 5	
7	—	IMPRESSIONS GREATEST HITS , ABC-Paramount ABC 515 (M); ABCS 515 (S) 1	
8	7	GOIN' OUT OF MY HEAD , Little Anthony & the Imperials, DCP DCL 3808 (M); DCS 6808 (S) 5	
9	4	HOW SWEET IT IS TO BE LOVED BY YOU , Marvin Gaye, Tamla TM 258 (M); (No Stereo) 5	
10	—	BEST OF SAM COOKE , RCA Victor LPM 2625 (M); LSP 2625 (S) 5	

HOT SPIRITUAL SINGLES

1. PEACE, BE STILL James Cleveland, Savoy 4217
2. WAITING FOR MY CHILD Consolers, Nashboro 800
3. YOU'VE BEEN GOOD TO ME Gospel Harmonettes, Vee Jay 952
4. MORE THAN A HAMMER AND NAIL Staple Singers, Epic 9748
5. BE CAREFUL OF STONES THAT YOU THROW Staple Singers, Epic 9748

HOT SPIRITUAL LP's

1. ON THE BANKS OF JORDAN, VOL. 4 James Cleveland, Savoy MG 14096
2. PEACE, BE STILL, VOL. 3 James Cleveland, Savoy MG 14076
3. HEAVEN, THAT WILL BE GOOD ENOUGH FOR ME James Cleveland, Savoy MG 14102
4. AMEN Staple Singers, Epic LN 24132
5. A BRIGHT SIDE Mighty Clouds of Joy, Peacock PLP 121

NEW ACTION R&B SINGLES

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

THE CLAPPING SONG (Clap Pat Clap Slap)
Shirley Ellis, Congress 234

HEART FULL OF LOVE
Invincibles, Warner Bros. 5495

NEVER, NEVER LEAVE ME
Mary Wells, 20th Century-Fox 570

NOT TOO LONG AGO
Uniques, Paula 219

PEACHES 'N' CREAM
Ikettes, Modern 1005

TELL HER I'M NOT HOME
Ike & Tina Turner, Loma 2011

TIME WAITS FOR NO ONE
Eddie & Ernie, Eastern 602

YOU CAN'T HURT ME NO MORE
Gene Chandler, Constellation 146

DJ SPOTLIGHT

JIMMY BYRD
WILD, Boston

Time slot: 1-5 p.m.

The "Early" Byrd has been with WILD the past three and a half years. Before that he was with WSRC, Durham, N. C., more than six years, and WFAI, Fayetteville, N. C., for two years. A native of Plainfield, N. J., Byrd attended Union Junior College in Cranford, N. J., and North Carolina College, Durham, N. C. He promotes theater shows in addition to gospel shows.



TOP R&B JOCKEY'S PICK-OF-THE-WEEK

JIMMY BYRD, WILD, Boston

I'll Be Doggone, Marvin Gaye, Tamla 54112
My Momma Told Me, Inez & Charlie Foxx, Symbol 206
LP—Funny, Joe Hinton, Backbeat BLP 60 (M); (No Stereo)

HERMAN AMIS, WNJR, Newark, N. J.

Stop and Get a Hold of Myself, Gladys Knight & the Pips, Maxx 334
Pick—Tomorrow Night, Damita Jo, Epic 9766
LP—Funny, Joe Hinton, Backbeat BLP 60 (M); (No Stereo)

GEORGE TRUEHART, WDAO, Dayton, Ohio

I Do Love You, Billy Stewart, Chess 1922
Got to Get You Off My Mind, Solomon Burke, Atlantic 2276
LP—People Get Ready, Impressions, ABC-Paramount ABC 505 (M); ABCS 505 (S)

BOB HUDSON, WCIN, Cincinnati

She Used to Be Mine, Obrey Wilson, Epic 9764
Where's There's a Will (There's a Way), Brook Benton, Mercury 72398

RUBY (Lady Cool Breeze) LEWIS, KBYE, Oklahoma City

We Are in Love, Bobby Byrd, Smash 1964
Lonely Drifters, Johnny Adams, Ron 995
LP—Ike & Tina Turner Show ... Live, Warner Bros. W 1579 (M); WS 1579 (S)

AVERY DAVIS (Zing Zang), KYOK, Houston

Woman, Lloyd Price, Monument 877
LP—Spotlight on Maxine Brown, Wand

GENE POTTS, WGIV, Charlotte, N. C.

Lee Cross, Walter Jackson, Okeh 7204
Gospel Pick—Be Careful of Stones That You Throw b-w
More Than a Hammer & Nail, Staple Singers, Epic 9748
LP—Grits & Soul, James Brown, Smash MGS 27057 (M); SRS 67057 (S)

TOM REED, KPRS, Kansas City, Mo.

Blues for Baby, Ronettes, Philles 126
Faith, Art Blakey, Lighthouse 3052
LP—Up Up With Donald Byrd, Verve

JERRY THOMAS, KNOX, Dallas-Fort Worth

Louise, Howlin' Wolf, Chess 1923
LP—Ray Charles Live in Concert, ABC-Paramount ABC 500 (M); ABCS 500 (S)

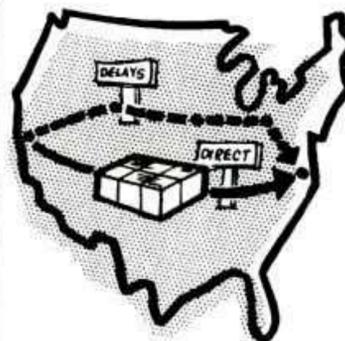
EDDIE CASTLEBERRY, WVKO, Columbus, Ohio

I Do Love You, Billy Stewart, Chess 1922
Banana Juice, Mar-Keys, Stax 166
LP—Hank Marr On & Off Stage, King

TOMMY SMALL, WLIB, New York

Got to Get You Off My Mind, Solomon Burke, Atlantic 2276
Wake Up John, Little Eva, Dimension 1042

ZIP CODE SPEEDS YOUR PARCELS



1. Packages are shipped by more direct route.
2. They are handled fewer times.
3. There is less chance of damage.



NARM Holds Parley in 'Peace'

• Continued from page 1

Blaine, John Burgess and Bill Gallagher.

The legal side of the business was microscoped by NARM attorney Albert Carretta, with the economical swing of things the subject of a lengthy discourse by Ohio State's Dr. Alton Doody.

The convention was capped by the presentation of the 1964 NARM awards (see separate story) at the awards banquet. Talent performing at an RCA dinner featured the all-Nashville contingent of Boots Randolph, Floyd Cramer, Chet Atkins and the Anita Kerr Singers. Epic's party presented Godfrey Cambridge and the Back Porch Majority.

Executive Secretary Malamud spoke optimistically about the convention's role. "One of the most important results of our convention is the development of a better understanding between manufacturer, record merchandiser and even among competitors."

NARM attorney Carretta said the animosity present at the last convention over the issue of full distributor status for racks was gone to a great extent. There was still, however, sniping at Capitol for its one-price stand. Curiously, economist Doody stated in his speech that price stabilization has tended to give racks a basis for profit projection and has saved him from overloading on product, thereby helping him in his inventory management.

One manufacturer exhibiting for the first time said he wished he could write orders every day like he had done on the opening day of the in-person meetings with racks. One manufacturer said the 15-minute appointments with each rack were not enough to adequately handle all topics.

NARM's president Cecil Steen summed up the affair in one word: "Constructive." One associate member remarked that the belligerence between racks and manufacturers of past meetings appeared to have eased off.

Panel Discussion on One-Speed Concept

• Continued from page 6

got worse and he hoped for greater rules clarifications. Dale's Ricklin agreed that the situation was confused and that

the FTC previously meant nothing to the industry.

Regarding pros and cons of record clubs, Steen said they did "immeasurable good" but were bad because they gave a negative

price image. "The image is that records are worth nothing because we give them away," he said.

Burgess called the clubs a stimulation helpful for the industry, but Ricklin followed quickly with the statement that when a manufacturer does more business through the mails than through his distributors, it's time

to take a second look at the clubs.

In a separate action, Denverite Davis tried unsuccessfully to impress the meeting with a price-cutting, loss leader situation in New York. He said he was perturbed about \$3.98 records selling for \$2 but that nobody seemed interested. He said this kind of action was at

the heart of the industry's problems. The New York store offering the product at that price was not mentioned. However, when executive secretary Jules Malamud read a telegram from Dave Rothfeld, Korvette's chief disk buyer, relating his inability to attend the convention, the audience and Davis broke into a large grin.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

TIRED OF WAITING FOR YOU

Kinks, Reprise 0347

★ REGIONAL BREAKOUTS

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

LONG BLACK VEIL . . .

Johnny Mathis, Pic 1 105 (Cedarwood, BMI) (Atlanta, Houston)

LET THE PEOPLE TALK . . .

Neil Sedaka, RCA Victor 8511 (Screen Gems-Columbia, BMI) (New York)

THIS BOY I CALL SON . . .

Bill Wright Sr., Warner Bros. 5606 (April, ASCAP) (Philadelphia)

A TOMBSTONE EVERY MILE . . .

Dick Curless, Tower 124 (Aroostock, BMI) (Boston)

DOUBLE-O-SEVEN . . .

Detergents, Roulette 4603 (Apt, ASCAP) (New York)

TEASIN' YOU . . .

Willie Tee, Atlantic 2273 (Cotillion, Shirleys, BMI) (St. Louis)

I DO LOVE YOU . . .

Billy Stewart, Chess 1922 (Chevis, BMI) (Baltimore)

TELL HER I'M NOT HOME . . .

Ike & Tina Turner, Loma 2011 (Ludix, BMI) (Miami)

I CAN'T EXPLAIN . . .

The Who, Decca 31725 (Champion, BMI) (Washington)

NOT TOO LONG AGO . . .

Uniques, Paula 219 (Gallico, BMI) (New Orleans)

SOMEWHERE . . .

Brothers Four, Columbia 43211 (Schirmer, ASCAP) (Seattle)

TIMES ARE GETTIN' HARD . . .

Bobby Bare, RCA Victor 8509 (Central Songs, BMI) (Dallas-Fort Worth)

LITTLE LATIN LUPE LU . . .

Chancellors, Soma 1421 (Conrad, BMI) (Minneapolis-St. Paul)

WOOLY BULLY . . .

Sam the Sham & the Pharaohs, MGM 13322 (Beckie, BMI) (Memphis-Nashville)

HEART FULL OF LOVE . . .

Invincibles, Warner Bros. 5495 (Circle Seven, BMI) (Miami)



CLYDE McPHATTER'S

SOULFUL READING OF

"Crying Won't Help You Now"

IS A HEART-THROBBING HIT!

MERCURY SINGLE 72407



COUNTRY MUSIC

Smith-Dean in 'Ride 'Em' Stint

NASHVILLE—ABC producer Bill Foster and assistant, who flew to Nashville recently to film home-on-the-range-type sequences of Jimmy Dean's visit to the Carl Smith ranch in Williamson County, had their efforts rewarded last Thursday night (25).

A nationwide audience watching the Jimmy Dean show saw an approximate 10-minute video tape sequence in which, with Tennessee hills as a backdrop, the Smith-Dean duo herded and cut cattle, demonstrated their horsemanship and took time out to pose with Carl's family (she's entertainer Goldie Hill) which had gathered 'round to watch the activity.

The film sequence was shown as a part of Dean's hour-long show in which Carl was the fea-



KITTY WELLS, the Queen of Country Music, has a top chart contender with her new Decca release of "YOU DON'T HEAR." (Advertisement)

tured guest. Off-stage, the two are fast friends and visit together often.

Lucky Moeller Heads Revamped Talent Firm

NASHVILLE—Country music's largest talent-booking firm, Denny - Moeller Talent, Inc., headed by W. E. (Lucky) Moeller as president, has undergone a change of ownership and name and will henceforth be known as Moeller Talent, Inc. "No change of management is involved," Moeller emphasized, "and the firm will remain in its same quarters on Music Row here."

Moeller; his son, Larry, and

son-in-law Jack Andrews have obtained full ownership of the organization which the elder Moeller and the late Jim Denny established in 1957. The present owners purchased Denny's 50 per cent interest from the James R. Denny Estate. Denny, who died 18 months ago, devoted full time to his Cedarwood Publishing Co., which, like the talent agency, became a leader in its field.

"Our formula of representation, as well as the acts we represent, will continue exactly as before," explained Lucky Moeller. "In fact, we'll even retain a large part of the 'family' relationship with Bill, John and Dollie Denny by continuing to share with Cedarwood the same quarters here on Music Row.

In the 1940's, while vice-president of an Oklahoma City bank, Lucky Moeller invested in a night club and later in a ballroom. His successful promotion of talent led Bob Wills to seek Moeller as a personal manager in 1952, and two years later he moved to Nashville to accept a similar offer from c&w singer Webb Pierce.

Further broadening his activities in country entertainment, Moeller assumed national representation during 1956-1957 of Red Foley, Brenda Lee and all acts appearing on the "Ozark Jubilee" TV series in Springfield, Mo., returning to Nashville to establish the Denny - Moeller partnership. Larry Moeller, vice-president and treasurer of the reorganized agency, joined his father in 1958, and Jack Andrews, vice-president and secretary in the new firm, left a position as vice-president of a Kentucky bank to join the agency's staff in 1962.

A complete listing of the country headliners handled by Moeller Talent, Inc., includes Webb Pierce, Hank Snow, Carl Smith, Jimmie Dickens, Faron Young, Minnie Pearl, Porter Wagoner, Johnny Wright, George Morgan, Red Sovine, Carl Perkins, Justin Tubb, Duke of Paducah, Norma Jean, the Willis Brothers, Bill Phillips, Dottie West, Archie Campbell, Cousin Jody, Jan Moore, Deloris Smiley, Shirley Ray, Margie Singleton, Hugh X. Lewis, Marvin Rainwater, Ruby Wright and Mac Wiseman.



Pappy Daily Says:

This is George Jones' first album on Musicor Records. All brand new songs and includes his current big hit single...

"Things Are Going To Pieces."



MM2046/MS3046



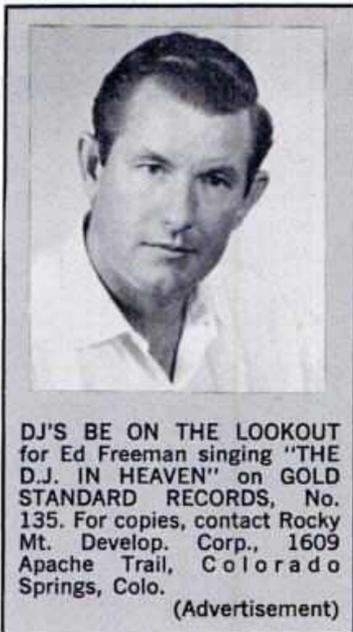
HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 3/13/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I'VE GOT A TIGER BY THE TAIL... 8 Buck Owens, Capitol 5336 (Bluebook, BMI)	8	26	21	THE RACE IS ON... 25 George Jones, United Artists 751 (Glad-Acclaim, BMI)	25
2	4	KING OF THE ROAD... 5 Roger Miller, Smash 1965 (Tree, BMI)	5	27	30	LESS AND LESS... 14 Charlie Louvin, Capitol 5296 (Tree, BMI)	14
3	2	YOU'RE THE ONLY WORLD I KNOW... 18 Sonny James, Capitol 5280 (Marson, BMI)	18	28	24	I'LL GO DOWN SWINGING... 23 Porter Wagoner, RCA Victor 8432 (Moss Rose, BMI)	23
4	6	SITTIN' IN AN ALL NITE CAFE... 16 Warner Mack, Decca 31684 (Glaser, BMI)	16	29	29	CLOSE ALL THE HONKY TONKS... 14 Charlie Walker, Epic 9727 (Bluebook, BMI)	14
5	5	THEN AND ONLY THEN... 8 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	8	30	26	PUSHED IN A CORNER... 19 Ernest Ashworth, Hickory 1281 (Acuff-Rose, BMI)	19
6	15	ORANGE BLOSSOM SPECIAL... 4 Johnny Cash, Columbia 43206 (Leeds, ASCAP)	4	31	33	TINY BLUE TRANSISTOR RADIO... 6 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	6
7	7	DO WHAT YOU DO DO WELL... 9 Ned Miller, Fabor 137 (Central Songs, BMI)	9	32	28	FOUR STRONG WINDS... 18 Bobby Bare, RCA Victor 8443 (Witmark, ASCAP)	18
8	3	HAPPY BIRTHDAY... 15 Loretta Lynn, Decca 31707 (Sure-Fire, BMI)	15	33	35	THAT'S WHERE MY MONEY GOES... 7 Webb Pierce, Decca 31704 (Cedarwood, BMI)	7
9	11	10 LITTLE BOTTLES... 6 Johnny Bond, Starday 704 (Red River, BMI)	6	34	34	I'LL WANDER BACK TO YOU... 8 Earl Scott, Decca 31693 (Cedarwood, BMI)	8
10	10	(My Friends Are Gonna Be) STRANGERS... 11 Merle Haggard, Tally 179 (Yonah-Owen, BMI)	11	35	27	THREE A. M.... 18 Bill Anderson, Decca 31681 (Moss Rose, BMI)	18
11	12	(From Now on All My Friends Are Gonna Be) STRANGERS... 9 Roy Drusky, Mercury 72376 (Yonah-Owen, BMI)	9	36	36	I THANK MY LUCKY STARS... 19 Eddy Arnold, RCA Victor 8445 (Cedarwood, BMI)	19
12	9	ODE TO THE LITTLE BROWN SHACK OUT BACK... 16 Billy Edd Wheeler, Kapp 617 (Sleepy Hollow, ASCAP)	16	37	40	SWEET, SWEET JUDY... 7 David Houston, Epic 9746 (Gallico, BMI)	7
13	8	I WON'T FORGET YOU... 16 Jim Reeves, RCA Victor 8461 (Tuckahoe, BMI)	16	38	44	A TEAR DROPPED BY... 10 Jean Shepard, Capitol 5304 (Painted Desert, BMI)	10
14	19	WALK TALL... 7 Faron Young, Mercury 72375 (Painted Desert, BMI)	7	39	43	DIDN'T I... 3 Dottie West, RCA Victor 8467 (Window, BMI)	3
15	17	PASS THE BOOZE... 12 Ernest Tubb, Decca 31706 (Lanzo-Oscar, BMI)	12	40	48	DO WHAT YOU DO DO WELL... 2 Ernest Tubb, Decca 31742 (Central Songs, BMI)	2
16	16	A TIGER IN MY TANK... 7 Jim Nesbitt, Chart 1165 (Peach, SE5AC)	7	41	46	I WASHED MY HANDS IN MUDDY WATER... 3 Stonewall Jackson, Columbia 43197 (Maricana, BMI)	3
17	14	I'LL REPOSSESS MY HEART... 12 Kitty Wells, Decca 31705 (Wells, BMI)	12	42	39	CAUSE I BELIEVE IN YOU... 16 Don Gibson, RCA Victor 8456 (Acuff-Rose, BMI)	16
18	25	THE WISHING WELL... 5 Hank Snow, RCA Victor 8488 (Jasper-Silver Star, BMI)	5	43	41	MULTIPLY THE HEARTACHES... 14 George Jones & Melba Montgomery, United Artists 784 (Wel Dee-Glad, BMI)	14
19	13	TRUCK DRIVING MAN... 15 George Hamilton IV, RCA Victor 8462 (American, BMI)	15	44	—	GIRL ON THE BILLBOARD... 1 Del Reeves, United Artists 824 (Moss Rose, BMI)	1
20	31	THIS IS IT... 2 Jim Reeves, RCA Victor 8508 (Acclaim, BMI)	2	45	45	WE'D DESTROY EACH OTHER... 3 Carl Butler & Pearl, Columbia 43210 (Cedarwood, BMI)	3
21	22	WHAT I NEED MOST... 12 Hugh X. Lewis, Kapp 622 (Cedarwood, BMI)	12	46	—	THINGS HAVE GONE TO PIECES... 1 George Jones, Musicor 1067 (Glad, BMI)	1
22	23	LEAST OF ALL... 7 George Jones, United Artists 804 (Marson, BMI)	7	47	—	TWO SIX PACKS AWAY... 1 Dave Dudley, Mercury 72384 (Champion-Raleigh, BMI)	1
23	20	IT AIN'T ME, BABE... 19 Johnny Cash, Columbia 43145 (Witmark, ASCAP)	19	48	—	I STILL MISS SOMEONE... 1 Lester Flatt & Earl Scruggs, Columbia 43204 (Cash, BMI)	1
24	18	ONCE A DAY... 25 Connie Smith, RCA Victor 8416 (Moss Rose, BMI)	25	49	—	A DEAR JOHN LETTER... 1 Skeeter Davis & Bobby Bare, RCA Victor 8496 (American, BMI)	1
25	32	WHAT MAKES A MAN WANDER?... 9 Jan Howard, Decca 31701 (Bramble, BMI)	9	50	—	A TOMBSTONE EVERY MILE... 1 Dick Curless, Tower 124 (Aroostook, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE... 16 Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	16	11	16	THE PICK OF THE COUNTRY... 10 Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	10
2	2	YOU'RE THE ONLY WORLD I KNOW... 7 Sonny James, Capitol T 2209 (M); ST 2209 (S)	7	12	11	HAVE I TOLD YOU LATELY THAT I LOVE YOU?... 13 Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	13
3	4	THE BEST OF JIM REEVES... 32 RCA Victor LPM 2890 (M); LSP 2890 (S)	32	13	13	YOUR CHEATIN' HEART... 3 Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	3
4	3	THE FABULOUS SOUND OF FLATT & SCRUGGS... 11 Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	11	14	14	THE JUDY LYNN SHOW... 6 United Artists UAL 3390 (M); UAS 6390 (S)	6
5	5	TOGETHER AGAIN/MY HEART SKIPS A BEAT... 28 Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	28	15	10	R. F. D.... 28 Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	28
6	12	LESS AND LESS AND I DON'T LOVE YOU ANYMORE... 6 Charlie Louvin, Capitol T 2208 (M); ST 2208 (S)	6	16	17	RETURN OF ROGER MILLER... 3 Smash MGS 27061 (M); SRS 67061 (S)	3
7	7	THE BEST OF BUCK OWENS... 36 Capitol T 2105 (M); ST 2105 (S)	36	17	20	THE JIM REEVES WAY... 2 RCA Victor LPM 2968 (M); LSP 2968 (S)	2
8	8	FAITHFULLY YOURS... 12 Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	12	18	—	I'VE GOT A TIGER BY THE TAIL... 1 Buck Owens, Capitol T 2283 (M); ST 2283 (S)	1
9	9	LOVE LIFE... 28 Ray Price, Columbia CL 2189 (M); CS 8909 (S)	28	19	19	TALK OF THE TOWN... 8 Dave Dudley, Mercury MG 20970 (M); SR 60970 (S)	8
10	6	BITTER TEARS... 18 Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	18	20	—	ODE TO THE LITTLE BROWN SHACK OUT BACK... 1 Billy Edd Wheeler, Kapp KL 1425 (M); KS 3425 (S)	1



DJ'S BE ON THE LOOKOUT for Ed Freeman singing "THE D.J. IN HEAVEN" on GOLD STANDARD RECORDS, No. 135. For copies, contact Rocky Mt. Develop. Corp., 1609 Apache Trail, Colorado Springs, Colo. (Advertisement)

Buz Cason Joins Justis

NASHVILLE — Buz Cason, artist - songwriter - producer formerly based in Hollywood as a member of Liberty Records' a&r department, has returned to his home town, Nashville, to join the Bill Justis music publishing and record producing firms.

Cason, who has written tunes waxed by such artists as Brenda Lee, Rick Nelson and Bobby Vee, has been named professional manager of Justis' publishing combine which operates under the Tuneville Music, Inc., banner. He will also handle assignments for Bill Justis Productions.

Operating independent of the Justis combine, Cason will continue to produce sessions by Jerry Allison and the Crickets for Liberty, as he has been doing since joining the Hollywood-based label in 1962. The Crickets were the late Buddy Holly's band.

Cason is co-writer of two records currently making a bid for national chart status. They are "Watusi '64," on GNP Crescendo by Jay Bentley and the Jet Set, and "Dianne From Manchester Square," on ABC-Paramount by Tommy Roe.

Johnny Cash Winds Up One Of Best Tours

CINCINNATI — The Johnny Cash Show, which included Tex Ritter, June Carter and the Statler Brothers Quartet, has just concluded one of the most successful tours in Cash's career, according to word of his personal manager, Saul Holiff.

Sell-outs were experienced at many of the stands, Holiff says, and notable was the fact that Massey Hall, Toronto, gave the unit two full houses, although Johnny had played 10 one-nighters there in recent years. Holiff reports that Art Bartell, of CKSL, London, recently received the Johnny Cash Award of Merit for Toronto.

The Cash aggregation plays Memorial Auditorium, Kitchener, Ont., March 17, and then comes to Music Hall here for a single engagement March 18. The Cash show rounds out the month as follows: Shrine Mosque, Peoria, Ill., March 20; Bay Theater, Green Bay, Wis., 23; Orpheum Theater, Madison, Wis., 24; Coronado Theater, Rockford, Ill., 25; Kintner Gymnasium, Decatur, Ill., 26; Kiel Auditorium, St. Louis, 27, and Arie Crown Theater, Chicago, 28.

Wanda Jackson On Three-Week Tour of Europe

CINCINNATI — Capitol recording artist Wanda Jackson left New York Sunday (7) for a three-week tour of personal appearances in Germany and France. She will spend four days in Cologne, to cut a session in German. She is also booked on several network TV shows to be filmed in France and Germany. On March 23, Miss Jackson appears as the headliner at the Olympia Theater, Paris.

The tour was arranged through Capitol Records, with supplemental dates filled by General Artists Corp. Wanda and Her Party-Timers have just finished a successful engagement at the Holiday Hotel, Reno, Nev. Upon her return from Europe March 29, Wanda will meet her Party-Timers in Sioux City, Ia., for the start of a seven-day Happy Peebles tour through the Midwest, with dates in Topeka, Wichita and Kansas City, Kan., and Lincoln, Neb.

Judy Lynn Set For Dean TV-er

NEW YORK—Judy Lynn and her band personnel were here last week to rehearse and film a stint for the Jimmy Dean TV-er to be aired nationwide Thursday night (11).

On Saturday night (6), Judy and her band lads made an appearance at the Tower View Ballroom in Sunnyside, Queens, before resuming their regular club schedule on the Nevada circuit.

They are set for Harrah's Stateline Lounge on Lake Tahoe March 18 through April 17.

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES

5 Years Ago
March 14, 1960

1. He'll Have to Go, Jim Reeves, RCA Victor
2. El Paso, Marty Robbins, Columbia
3. The Same Old Me, Ray Price, Columbia
4. Another, Roy Drusky, Decca
5. No Love Have I, Webb Pierce, Decca
6. You're the Only Good Thing, George Morgan, Columbia
7. Wishful Thinking, Wynn Stewart, Challenge
8. Riverboat, Faron Young, Capitol
9. Just One Time, Don Gibson, RCA Victor
10. Amigo's Guitar, Kitty Wells, Decca

March 13, 1965, BILLBOARD

COUNTRY SINGLES

10 Years Ago
March 12, 1955

1. In the Jailhouse Now, Webb Pierce, Decca
2. Loose Talk, Carl Smith, Columbia
3. If You Ain't Lovin', Faron Young, Capitol
4. More and More, Webb Pierce, Decca
5. I've Been Thinking, Eddie Arnold, RCA Victor
6. Kisses Don't Lie, Carl Smith, Columbia
7. Hearts of Stone, Red Foley, Decca
8. Are You Mine? George Wright & Tom Tall, Faber
9. Let Me Go, Lover, Hank Snow, RCA Victor
10. As Long as I Live, Kitty Wells & Red Foley, Decca

A BOLD-STROKE PROFILE OF RADIO



ITS ADVENTURE AND MISADVENTURE

- THE CURRENT SOUND
- THE FLUX AND CHANGE
- THE DOMINANT TRENDS
- THE WINNING FORMATS
- THE KEY PERSONALITIES

... all part of the major Special Section in the March 27 edition of Billboard

... and published in conjunction with the Washington, D. C., Convention of the

NATIONAL ASSOCIATION OF BROADCASTERS

(NAB)

- A long and penetrating look at the growing turn toward specialization
- A probe into the big switch to country music
- A report on the not-so-joyous experiment in "talk shows"
- Detailed "inside-out" profiles of the programming policies, methods, gimmicks, formulas and brainstormings of the nation's top stations in each musical category
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HOT 100

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

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

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'EIGHT DAYS A WEEK', 'MY GIRL', 'STOP! IN THE NAME OF LOVE'.

Table with columns: Rank, Wks. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'TWINE TIME', 'THE NAME GAME', 'NOWHERE TO RUN'.

Table with columns: Rank, Wks. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'LIKE A CHILD', 'FOR MAMA', 'APACHE '65'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including 'All Day and All of the Night', 'Angel', 'Anytime at All', etc.

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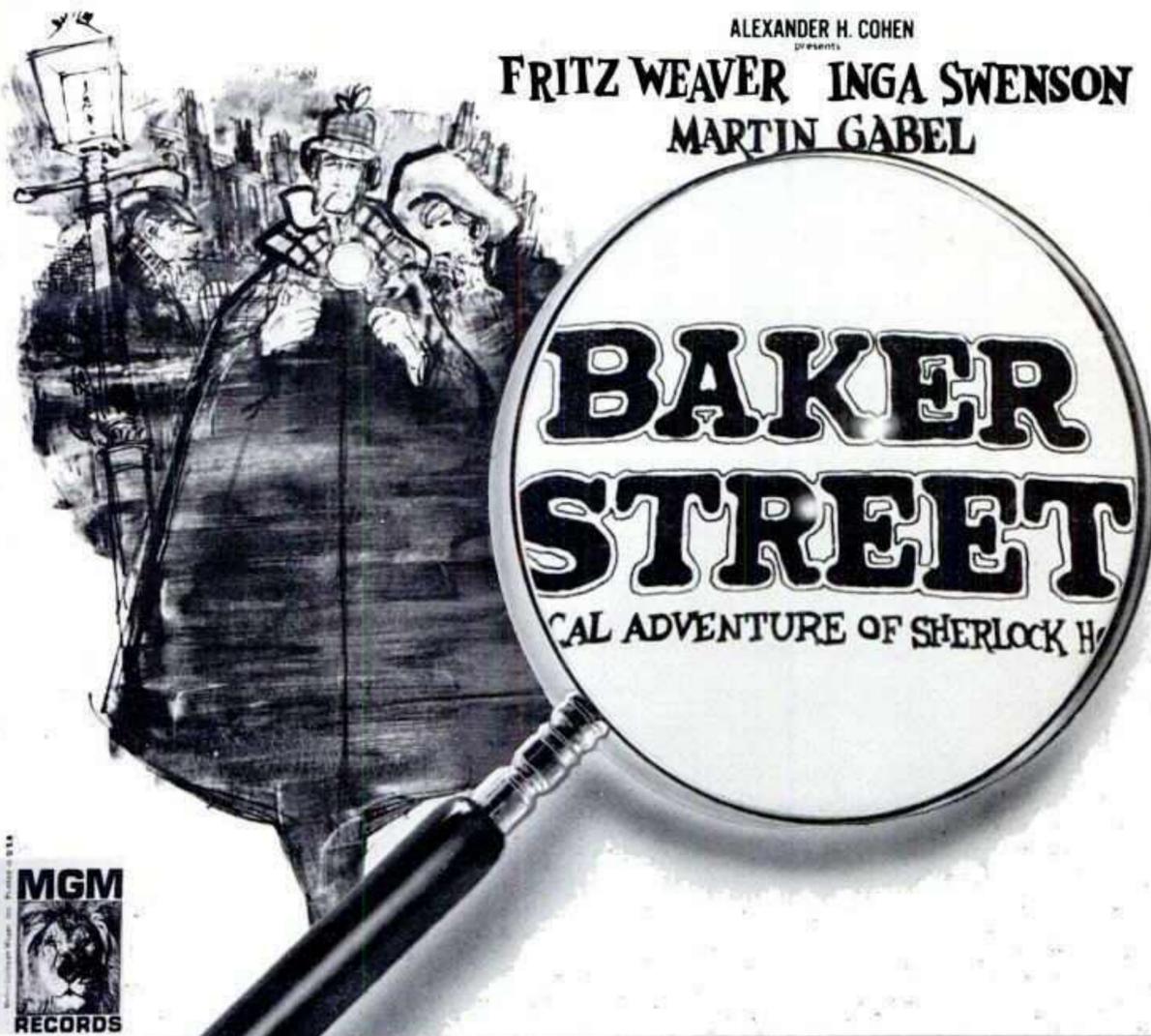


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Radio-TV PROGRAMMING

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

TV Review

HOLLYWOOD A GO GO

WPIX, Monday (1) 7:30-8:30 p.m. (N.Y.C.)

Distributed by Four Star

Produced by Wally Sherman

Host: Sam Riddle

Guests: Round Robin, Carol Connors, the Sinners, Joe and Eddie, the Walker Brothers, Rick and Donna, Skip Battyn, the Gazzari dancers.

"Hollywood a Go Go," is the newest entry in the current wave of network, nationally syndicated and local TV shows, using popular music and record artists as its mainstay.

Placed into syndication two weeks ago by Four Star, the 60-minute show emanating from RKO General's KHJ-TV is aimed at the "young adults," as are its counterparts "Shindig," "Hullabaloo," "The Lloyd Thaxton Show," and "The New American Bandstand-'65" to name only the national entries.

Viewing the debut Monday (1) on WPIX-TV, (the show is now being aired on KHJ, Los Angeles; WGN, Chicago; WTT Washington, D. C.; KTVT, Ft. Worth; WTBJ, Miami, and WTBT, Tampa) one gets the feeling of being amidst a Zulu uprising or witnessing a contemporary interpretation of Dante's Inferno.

Host Sam Riddle (until two weeks ago a key KFVB DJ, is now spinning records for KHJ radio) is an unobstructive host who introduces his guests shouting at the top of his voice to the accompaniment of jungle drums (there must be a message in there somewhere).

The set is reminiscent of a speakeasy or a prison yard with its stone wall backdrop. The studio guests, pre-screened and all over 18 years of age, dress informally in slacks, bulky sweaters while squiggling, squirming and undulating to the various dance crazes.

During the lip-synched performances of the guest artists, members of the Gazzari dancers swing, sway, weave and gyrate with flailing arms from a postage stamp sized stage, step ladders and other lofty perches.

The show is a fast-mover frequently sequing from act to act without interruption. The

DISK TALENT ON TV THIS WEEK

HULLABALOO (NBC-TV, Tues.): Bobby Vinton, Chad and Jeremy, Johnny Rivers, the Hullabalooos, Barbara McNair, Billy J. Kramer and the Dakotas, the Young Folk.

SHINDIG (ABC-TV, Wed.): Tony Bennett, Donna Loren, the Righteous Brothers, Aretha Franklin, the Beau Brummels, the Nashville Teens, the Drifters, Dobie Gray. "Disk Pick of the Week" the Everly Brothers sing, "You're My Girl."

PATTY DUKE SHOW (ABC-TV, Wed.): Robert Goulet.

THE DANNY KAYE SHOW (CBS-TV, Wed.): Oscar Peterson Trio.

THE JACK PAAR PROGRAM (NBC-TV, Fri.): Peggy Lee.

tempo is mostly upbeat with the emphasis on the driving, breast-beating sounds.

With more than half of this nation's population seen to be under 25 years of age, there is much practical economics in this programming (see Radio-TV Section, Billboard, March 6).

So far, however, the network entries have not garnered any hefty ratings. NBC's "Hullabaloo" is scheduled for axing after this season. Observers conjecture that the show's diluted approach of intermixing the more sophisticated non-rock performers with the newbeaters in an attempt to please everybody, was a major factor in its demise.

The Thaxton show, however, along with local offerings such as WABC-TV's "Go! Go!" with "All-American" DJ Bruce Morrow and WPIX-TV's Clay Cole stanzas are currently enjoying a rating bonanza.

Wally Sherman, executive producer for "Hollywood a Go Go," claims the show, aired Saturdays at 9 p.m., has amassed a healthy 10 rating and 14 share in the LA ARB.

There is little question that all of these shows are a tremendous boon to record talent and the record industry as a whole. However, one wonders if all of this might not put TV in a rut similar to the one caused by a proliferation of Westerns which resulted in virtually all of these shows disappearing from our screens.

It's axiomatic that a sameness of diet may cause skin blemishes — especially in young adults. **GIL FAGGEN**

WTOL Contest Offers Roses

TOLEDO—WTOL air personalities Ken Shaw, Bill Harrington, Scott Bodell, Jaque Heaton and Lowell Lynn ran a "Red Roses for a Blue Lady" contest on each of their shows for an entire week.

The boys invited listeners to put on a postcard the name of a lady whom they felt would be deserving of a dozen roses.

From the more than 400 entries during the week-long contest, the WTOL men selected 102-year-old Mrs. Minnie Page. The station also sent a rose to every name that was entered in the contest.

Mills Music's Bernie Pollack is elated with the song's heavy performance record via the Bert Kaempfert, Vic Dana and Wayne Newton waxings. It is rare for a single tune to be represented by three hit records simultaneously.

Davis Buys KWIZ

SANTA ANA, Calif.—KWIZ has been sold to the Davis Broadcasting Co. of Beverly Hills, pending FCC approval. Bill Weaver, former general manager of KROY, Sacramento, has been named g.m. New owners are lawyers Phil Davis and Tom Davis. No price has been quoted.

Projected Format Changes At KHJ Causing Flurry

• Continued from page 11

under the aegis of Don Otis, director of operations, which developed into the top local news-gathering operation, are in question.

The reason is that RKO has not yet made any official announcements but reports keep filtering out to give an indication of the turmoil within the station. Before the concept change leaked out two weeks ago, plans were to shift morning man McIlvaine to the afternoon and bring in Dan Sorkin from WJJD, Chicago, as the early man. Don Ross, who moved over from KNX news as the afternoon deejay, was scheduled for a straight news assignment.

Michael Jackson, who blew the whistle on the rock format on the air, had been given more time on weekends with John Gentry, a regular weekend DJ. Gentry had been a fill-in man.

Also scheduled to bite the dust are the team of Steve Allen and wife Jayne Meadows, re-

KEWB GAINS IN ROCK BATTLE

SAN FRANCISCO—Crowell-Collier's KEWB is gaining ground in the battle of the rockers. A composite October through December Pulse rating has the station leading in its competition during the 3-7 p.m. period for the first time in some while. San Francisco's leading format station has been KYA. The top station in the market over-all is KSFO.

Wm. B to Host Show

NEW YORK—William B. Williams, WNEW radio air personality will host a 30-minute filmed celebrity interview program to be produced and distributed by Henry Jaffee Enterprises, Hollywood and New York.



JOHN B. GAMBLING, right, and son, John A. Gambling, left, along with Johnny Cook, the show's engineer for 35 years, mark 40 years of "Rambling With Gambling" on the 50,000-watt RKO General Station this week. The wake-up show, which has held the No. 1 rating for many years, was begun by John B. in 1922. Gambling Sr., a native of Cambridge, England, joined WOR as an engineer and worked as an announcer before stepping in as a replacement on the morning program, which primarily featured calisthenics. John A. inherited job in 1959, and has carried on in the relaxed, informal tradition set by his father, who returns occasionally to pinch hit.

cently hired for a morning talk show. The Allens have a 13-week contract.

Reports reaching Billboard reveal that programmers from San Diego's top contemporary music-formatted KGB—not a member of the RKO family—(See Radio Response Rating this section) will play a prominent role in the KHJ format revamping.

The entry of the RKO General station into the contemporary music swim will mean a locking horns with two firmly entrenched pop rockers. Crowell-Collier's KFVB and KRLA, Pasadena. The latter enjoys top rating among hot poppers.

NAB Slates FM, TV Days

WASHINGTON—Both FM and TV will fall under special spotlights at the National Association of Broadcasters 43rd Annual Convention here March 21-24.

FM Day will be presided over by Harold R. Krelstein, president of the Plough stations, Memphis, Sunday at the Shoreham Hotel.

"The Future of Television Conference '65"—a two-hour panel discussion—will be held Tuesday morning at Sheraton Park Hotel.

Slated for the FM session Sunday afternoon will be reports by Ben Strouse, chairman of NAB's FM Radio Committee and president and general manager of WWDC, Wash. and George W. Bartlett will discuss "Vertical Polarization" and Strouse will report on the FM broadcasting industry.

Three panel discussions will complete the FM Day agenda. Topics and panel members are:

"FM: Class? Mass? Mass-Class?" Harold T. Tanner (moderator), president and general manager, WLDM, Detroit; Everett Dillard, president, WASH, Washington; David Polinger, vice-president and general manager, WFM and WGLI, New York, and Fred Rabell, president and general manager, KITT, San Diego.

"Is Separate FM Programming Good or Bad for the Public?"—N. L. Bentson (moderator), president, WLOL, Minneapolis; Kenneth A. Cox, member of the Federal Communications Commission; Oliver J. Keller, president and general manager, WTAX, Springfield, Ill.; and Strouse.

"Measuring the FM Audience"—Howard Mandel (moderator), NAB vice-president for research; Sidney Roslow, president, Pulse, Inc.; George Dick, president, American Research Bureau; and Frank Stisser, president, C. E. Hooper Co.

The National Association of FM Broadcasters will provide the Sunday morning program for FM Day.

The TV conference Tuesday morning will feature discussions on wall-size TV screens, push-button merchandising, UHF developments, satellite communications, the pros and cons of community antenna TV and Pay-TV.

Beatles for Sullivan

NEW YORK—Here they come again. The Beatles will appear on "The Ed Sullivan Show" on CBS-TV from New York in the next few months. The boys smashed all ratings during their last live Sullivan track.

Landers Exits WNEW; Tate His Replacer



JIM TATE

By GIL FAGGEN

NEW YORK—Bob Landers, WNEW air personality for the past eight years, exited the Metromedia station today (8). He is being replaced by Jim Tate, from sister station WIP in Philadelphia.

Landers' sudden departure brings about more musical chairs at the prestigious 50,000 watter, with Pete Myers recently brought over from WINS (where he held forth as "Mad Daddy"), moving from the 8 p.m. to midnight slot into Landers' 1 to 4 p.m. time period, weekdays and 10 a.m. to 2 p.m. Sundays. Myers had been with the station for several years prior to his switch to WINS having been introduced to the market by Mark Olds, then WNEW program director. Olds, while PD at KYW in Cleveland, scouted Myers at competing WHK, another member of the Metromedia radio family.

Coincidentally, Harvey Glascock, WNEW's new vice-president and general manager, held a similar post with WHK during Myers' tenure.

It is evident at this point that Glascock, one of the most liked and respected radio executives in broadcasting, selected to take over from John V. B. Sullivan, upped to Metromedia Radio president, is placing his personal stamp on the flagship outlet.

With his move to WNEW on Jan. 1 from WIP, he brought along music librarian Gertrude Katzman, who replaced Al Trilling the station's music director for some 30 years. Glascock in a further move to broaden the station's appeal in the wake of a slow 'n easy rating leak, has dropped all "minority appeal" programming, which resulted in the scrapping of the Billy Taylor nighttime jazz show and the Freddy Robins Sunday celebrity interview stanza.

Other changes involved include the yo-yoing of Wally King back into the 8 p.m. to midnight time segment with Tate taking over the all-night "Milkman's Matinee" alternat-

(Continued on page 73)

MARTIN TO DO NBC SERIES

HOLLYWOOD—Dean Martin, currently on an album and single hit wave, has been signed to do a weekly hour-long variety series, "The Dean Martin Show," on NBC-TV next season.

VOX JOX

By GIL FAGGEN

Jimmy Roseli, center, and veteran promotion executive Pete Bennett, right, are greeted early-morning personality Joe by WMCA (New York City) early-morning personality Joe O'Brien on the occasion of Roseli's new RIC LP "Life and Love Italian Style." The artist is currently appearing at New York City's Copa.



Dick Conrad, midnight to 6 a.m. DJ, is continuing his WERE (Cleveland) show while doubling in brass in a production manager role.

Radio-TV personality Peter Gerald lends his voice as young Winston Churchill in the just released RCA Victor disk, "Memory of a Great Man."

The Fenways, Pittsburgh's answer to the Beatles, have a smash record, "Walk," on Imperial in the Steel City. The boys have been making the hop route for KQV's Chuck

Brinkman and KDKA's Clark Race.

Charles Heiden, WPMB (Vandalia, Ill.) PD, along with DJ Ken May are working a cross-plug deal by utilizing recorded "big-name" promotions for the station. Artists are invited to participate.

The Beach Boys surfed into Philadelphia's Convention Hall recently as headliners of a concert emceed by WIBG's Hy Lit. The concert was a sellout smash! Speaking of WIBG, the station's 10 a.m.-2 p.m. DJ Bill Wright has been selected by Philadelphia to narrate its 30-minute film portraying functions of the DA's office.

SEGUE

(Wilmington, Del.) joins WDVRFM (Phila.) as staff announcer and newscaster. . . . Steve Woodman, formerly with WNBC (New York) and current freelancer, joins Clay Cole Show on WPIX-TV (New York) as regular. . . . Gene Phillips, WITX (New Orleans) DJ, switches to sister Storz station, WDGW (Minneapolis) as host of early morning show. . . . Jack Alix, WEAM (Washington, D. C.) air personality, named station music director. . . . Chuck Dunaway, to KILT (Houston) replacing Bob McCloud on the afternoon shift. . . . Johnny Mitchell is the new afternoon voice on KIKK (Houston) replacing Tiger Myers who exits the station. . . . Don Elliot, drive time DJ at KOIL (Omaha) appointed

commercial production director. . . . Hal Pickens, program director and DJ at KDEO (San Diego), joins KFVB (Los Angeles) as DJ. . . . Jim Kelsey, formerly with WAMO (Pittsburgh), added to on-air staff of WWRL (New York). . . . Roy West to WIND (Chicago) from WLW (Cincinnati) as DJ. . . . Tom Murphy joins WIBC (Indianapolis) as DJ from KBOX (Dallas).

VIP APPOINTMENTS: Jim Ramsburgh, formerly program director at WPTR (Albany) and most recently PD with KMBC (Kansas City), pink slipped. . . . Eddie Clark, long-time WHK (Cleveland) program director, most recently PD at WTOD (Toledo), exits station. . . . Ron Reynolds, KOL (Seattle) air personality, named program director. . . . Jim McShane, WFLA (Tampa) air personality, upped to operations-program manager. Kenneth L. Miller, John Blair Co., appointed general manager of KGBS (Storer, Los Angeles). . . . Robert B. Martin,



program manager WGBS (Storer, Miami), named station manager (WRCV, NBC, Phila.). Martin formerly served as WJW (Cleveland) and WJBK (Detroit). Van Anderson, former news director at KPAR-TV (Abilene) to KGBC radio (Galveston) as program director. . . . Ken Ovenden, WEEI (CBS-Boston) executive, joins SESAC, Inc. field staff for New England area. . . . F. C. Beck, upped to vice-president in charge of Production at Mark Century Corp. (N. Y. C.) . . . Fred Winton, named vice-president of Mark Century Corp., who headquart-

ers in North Carolina, is supervisor of sales and service for production firm. . . . Bob Baker, program director at WNOX (Knoxville), to WPLO (Atlanta) in similar capacity.

Jim Holston upped to program director of WGAR (Cleveland). . . . Denson Walker, WFAA account executive, named manager of WFAA (Dallas) replacing Dan Hydrick who has resigned. Buzz A. Long, WFEC (Harrisburg, Pa.) DJ, moves to KAWA (Waco, Tex.) as program director. . . . Richard E. Nason, veteran broadcasting executive named station director of WCPO radio (Cincinnati). . . . Phil Burrell appointed producer for La Brie Associates Ltd., radio-TV program commercial producer (New York City). . . . John Struckell named v.-p. and general manager of WFPG-AM-FM (Atlantic City). . . . Richard K. Harman, production manager of WAVY-AM-TV (Portsmouth-Norfolk), appointed program director of WKVK (Virginia Beach).

. . . . Jim Stagg, KYW radio (Cleveland) top-rated afternoon DJ, exits station suddenly. . . . John Doremus, veteran WMAQ (Chicago) early morning air personality, joins WAIT that city on March 22, replacing Dan Sorkin on the 6-10 a.m. show. . . . Doug China, program director of 50,000-watt WINZ (Miami) has an opening for a morning man. Dick Carr, program manager of WIP (Phila.) looking for replacement for Jim Tate, who moves to sister station WNEW (N.Y.C.) (See separate story).

Brace Beemer, the Lone Ranger of radio fame for two decades, died of a heart attack at the age of 62 Tuesday (2) in Lake Orion, Mich. The Lone Ranger was first broadcast from WXYZ (Detroit) in 1932.

GEBC to Buy More Stations

SCHENECTADY, N. Y.—The General Electric Broadcasting Company, a division of General Electric's Consumer Electronics Division, has announced plans to purchase several additional TV stations.

The division at present operates WRGB-TV, WGY-AM and WGFM here.

Newly appointed manager of the business development department of the division, Reid L. Shaw, said, "We plan to expand our broadcast services to other parts of the country by securing additional television stations within the limits set by the Federal Communications Commission."

Landers Exits

• Continued from page 72

ing with Jim Lowe, who will also be heard on weekends. Lowe not too long ago moved in from WNBC to replace the pink-slipped Marty O'Hara, a WIP alumni.

Holding the fort is the veteran station morning team of Gene Klavan and Dee Finch, Ted Brown (4-8 p.m.) and William B. Williams (10 a.m. to 1 p.m.).

Rumors circulating last week about the imminent departure of 16-year WNEW veteran Williams has been denied by a station spokesman. Willie B. early last year signed a five year contract for a salary in excess of \$105,000 a year.

HOLLYWOOD — Pat Boone joins "ABC's Nightlife" as host for two weeks beginning March 15. The TV show is the successor to the "Les Crane Show."

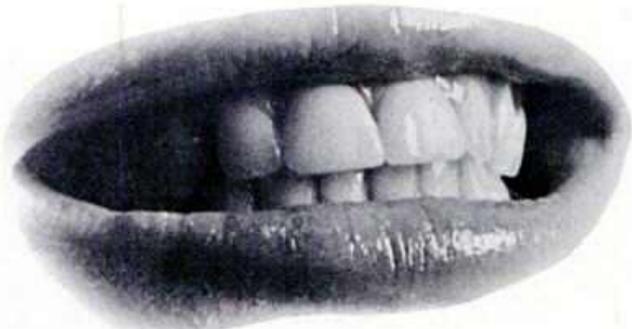
LISTEN . . . (CLOSELY)



"...Billy Stewart's I DO LOVE YOU (Chess 1922) is going all the way."



"...DON'T MESS UP A GOOD THING by Fontella Bass & Bobby McClure (Checker 1097) is a giant."



"...Fantastic response on Tony Clarke's THE ENTERTAINER (Chess 1924)



Radio Outlet For Language, Ethnic Disks

NEW YORK—A blossoming and flourishing field is the one of foreign language and ethnic records. As is the case with pop music, radio provides the major medium of exposure for this product.

Although the processes of Americanization have intensified and changing patterns in immigration have altered the pattern of foreign language programming over the past 15 years, the need for it is still great and listenership is loyal and devoted, especially in large metropolitan areas.

Examples of up-to-date programming to a minority are WEVD's "Raisins and Almonds" in New York and "Bagels and Lox" on WHAT-FM, Philadelphia. Both shows are deejayed by veteran air personality Art Raymond.

Utilizing the latest Yiddish language records, Raymond does both shows in English.

"A great many of New York's three million Jews and Philadelphia's 375,000 Jews, although living modern lives in an increasingly integrated society, still have family roots and traditions that go deep. Many may no longer concern themselves with the Dietary laws, but a sizable number still maintain a rapport with the music of their people," observed Raymond.

There are more than 15 record companies turning out material for the Jewish market alone. More than triple the figure are engaged in producing records of other foreign languages as well.

(Continued on page 78)

RADIO RESPONSE RATING

SAN DIEGO SECOND CYCLE

TOP STATIONS

Call Rank Letters	% of Total Point
-------------------	------------------

★ POP Singles

- | | |
|---------|-----|
| 1. KGB | 40% |
| 2. KCBQ | 36% |
| 3. KDEO | 24% |

★ POP LP's

- | | |
|-----------------------|-----|
| 1. KOGO | 56% |
| 2. KFMB | 35% |
| Others (KSDO KPRI-FM) | 9% |

★ R&B

(Note: No R&B stations in San Diego, but WDAY (L. A.) may be heard)

1. KDAY (Los Angeles)	100%
-----------------------	------

★ JAZZ

- | | |
|--|-----|
| 1. KFMX-FM | 50% |
| 2. KFMB | 13% |
| 3. KJLM-FM | 11% |
| Others (KPRI-FM KNOB-FM (L. A.) KLRO-FM) | 26% |

★ C&W

- | | |
|-------------------|-----|
| 1. KSON | 79% |
| 2. XERB (Tijuana) | 21% |

★ CONSERVATIVE

- | | |
|--------------------------------|-----|
| 1. KSDO | 61% |
| Others (KITT-FM XEMO, Tijuana) | 39% |

★ CLASSICAL

- | | |
|--------------------------|-----|
| 1. KOGO-FM | 78% |
| Others (KITT-FM KPRI-FM) | 22% |

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

STATIONS BY FORMAT

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

SAN DIEGO: 20th radio market (7 AM, 10 FM). 3 Contemporary, 5 Pop-Standard, 1 Standard, 1 Country, 1 Country-Religious, 1 Standard-Religious, 2 Conservative, 3 Classical.

KBBW-FM: 70 watts, Biola, Inc. Music format: Classical-Conservative. Editorializes occasionally. Special programming: "Recipe for Good Listening," 10:30 a.m., M-F; "Saturday Signpost," 9 a.m., Sat.; "Prelude to Worship," 6 a.m.-12 noon, Sun. Regular newscasts throughout day; "The Breakfast Edition of News," 7 a.m., M-F; "The Evening Edition of News," 5:30 p.m. daily. Gen'l Mgr., Phil Butler. Send 2 copies of LP's

TOP DISK JOCKEYS

Rank Disk Jockey	Call Letters	% of Total Points
------------------	--------------	-------------------

★ POP Singles

- | | | |
|--|------|-----|
| 1. Johnny Holiday | KCBQ | 33% |
| 2. Les Turpin (Tie) | KGB | 16% |
| 2. Johnny Hayes (Tie) | KGB | 16% |
| 4. Chuck Dougherty (Tie) | KDEO | 8% |
| 4. Shadoo Jackson (Tie) | KCBQ | 8% |
| 6. Bill Wade | KGB | 5% |
| Others (Jim Price, KDEO Ernie Meyers, KOGO Tom Maule, KGB Robin Scott, KDEO Seamus O'Hara, KGBQ) | | 14% |

BY TIME SLOT

Morning	Tom Maule, KGB
Mid-Morning	Les Turpin, KGB
Early Afternoon	Bill Wade, KGB
Traffic Man	1. Johnny Holiday, KCBQ (Close race)
2. Johnny Hayes, KGB	
Early Evening	Johnny Hayes, KGB
Late Evening	1. Shadoo Jackson, KCBQ (Close race)
2. Chuck Cooper, KGB	

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

1. Johnny Holiday, KCBQ	Program Director
2. Johnny Hayes, KGB	Music Director
3. Les Turpin, KGB	Program Director
Others (Phyllis Sandin, KCBQ Jim Price, KDEO Program Director Mike Button, KGB Librarian)	

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

Bob Hower Show, KFMB-TV	Sat. 5-6 p.m.
-------------------------	---------------

★ POP LP's

- | | | |
|--|------|-----|
| 1. Don Howard | KOGO | 38% |
| 2. Ernie Meyers | KOGO | 22% |
| 3. Frank Thompson | KOGO | 19% |
| 4. Dave Newton | KFMB | 16% |
| Others (Art Way, KOGO Alan Bowles, KSDO Don Bruck, KFMB) | | 5% |

BY TIME SLOT

Morning	Ernie Meyers, KOGO
Mid-Morning	Frank Thompson, KOGO
Early Afternoon	1. Don Howard, KOGO
2. Dave Newton, KFMB	
Late Afternoon	Don Howard, KOGO
Early Evening	Rod Page, KFMB
Late Evening	Rod Page, KFMB

★ R&B

- | | | |
|-----------------|------|-----|
| 1. Chuck James | KDAY | 40% |
| 2. Rudy Harvey | KDAY | 36% |
| 3. Ken Lipscomb | KDAY | 24% |

★ JAZZ

- | | | |
|--|---------|-----|
| 1. Jerry Mollner (Tie) | KFMX-FM | 33% |
| 1. Dave Larson (Tie) | KFMX-FM | 33% |
| Others (Bill Foster, KFMX-FM Phil Dinsen, KFMX-FM) | | 34% |

★ C&W

- | | | |
|---|------|-----|
| 1. Chuck Owen | KSON | 39% |
| 2. Noel Kelly | KSON | 25% |
| 3. "Boots" Rabell | KSON | 22% |
| 4. Eddie Briggs | KSON | 8% |
| Others (Don Larson, KSON Smokey Rogers, XERB) | | 6% |

★ FOLK SHOW

(No Folk in San Diego)

to Prog. Dir., Roger Booth, Suite 707, 707 Broadway.

KCBQ: 50,000 watts. McFadden-Bartell Publication Station. Music format: Contemporary. Editorializes occasionally. Special programming: "Talk of the Town," a teen phone-in show, 9-11 p.m., Sun. Ed Deverill is in charge of 3-man news department. 2 mobile units. News on the half hour. Headlines on the hour. Gen'l Mgr., Lee Bartell. Prog. Dir., Scotty Day (Jimmie Nell). Send 3 to 5 copies of 45's and LP's to Music Dir., Johnny Holiday, Seventh and Ash.

KDEO: 1,000 watts. Tullis and Hearn

Broadcasting. Music format: Contemporary. Tom Shaffer in charge of 2-man news department. News at 28 and 55 past the hour; sports at 10 past the hour; headlines at 45 past the hour. Gen'l Mgr., Joe Cahill. Send five copies each of 45's and LP's to Prog. Dir., Jim Price, Box 20188.

KFMB: 5,000 watts. Midwest Television owned, CBS affiliate. Music format: Pop Standard. Editorializes occasionally. Special programming: San Diego Charger football; San Diego Open Golf, in season. Phil Stewart is in charge of 3-man news department; one mobile unit. 15-min. news and sportscasts, 7:15 a.m., M-Sat.; 5:15 p.m., M-F. Gen'l Mgr., Virgil Clemons; Prog. Dir., Dave Newton. Send 2 copies each of 45's and LP's to Prog. Mgr., Don Brock, 1405 Fifth Ave.

KFMB-FM: ERP 18,500 watts. Simulcast with KFMB.

KFMX-FM: ERP 30,000 watts. Independent. Music format: Jazz. Special programming: "Stereo Studio," an all-request show, 8 p.m.-midnight, daily. Only local news carried. Gen'l Mgr., S. Gerald Mollner. Prog. Dir., Phil Dinsen. Send stereo LP's to Gen'l Mgr., 1237 Prospect St.

KGB: 5,000 watts. Independent. Music format: Contemporary. Fred Lewis in charge of 2-man news department. One mobile unit. 4-min. news; 15 before and 15 after the hour. Gen'l Mgr., John Wrath. Send 2 45's and 1 LP to Prog. Dir., Les Turpin, 4141 Pacific Highway.

KGB-FM: ERP 74,000 watts. Multiplex stereo. Music format: Conservative. Send 1 stereo copy of LP's to Prog. Dir., Les Turpin. Same address and personnel as KGB-AM.

KITT-FM: ERP 150,000 watts. Independent. Music format: Pop Standard. Special programming: "Carillon Bells," live music, noon-12:10 p.m.; 5-5:10 p.m., M-Sat. Pres. & Gen'l Mgr., Fred Rabell. Send 6 copies each of 45's and LP's to Prog. Dir., Dorothy Rabell, 525 U. S. Grant Hotel.

KJLM-FM: ERP 45,000 watts. Independent. Music format: Conservative. Special programming: "The Molly Morse Show," 11 a.m., M-F. Gen'l Mgr., C. T. O'Connor. Send LP's to Prog. Dir., 7946 Ivanhoe, La Jolla.

KLRO-FM: ERP 40,000 watts. Multi-Casting Corp. Music format: Pop Standard. Special programming: "May Co. Record Party," 7-9 p.m., Thurs. and Fri.; "The Sound of Stereo," 5-6 p.m. daily. Lynn Kemp is in charge of 2-man news department. 5-min. news on the hour. Gen'l Mgr., Jerry Nesler. Send 2 copies of 45's and one of LP's to Prog. Dir., Richard Utterback, 823 U. S. Grant Hotel.

KOGO: 5,000 watts. Time-Life Broadcast. NBC affiliate. Music format: Pop Standard. Editorializes occasionally. Special programming: Padre Pacific Coast League baseball; San Diego State and L.A. Rams football; high school football "Game-of-the-Week," in season; "Remembering Time" (music of '30's and '40's), 8-9 p.m., M-F; "Mystery Theater," 9-10 p.m., M-F; "Vox Pop" (telephone opinion show), 10-11 p.m., M-F. Pat Higgins and John Land are in charge of 25-man (radio and TV) news department. News cars for traffic, 6 mobile units. Regular news throughout day; "Big Hour of News," 7-8 p.m., M-F. Gen'l Mgr., Clayton Brace. Prog. Dir., Dick Roberts. Send 3 copies of 45's and 2 copies of LP's to Music Librarian, Mike Button, Box 628.

KOGO-FM: ERP 100,000 watts. Music format: Classical. Simulcast with KOGO 6:30 a.m.-12 noon. Same address and personnel as KOGO-AM.

KPRI-FM: ERP 25,000 watts. Independent. Music format: Standard. Special programming: "Sea World," 4:45-6 p.m., M-W-F; "Your Dentist Speaks," 5-5:15, Sun.; "Travel Time," 3-3:15 p.m., Sun.; "Community Interest Corner," 10:30-10:40 a.m., M-F. Gen'l Mgr., Lawrence Shushan. Send 1 stereo copy of LP's to Prog. Dir., Mike Anderson, 2850 Fifth Ave.

KSDO: 5,000 watts. Gordon Broadcasting Co. Mutual affiliate. Music format: Pop Standard. Editorializes bi-weekly. Special programming: "Opinion Please," telephone call-in show, 6 p.m., Mon.; "The Sunday Show," Broadway cast albums aired 1:05 p.m., Sun. Alan Bowles is in charge of news department. "News in Depth," 7:30, 8:30 a.m., 12:30, 4:30, 5:30 p.m., M-F. Vice-Pres. & Ass't Gen'l Mgr., Richard L. Venturino. Send 2 copies of LP's to R. L. Venturino, 1551 Camino del Rio.

KSDO-FM: ERP 56,000 watts. Music format: Classical. Same address and personnel as KSDO-AM.

KSON: 250 watts. ABC affiliate. Music format: Country. Editorializes occasionally. Jack Rabell in charge of news department. 2 mobile units, walkie-

(Continued on page 77)

More Radio News On Pages 77 & 78

BREAKING NATIONALLY!

"KEEP ON LOVING ME"

BY **BOBBY WILLIAMS**

SURE SHOT 5005

It's a Must

Duke-Peacock Records

2809 ERASTUS HOUSTON, TEXAS

The **ORIGINAL Hit** Is On **Sunglow**

80,000 Sold in Texas

SPREADING NATIONALLY

"PEANUTS" (LA CACAHUATA)

By **The Sunglows**

SGS 107

SUNGLOW RECORD CO.

Nationally Distributed by:

MASTERS RELEASING, INC.

959 Main Street Buffalo, N. Y. (716) 882-0427

SINGLES

REVIEWS

SPOTLIGHTS



POP

PETULA CLARK—I KNOW A PLACE (Duchess Music Corp., BMI)—Another winning performance to follow up "Downtown." Again the material is from the pen of Tony Hatch with a fine Hatch production to match. Can't miss! Flip: "Jack and John" (Leeds Music, ASCAP). **Warner Bros. 5612**

SHIRLEY ELLIS—THE CLAPPING SONG (Gallico, BMI)—She's done it again! On the heels of "The Name Game" comes another equally fascinating sound and piece of material! Flip: "This Is Beautiful" (Gallico, BMI). **Congress 234**

THE SEARCHERS—BUMBLE BEE (Malapi, BMI)—An exciting revival of the LaVern Baker hit serves as a hot follow-up to the group's "What Have They Done to the Rain." Flip: "A Tear Fell" (Progressive, BMI). **Kapp Winners Circle 49**

MARVIN GAYE—P'LL BE DOGGONE (Jobete, BMI)—Powerful follow-up to "How Sweet It Is." Gaye's wailing vocal performance is pitted against a driving dance beat backing. Flip: "You've Been a Long Time Coming" (Jobete, BMI). **Tamla 54112**

THE DETERGENTS—DOUBLE-O-SEVEN (Apt, ASCAP)—Another piece of comical material, well performed to follow up their "Leader of the Laundromat" hit. Flip: "The Blue Kangaroo" (Colgems, ASCAP). **Roulette 4603**

BILLY FURY—I'M LOST WITHOUT YOU (South Mountain, BMI)—Currently riding the British hit charts, this production ballad was composed by Teddy Randazzo and is given a fine reading by Fury. Flip: "Go Ahead and Ask Her" (M.C.P.S., ASCAP). **London 9740**

THE WAIKIKIS—HAWAII HONEYMOON (Zodiac, BMI)—In the same vein as their catchy hit, "Hawaii Tattoo," with the same intriguing hit sounds. Flip: "Remember Boa-Boa" (Zodiac, BMI). **Kapp Winners Circle 52**

EVERLY BROTHERS—THAT'LL BE THE DAY (Nor Va Jak, BMI)—A hard-driving beat revival of the oldie and one of the top Everly performances. Flip: "Give Me a Sweetheart" (Acuff-Roe, BMI). **Warner Bros. 5611**

FRANCE GALL—SACRE CHARLEMAGNE (Gil, BMI)—The original No. 1 hit in France performed by one of its top teen stars. Clever material was spotlighted here last week as performed by Frank D'Rone. Flip: "Au Clair de La Lune" (Spectorious, BMI). **Philips 40272**

BILLY VAUGHN—MEXICAN PEARLS (Englewood, BMI)—Currently riding the Top LP chart with his "Pearly Shells" album, the Vaughn group comes up with another catchy, bright piece of material. Flip: "Woodpecker" (Dundee, BMI). **Dot 16706**

THE SEEKERS—I'LL NEVER FIND ANOTHER YOU (Springfield)—Presently the No. 1 record in England, this folk-flavored material is from the pen of successful Tom Springfield. Good group with a smash hit sound! Flip: "Open Up Them Pearly Gates" (Springfield). **Capitol 5383**

WENDY HILL—GARY PLEASE DON'T SELL MY DIAMOND RING (Sea-Lark, BMI)—An obvious answer to the Gary Lewis hit is well written and performed by a bright newcomer. Background is much like the original hit. Flip: "Donna, Leave My Gun Alone" (Metric-Matchbook-Trousdale, BMI). **Liberty 55771**

NELLA DODDS—YOUR LOVE BACK (Picturetone, BMI)—Smooth vocal on a semi-tempo blues-flavored piece of material, well produced and arranged. Flip: "P's and Q's" (Stilran-Flomarlu, BMI). **Wand 178**

STACEY CANE—WHO ARE YOU (Maggie, BMI)—Exciting debut of a 17-year-old Brooklyn discovery. Powerful vocal and background on a strong piece of teen material. Flip: "Funny Face" (Tender Tunes, BMI). **Jubilee 5500**

YOUNGER BROTHERS—YA GOTTA BELIEVE ME (Gallico, BMI)—Hard-driving Detroit beat with wild echo gimmick on vocal. Flip: "The Harmonica Lesson" (Little Darlin'). **Scepter 1297**

LAINIE KAZAN—OUZO (Morris, ASCAP)—Impressive debut on the label for the "Funny Girl" understudy. She displays a fine vocal style on a well-written piece of material from the pen of Carolyn Leigh. Flip: "The Color of Love" (Colgems, ASCAP). **Colpix 768**

REVIEWED LAST WEEK, 115; THIS WEEK, 175

GUEST PANELIST OF THE WEEK

NO GUEST
DJ PANELIST
THIS WEEK

Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up.

COUNTRY

SONNY JAMES—I'LL KEEP HOLDING ON (Marson, BMI)—Winning follow-up to "You're the Only World I Know." One of James' finest performances backed by good chorus group on a catchy rhythmic piece of material with definite pop possibilities as well. Flip: "I'm Getting Gray From Being Blue" (Moss Rose, BMI). **Capitol 5375**

PATSY CLINE—YOUR CHEATIN' HEART (Rose, BMI)—I CAN'T HELP IT (Acuff-Rose, BMI)—Two outstanding Hank Williams hits, performed by the one and only Patsy Cline. Can't miss! **Decca 31754**

HANK COCHRAN—GOING IN TRAINING (Pamper, BMI)—Spirited rouser with a clever lyric and a fine Cochran performance. Flip: "Somewhere in My Dreams" (Pamper, BMI). **RCA Victor 8528**

CARL BELEW—SILENT PARTNER (4 Star, BMI)—Fine country ballad from the pen of Belaw. Flip: "She Reads Me Like a Book" (4 Star, BMI). **RCA Victor 8527**

BILLY GRAMMER—I'M LETTING YOU GO (Rubidido, BMI)—Country ballad with a pop feel well written and performed by Grammer. Flip: "A Little Bit of Happiness" (Painted Desert, BMI). **Decca 31757**

ERNEST ASHWORTH—BECAUSE I CARED (Acuff-Rose, BMI)—Soulful ballad with a heart-rending winning vocal by Ashworth. Flip: "Love Has Come My Way" (Acuff-Rose, BMI). **Hickory 1304**

TILLMAN FRANKS SINGERS—PRETTY RAINBOW (Barmour, BMI)—Happy rhythm piece with an outstanding group performance. Flip: "Those Two Blue Eyes" (Barmour, BMI). **Hilltop 3005**

R&B

L. C. COOKE—DO YOU WANNA DANCE (Destination, BMI)—Gospel rocker. Cooke states the premise to echoing chorus at open and then swings into a solid hand-clapping swinger with chorus in close support. Flip: "I'll Wait for You" (Destination, BMI). **Destination 601**

ELDRIDGE HOLMES—EMPEROR JONES (Jarb, BMI)—Blues lament punctuated with blaring trumpets, deep brass and good beat. Has the hit sound of the Impressions' work. Flip: "A Time for Everything" (Jarb, BMI). **Alon 9022**



POP

LESLEY GORE—All of My Life (Screen Gems-Columbia, BMI). **MERCURY 72412**
THE MIDNITERS—Sad Girl (Glad, BMI). **CHATTAHOOCHEE 674**
PHYLLIS McGUIRE—Somebody Else Is Taking My Place (Shapiro-Bernstein, ASCAP). **REPRISE 0354**
HENRY JEROME—The American Beat (Parts I & II) (Northern, ASCAP). **DECCA 31758**
TONY CLARKE—The Entertainer (Chevis, BMI). **CHESS 1924**
SERENDIPITY SINGERS—My Heart Keeps Following You (Valley, BMI). **PHILIPS 40273**
SAMMY AMBROSE—Monkey See—Monkey Do (Roosevelt, BMI). **MUSICOR 1072**
DEL ASHLEY—Little Miss Stuck-Up (Dragonwyck, BMI). **PLANE-TARY 103**
SAMMY DAVIS-COUNT BASIE—She's a Woman (Trio, BMI). **VERVE 10349**
RONNIE MITCHELL—Having a Party (Trio, BMI). **BLUE CAT 111**
THE DIPLOMATS—There's Still a Tomorrow (Crazy Cajun-Flomarlu, BMI). **WAND 174**
NANCY ADAMS—Nothing Is Too Good for You (Dymor, ASCAP). **RCA VICTOR 8529**

THE CHIPMUNKS—Super-Califragilistic-Expialidocious (Wonderland, BMI). **LIBERTY 55773**
SWINGING BLUE JEANS—It Isn't There (Melrose, ASCAP). **IMPERIAL 66090**
THE "D" MEN—Just Don't Care (Waterview-Blagman, BMI). **VEEP 1209**
MICKEY FINN—This Sporting Life (W.A.-A., BMI). **WORLD ARTISTS 1048**
THE ZENITHS—No More (Morley, ASCAP). **CAPITOL 5381**
BOBBY FULLER FOUR—Take My Word (Maravilla, BMI). **MUSTANG 3004**
THE SABLES—I'm on Fire (Unbelievable-Feoff, BMI). **RCA VICTOR 8521**
BABY TERRY HALL—Shake-A-Fin (Beat-MRC, BMI). **PHILIPS 40269**
BOB McGRATH—The Drifter (Marandell, ASCAP). **COLUMBIA 43227**
COURTNEY RAIN—Too Late to Be Lovers (Mr. Blue, BMI). **ORANGE-EMPIRE 9164**
JOHNNY BELLINO—I Keep Telling Myself (Gallico, BMI). **DECCA 31753**
MARGIE MILLS—What About Mine? (4 Star, BMI). **GROOVE 0059**

COUNTRY

OSBORNE BROTHERS—Me and My Old Banjo (Sure-Fire, BMI). **DECCA 31751**
RAYBURN ANTHONY—Big Fool Again (Mimosa, BMI). **MUSICOR 1073**
CHUCK WAGON GANG—I'll Never More Stray (Carter, SESAC). **COLUMBIA 43234**
BOB GALLION—Thank the Devil for Hideaways (Acuff-Rose, BMI). **HICKORY 1300**
HARDEN TRIO—Poor Boy (Window, BMI)—Let It Be Me (Leeds, ASCAP). **COLUMBIA 43229**
TED KIRBY—I'll End It Like a Man (Peach, SESAC). **CHART 1180**

BILL MACK—Six Big Men (One Little Woman) (LeBlanc-Cave, BMI). **JUBILEE 9002**
JOE & ROSE LEE MAPHIS—Hot Time in Nashville (Starday, BMI). **STARDAY 710**
AUTRY INMAN—You Don't Live There Any More (Inman, BMI). **JUBILEE 9001**
JIM EANES—She Took the Bus (And Left the Crying to Me) (Cedarwood, BMI). **SALEM 545**
KAY ARNOLD—Not Worth Crying For (English, BMI). **SIMS 223**
RED SOVINE—The Star of the Show (Cedarwood, BMI). **RIC 154**

R&B

LLOYD PRICE—Woman (Lloyd-Logan, BMI). **MONUMENT 877**
JAMES BROWN—Devil's Hideaway (Try Me, BMI). **SMASH 1975**
O. V. WRIGHT—Can't Find True Love (Don, BMI). **BACK BEAT 5092-5093**
TINA FLORENCE—Too Much for Me, Baby (Pamco, BMI). **APT 25078**
THE ARTISTICS—Patty Cake (Jalynne, BMI). **OKEH 7217**
DOLLY—Just Another Fool (Bounds, BMI). **IVANHOE 5019**
RAY AGEE—Leave Me Alone (Melodic, BMI). **CELESTE 615**
JOE SIMON—When I'm Gone (Costoma, BMI). **VEE JAY 663**
JIMMY HUGHES—It Was Nice (Fame, BMI). **FAME 6407**
THE SAPPHIRES—Gotta Have Your Love (Screen Gems-Columbia, BMI). **ABC-PARAMOUNT 10639**
FABULOUS DENOS—I've Enjoyed Being Loved By You (Boblo, BMI). **KING 5971**
HOWLIN' WOLF—Louise (Arc, BMI). **CHESS 1923**

SPIRITUAL

ORIGINAL BLIND BOYS—People Don't Sing Like They Used to Sing (Conrad, BMI). **VEE JAY 955**



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

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

**IF THE BILLIONS OF DOLLARS
THAT HAVE GONE INTO FINDING
NUCLEAR WAYS TO DESTROY
EACH OTHER HAD BEEN SPENT ON
CANCER RESEARCH—NAT COLE
MIGHT STILL BE WITH US.**

A cure for cancer within the next decade is not impossible . . . if more scientists and more facilities can be devoted exclusively to the cause of cancer research.

Such research costs only money. Yet the world continues to allow this dread killer to stalk its streets . . . and to strike down such beauty of mind and being as was Nat Cole's.

Magnificent human beings are not that easy to come by for us to mourn the loss of Nat Cole with mere sadness . . . a profound anger must be added that the light of such artistry and humanity should be snuffed out midway through life.

Let each of us in the music industry do all in our power to prevent the continuation of this wanton destruction by a disease that *can be conquered* . . . and let us do it in the name of the man who gave so much of himself to us all.

Send your contribution
for cancer research to:

**The Nat King Cole
Cancer Foundation**

Hollywood, California 90028
A Nonprofit Organization



ALL CONTRIBUTIONS TAX DEDUCTIBLE

STATIONS BY FORMAT

• Continued from page 74

talkies; aircraft available. Gen'l Mgr., Dan McKinnon. Send 3 copies of 45's and 2 of LP's to Prog. Dir., Chuck Owen, College Grove Center.

KSEA-FM: ERP 35,000 watts. Simulcast with KSON. Same address and personnel as AM station.

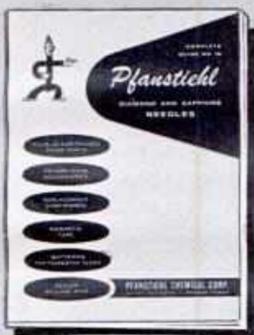
XEMO (Tijuana, Mexico): 5,000 watts. Independent. Music format: Standard-Religious. Special programming: Notre Dame football in season. Religious programming 5:30 a.m.-12:30 p.m. and 6:30 p.m.-12 midnight. Gen'l Mgr., James C. Gates. Send 2 45's and one LP to Ass't Station Mgr., Roberta Brosinske, Box 1549, San Diego.

XERB (Tijuana, Mexico): 50,000 watts. Independent. Music format: Country-Religious. Country programming: 10 a.m.-6:30 p.m.; Religious programming: 6-10 a.m., 6:30 p.m.-12:30 a.m. Special programming: Racing results every half hour from 10:30 a.m.-6:30 p.m. Polo Jaquez in charge of 3-man news department. Regular news throughout the day. Gen'l Mgr., R. S. Dougharty. Send 2 copies of 45's and LP's to Prog. Dir., Smokey Rogers, 737 Third Ave., Suite B, Chula Vista, Calif.

FCC's Hyde to Get IRTS Award

NEW YORK—Federal Communications Commissioner Rosel Hyde will be awarded the International Radio and Television Society's Gold Medal for 1965 at the society's 25th Anniversary Banquet Wednesday (10). Entertaining at the Waldorf-Astoria Hotel event will be Bob Hope, columnist Hedda Hopper, and TW3's and Liberty Records' Nancy Ames.

Sam Cook Digges, IRTS president and administrative vice-president of CBS Films Inc., will be toastmaster.



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March 13, 1965, BILLBOARD

ARTISTS' BIOGRAPHIES

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



THE BACHELORS (London)

Con Cluskey, John Stokes and Dec Cluskey (shown with Trigger) comprise this Irish group with the standard sound. The boys pride themselves with not being among the rock 'n' rollers from the U. K. "We prefer folk, country and western. We're square," the boys readily admit. Square or no, their recordings of such evergreens as "Diane," "Whispering," "Charmaine" and their current hit have all been big sellers here and abroad. The boys first made their public appearances at the ages of 4, 5 and 6. Con and Dec both studied music, John has had little music training. However, they play six instruments. Con, Dec and John were born in Dublin Nov. 18, 1941; Dec. 23, 1942, and Aug. 13, 1940, respectively.

LATEST SINGLE: "No Arms Can Ever Hold You!"

LATEST ALBUM: "Presenting the Bachelors."

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago March 14, 1960

1. Theme From a Summer Place, Percy Faith, Columbia
2. He'll Have to Go, Jim Reeves, RCA Victor
3. Wild One, Bobby Rydell, Cameo
4. Handy Man, Jimmy Jones, Cub
5. What in the World's Come Over You, Jack Scott, Top Rank
6. Baby, Brook Benton & Dinah Washington, Mercury
7. Teen Angel, Mark Dinning, MGM
8. Beyond the Sea, Bobby Darin, Atco
9. Puppy Love, Paul Anka, ABC-Paramount
10. Harbor Lights, The Platters, Mercury

POP SINGLES—10 Years Ago March 12, 1955

1. Sincerely, McGuire Sisters, Dot
2. Crazy Otto Medley, Johnny Maddox, Dot
3. Tweedle Dee, Georgia Gibbs, Mercury
4. Melody of Love, Billy Vaughn, Dot
5. Ko Ko Mo, Perry Como, RCA Victor
6. Ballad of Davy Crockett, Bill Hayes, Cadence
7. Hearts of Stone, Fontane Sisters, Dot
8. Earth Angel, Crew Cuts, Mercury
9. Melody of Love, David Carroll, Mercury
10. Ko Ko Mo, Crew Cuts, Mercury

R&B SINGLES—5 Years Ago March 14, 1960

1. Baby, Brook Benton & Dinah Washington, Mercury
2. Money, Barrett Strong, Anna
3. Handy Man, Jimmy Jones, Cub
4. Lady Luck, Lloyd Price, ABC-Paramount
5. This Magic Moment, Drifters, Atlantic
6. Fannie Mae, Buster Brown, Fire
7. Theme From a Summer Place, Percy Faith, Columbia
8. Just a Little Bit, Roscoe Gordon, Vee Jay
9. What in the World's Come Over You, Jack Scott, Top Rank
10. Wild One, Bobby Rydell, Cameo

POP LP's—5 Years Ago March 14, 1960

1. The Sound of Music, Original Cast, Columbia
2. Faithfully, Johnny Mathis, Columbia
3. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
4. Here We Go Again, Kingston Trio, Capitol
5. Heavenly, Johnny Mathis, Columbia
6. Italian Favorites, Connie Francis, MGM
7. Outside Shelley Berman, Verve
8. Gunfighter Ballads and Trail Songs, Marty Robbins, Columbia
9. That's All, Bobby Darin, Atco
10. Belafonte at Carnegie Hall, Harry Belafonte, RCA Victor

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	KING OF THE ROAD, Roger Miller, Smash 1965	7
2	3	GOLDFINGER, Shirley Bassey, United Artists 790	8
3	2	RED ROSES FOR A BLUE LADY, Bert Kaempfert & His Ork, Decca 31722	8
4	5	RED ROSES FOR A BLUE LADY, Vic Dana, Dolton 304	6
5	8	SEND ME THE PILLOW YOU DREAM ON, Dean Martin, Reprise 0344	4
6	7	IF I LOVED YOU, Chad & Jeremy, World Artists 1014	4
7	15	LONG LONELY NIGHTS, Bobby Vinton, Epic 9768	2
8	10	IF I RULED THE WORLD, Tony Bennett, Columbia 43220	5
9	13	RED ROSES FOR A BLUE LADY, Wayne Newton, Capitol 5366	3
10	11	GOLDFINGER, Billy Strange, Crescendo 334	8
11	12	CRY, Ray Charles, ABC-Paramount 10615	6
12	14	LIKE A CHILD, Julie Rogers, Mercury 82380	5
13	17	FOR MAMA, Connie Francis, MGM 13325	2
14	18	FOR MAMA, Jerry Vale, Columbia 43232	2
15	16	THIS IS MY PRAYER, Ray Charles Singers, Command 4059	3
16	—	GOLDFINGER, John Barry, United Artists 791	1
17	—	ANYTIME AT ALL, Frank Sinatra, Reprise 0350	1
18	—	THIS IS IT, Jim Reeves, RCA Victor 8508	1
19	—	I CAN'T STOP THINKING OF YOU, Bobbi Martin, Coral 62447	1
20	19	PASS ME BY, Peggy Lee, Capitol 5346	3
21	—	BABY THE RAIN MUST FALL, Glenn Yarbrough, RCA Victor 8498	1

NEW YORK—Ed McMahon, of NBC-TV's "The Tonight Show," joins "Monitor 65" Saturday (13) as host of the 3-6 p.m. (EST) Saturday segment, according to Stephen B. Labunski, newly elected executive vice-president in charge of the

NBC Radio Network.

Also host of "Missing Links," a daytime game show telecast on NBC-TV, McMahon has been featured as "Monitor" interviewer. He joins "Monitor 65" hosts David Wayne, Gene Rayburn, Barry Nelson and Frank Blair.



PROVING THAT MUSIC is indeed a language, Duke Ellington is pictured enjoying Japanese hospitality in this scene from "Duke Ellington Swings Through Japan," an episode from the CBS-TV series, "The Twentieth Century." Prints of this program, and more than 100 others from the series are made available on a free-loan basis as a courtesy of Prudential, through the libraries of Associated Films, 16mm film distributor. The Duke has also just completed his first industrial film, American Airlines' "Astrofreight," which he considers one of his most interesting and challenging assignments. The quarter-hour film features Ellington orchestra on the soundtrack with the music of the Duke telling the entire story along with the visuals of air cargo freighters in action. No narration is used.

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New York, N. Y. 10036

ACTIVE COMPOSER WANTED. I HAVE lyrics for you. Ballads, shows, rock & roll. Call: Area Code 914; EL 9-5226 after 5:30 p.m. mh20

LEADING PUBLISHER IS NOW SELECTING songwriters to expand its operation. Send only demonstration records. We are interested in teen writers or C&W writers. Anyone selected will be given a standard songwriter's contract. Write: Leon Ethridge, P. O. Box 434, Galveston, Texas. mh13

NEW FACE, NEW VOICE CARTOONIST of internationally known character seeks solid career as recording artist. Needs experienced Manager looking for a strong new personality. Write Box 169, Billboard, 165 W. 46th St., New York, N. Y. 10036. mh20

PROGRAM DIRECTORS—YOUR LONG-TERM special purpose announcements (commercial or promotional) require particular. 8 years in radio qualify me to do it. Box 16071, Fort Worth, Tex. 76133.

PROFESSIONAL COMPOSER, SONGWRITER seeks Lyricist capable of writing, show, pop, rock & roll. Call Area Code 201; WA 3-3889.

RECORD MERCHANDISER, MATURE, experienced, rack operation, complete departments and discount store operation, also experienced in large retail operation, desires Far West or Deep South. 5-figure salary. Write Box 166, Billboard, 165 W. 46th St., New York, N. Y. 10036. mh20

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Here's relief for an overburdened President or V.P. Former General Manager of successful independent label will consider position as No. 2 man. Can give you time and money-saving help in any one or all of these areas.
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30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

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

Radio Outlet For Language, Ethnic Disks

• Continued from page 74



JAN PEECE (left) is one of the many artists who has returned to WEVD for the Raymond Show.

Raymond has little problem in finding material for his Monday-through-Friday WEVD show aired 10-11:30 a.m. and his WHAT-FM stint heard Sundays 10:30 a.m. to 1:30 p.m. In addition to the traditional Jewish artists like Jan Peerce, pop artists such as Connie Francis, Theodore Bikel, Lou Monte, Bill (Jose Jimenez) Dana, Harry Belafonte, Eddie Fisher and others have recorded singles and albums aimed at the Jewish record buyer.

By the same token, Connie and Lou are well known for their contributions to the Italian and pop music markets.

Most Requested Artists

According to Raymond, the most requested artists on his shows are Metropolitan Opera stars Jan Peerce and Richard Tucker. Peerce has a new RCA album of music from the New York Yiddish Theater entitled "Jan Peerce on 2nd Avenue."

Notable among the current musical fare is a "Mom-El-Le," a cut from the debut album on Warner Bros. of Marilyn Michaels. Miss Michaels, the niece of the famed cantor Moïshe Osher, has included the number along with 11 pop cuts. Norman Brooks' Southern Sound waxing of "Oh! My Ma-Ma" is sung in English and Yiddish.

Presently Raymond is deluged by requests for music from the Broadway smash musical, "Fiddler on the Roof," which has been recorded by a host of vocalists, instrumentalists in addition to the original cast version.

Raymond, who was widely known in the Philadelphia area as "Pancho the Man in the Black Sombrero" while hosting WPEN's live and recorded "Mambo Dance Party," from 1954 to 1957, is jumping on the "Fiddler" band wagon by sponsoring three performances on May 8 and 9 of "Tevye," Shalom Aleichem's work on which the Zero Mostel vehicle is based. A Yiddish-American vaudeville show will accompany the movie during the performances at Philadelphia's Fleisher Auditorium.

'Bupkiss' to Be Aired

NEW YORK—"Bupkiss," a new rock 'n' roll song, will be sung by Dick and DeeDee on "The Dick Van Dyke Show" on the CBS Television Network March 10. "Bupkiss" is a Yiddish word which literally means "beans" but now means "nothing."

BULK VENDING news

Oak Adds Four New Distributors

LOS ANGELES — Appointment of four new distributors was announced here last week by Oak Manufacturing Co. executive Sid Bloom.

Named in the wake of a 5,000-mile field trip by Herb Goldstein, director of sales and merchandising for Oak, the new outlets are Diamond Vending & Supply Co., Oklahoma City; Nifty Nut House, Wichita, Kan.; United Vending & Sales, Omaha, and Wico Canada, Inc., Montreal.

Diamond Vending & Supply is owned and operated by John Adams, a veteran of more than 10 years in the bulk vending business.

Formerly Titan
United Vending & Sales, formerly known as Titan Vendors Supply, is operated by Sam Scarpello and his sons, Joe and Fred.

The Scarpellos also operate Omaha Vending Supply.

Nifty Nut House in Wichita is owned by Ed Muckenthaler. (See Billboard, March 6.)

Wico Canada is a branch of the Wico Corp. in Chicago, suppliers to the coin machine industry. Manager of the Montreal office is Roger Laniel.

With the announcement of the new distributors came word from Oak executive Sam Weitzman that Jackson Vending Supply Co., an Oak distributor in Grand Prairie, Tex., has expanded its facilities to 12,000 square feet with a new 2,000-square-foot addition.

Bulk Banter

LOS ANGELES

Bob Feldman, of Acme Vending, is set to leave Friday (12) for the Northwestern distributors' meeting to be held in Chicago the following day. He returns Sunday. . . Bernie Salit's daughter has returned from a lengthy stay in Israel and now has an important position with the telephone company. . . John Russo is in the city at Operators Vending Machine Supply Co. buying for his new route in the San Bernardino area. . . Roger Kaufman is a

(Continued on page 81)

TRADE SURVEY

1964 Pattern of Sites

Fifth in a series of reports based on the findings of Billboard's annual year-end survey of the bulk vending business. Response to a confidential questionnaire mailed to operators throughout the United States was 10 per cent.

By RAY BRACK

CHICAGO — Bulk vending businessmen who took the time to fill out and mail back the Billboard business survey forms they received at the end of 1964 named nine location types as predominant last year.

Leading this list was the supermarket. This location genre is to be distinguished from its humbler predecessor, the neighborhood grocery.

Some 72 per cent of the operators answering the survey placed equipment in supermarkets in 1964. On the average, this group of operators had 39 per cent of their route in supermarket stops. Many operators reported as high as 90 per cent of their routes in this type location. Others had as little as five per cent of their equipment in supermarkets.

In the smaller grocery store type location, 51 per cent of the responding operators had established a portion of their routes in 1964. Operators so reporting had, on the average, 40 per cent of their machines in small neighborhood food stores.

Dept. Stores

Department stores were serv-

iced by 40 per cent of the reporting operators in 1964, with, on the average, 12 per cent of their machines so located.

Thirty-six per cent of the responding businessmen had restaurant stops last year, with an average of 7 per cent of their equipment involved.

Drugstores were well served by the trade. The Billboard survey indicated that 42 per cent of bulk businessmen had drugstore locations comprising,

on the average, 12 per cent of their routes.

Candy and confection type locations made up 13 per cent of the routes of 32 per cent of the poll-answers.

Service Stations

Seven per cent of the trade had regular service station stops with equipment so tied up averaging 24 per cent of their routes.

Taverns were regular stops for 5 per cent of the reporting

(Continued on page 80)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50
 N.W. Deluxe, 1c or 5c Comb. 12.00
 N.W. 10-Col. 1c Tab Gum Mach. 18.00
 N.W. Model 233, 1c Porc. Conv. 6.50
 Atlas 1c & 5c 100 Ct. Ball Gum. 12.00
 Mills 1c Tab Gum 12.00
 Acorn 8 lb. Globe 18.80

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.73
 Pistachio Nuts, Jumbo Queen, White66
 Cashew, Whole82
 Cashew, Butts79
 Peanuts, Jumbo45
 Spanish32
 Mixed Nuts57
 Baby Chicks35
 Rainbow Peanuts32
 Bridge Mix36
 Boston Baked Beans32
 Jelly Beans32
 Licorice Gems32
 M & M, 500 ct.48
 Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
 Malt-ette, 100 ct., per 10035
 Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
 Rain-Blo Ball Gum, 100 ct.34
 300 lb. minimum prepaid on all Rain-Blo Ball Gum

Adams Gum, all flavors, 100 ct. .45
 Wrigley's Gum, all flavors, 100 ct. .45
 Beech-Nut, 100 ct.45
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 Everything for the operator.
 One-third Deposit, Balance C.O.D.

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SATURDAY IS LADIES' DAY AT NVA MEET



MRS. ROLFE LOBELL

CHICAGO—Ladies love the attention tendered them at NVA conventions. And the events announced by Ladies Chairman Mrs. Rolfe Lobell and her assistants exclusively for the distaff side of the 1965 "Vend-O-Rama," promise to add much to the charming trade tradition. Highlighting ladies' activities will be a special surprise party on Saturday afternoon, April 3. "Each year more ladies attend the NVA convention," Mrs. Lobell said, "and indications are that the trend will continue this year. This is as it should be, for women play an important part in the bulk vending industry." During a recent convention, Mrs. Lobell recalled, the machine dressing contest was won by Mrs. Dalton Wick of Houston. Other members of the Ladies Committee are Mrs. Alvin Kantor, Mrs. Harold Folz, Mrs. Sidney Bloom and Mrs. Irwin Kovens.

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

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IMPORTANT MEMO

AD DEADLINE FOR N.V.A. CONVENTION ISSUE

Dated: April 3

Distributed: Monday, March 29
 (Ad Deadline: Wednesday, March 24)

FREE distribution of this issue at the N.V.A. Convention, Sheraton-Chicago Hotel, Chicago, Illinois, April 1-4.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE which will contain a comprehensive report of convention activities.

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NASHVILLE, TENN. 728 16th Avenue South Phone 615; 244-1836	HOLLYWOOD 28, CALIF. 1520 North Gower HOLLwood 9-5831

Singer to Display Shrink-Pack Line



SHRINK FILM PACKAGING MACHINE is demonstrated for officials of Cobble Division of the Singer Co. by project engineer John Ledford.

CHATTANOOGA — The Singer Co. is entering the package machinery field through its Cobble Division located here and will display a new line of shrink film machinery at the National Packaging Exposition in Chicago April 5-8.

The exposition begins the day following the close of the National Vendors Association convention.

The new product line will include hand-operated packagers, mechanized packagers, automat-

ic perimeter packagers and two designs of shrink tunnel packagers.

General manager of the Cobble division, Max M. Beasley, announced the appointment of F. W. Jencks as manager of the Packaging Machinery Division.

Jencks in turn named as region managers A. Harold Biggs of New York, Otto F. Dobrovolny of Chicago and W. J. Gaughen of Los Angeles. The South and Southeast will be handled from the office here.

OREGON

A Survey of State Business Regulations

Fourth in a series of special reports on State legislation bearing on 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.

SALEM, Ore.—Oregon is a good State for vending operation. The firm engaged in regular bulk vending is subjected to no machine licenses (by the State) or privilege taxes (also by the State).

The new operator must always check local municipal laws, however, to avoid the embarrassment and penalties resulting from ignorant violation of town, village or county ordinances.

If perchance a copy of the Oregon State Tax Commission's "Privilege Tax Application" should be called to the attention of a prospective bulk operator in this State, some confusion could ensue.

Item six of the application calls for an annual \$10 tax on all "coin-in-the-slot operated devices which operate on the insertion of two pennies," and item seven calls for a dollar-a-year tax on "all coin-in-the-slot operated devices which operate on the insertion of one penny."

Read Fine Print

The tendency is to interpret this as applying to bulk vending equipment. The fine print on the back of said application, however, clearly states that the provision of State Statute ORS 320, under which provision the tax is collected, expressly exempts "all devices used strictly as a vendor of merchandise or service and without the elements of chance or prize involved."

Specific information on State laws may be obtained from Marjorie Young, Accounting Division, Oregon State Tax Commission, Salem, Ore. Portland ordinance information may be obtained from Ray Smith, Auditor, City of Portland.

NEW PRODUCTS

MACMAN ENTERPRISES

DISNEYKINS. Hand-decorated and in full color, this 10-cent charm assortment includes 14 all-time, favorite Walt Disney characters: Jimminy Cricket, Mickey and Minny Mouse, the Seven Dwarfs, etc. Copyrighted. Packed 250 to the poly bag, with display, at \$38 per thousand.

MARY POPPINS. Another Walt Disney-copyrighted charm (10-cent) inspired by the movie nominated for 10 Academy Awards. Includes five characters and objects from the

movie, crafted in metal. Priced at \$38 per thousand, 250 with display in a poly bag. *Macman Enterprises Corp.*; 2 Neil Court, Oceanside, N. Y.

Texas Tax May Boost Vended Cigaret Price

AUSTIN, Tex.—The price of cigarettes merchandised mechanically may jump a nickel to 40 cents a pack if the State Legislature approves Gov. John Connally's proposal for a penny-a-pack increase.

The prediction was made by Rep. Jim Wade of Dallas, who explained that owners of vending machines must raise their prices in multiples of 5 cents because the machines are not equipped to handle pennies. And pushing pennies as refunds in cigaret packs has often proved too costly to be practical, he said.

Wade said he will propose a 5-cent tax increase with the money earmarked for increased pay for school teachers.

According to Wade, some 50 per cent of Texas cigaret sales are via vending machines.

Cigaret Sales Up in Memphis

MEMPHIS—The City of Memphis collected \$94,118 during January and February on its 1-cent-per-pack tax on cigarets, city controller Charles W. Crutchfield reported last week.

Crutchfield said this is an increase of \$14,736 more than the first two months of 1964 and an indication that "people aren't concerned about reports that smoking causes lung cancer as they once were."

Northern Dead

DONELSON, Tenn.—Allen E. Northern Jr., 48, owner of Northern Amusement Co. here, died in a Nashville hospital Feb. 20 following a heart attack. Northern moved to Nashville in 1937 and formed his coin machine business.

Trade Survey

• Continued from page 79

operators. Equipment so located comprised, on the average, 15 per cent of the route.

Bowling establishments were sold by 7 per cent of the reporting operators. Equipment in these locations averaged about 10 per cent of each route.

Next week: Trade problems of 1964.

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This new concept in vending dispenses paper wrapped merchandise without stacking. Think of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Model machines, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tuflon which assures you trouble-free operation. Oak's wrapped gum

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COIN MACHINE news

MOA Board Meets Washington Solons

By MILDRED HALL

WASHINGTON—In spite of problems with copyright, coinage and taxes, the Music Operators of America board meeting here last week was on the upbeat, and "one of the best we've ever had," said Executive Vice-President Fred Granger Jr. Meeting with MOA President Clinton S. Pierce and Board Chairman Lou Casola, some 42 board members pitched in on strategy and convention plans, and fanned out to talk to their congressmen and senators on the Hill about the music operator's problems.

In what MOA President Pierce described as "good solid sessions," the board members lined up some new brighteners for the September convention at the Pick Hotel, Chicago. Convention forums will be better organized and will get to the heart of membership problems. Everything will be under one roof in the big refurbished Pick Hotel—the meetings, the big MOA entertainment and the exhibits. Scheduling the show over a weekend, Sept. 11-13, is also expected to increase attendance this year.

For the first time, members of MOA will be admitted free with their wives. Only non-members will be charged admission.

In an interview with Billboard's reporter, the MOA's president, board chairman and executive vice-president were all "highly optimistic" about holding onto the industry's exemption from having to pay performance royalty. "But it will take a continuous fight to keep it."

Said President Pierce: "I can't emphasize too strongly the need for the grass-roots membership to work on this. Because this organization's membership is scattered nationwide, the grass-roots membership is the all-important factor. Their visits with their Congressmen in the home district are the surest way to tell the story—to explain the situation. Congressmen have thousands of bills to consider. They can't be expected to know, unless we tell them, what the copyright bill to end the exemption would mean to the small businessman who is a juke box operator."

Experience the Teacher

Experience has taught MOA that only a few Congressmen are familiar with the terms of the

Killer Joe—Rowe! Rowe!



ROWE AC MANUFACTURING'S NEW DISCOTHEQUE CONSULTANT, Killer Joe Piro (fourth from left), stands between Rowe's Ed Claffey and Fred Pollak along with members of the Rowe sales staff, following meetings in Whippany, N. J., last week. Killer Joe has been tabbed the darling of the New York Jet Set and is acting as adviser on all Rowe discotheque installations. Rowe offers operators a complete discotheque "package" complete with instructions.

copyright law—in fact, lawyers are often in complete disagreement on the same phase of the law. Only a handful of congressmen know the difference between a performance royalty paid for playing music, which goes to the big licensors, and the little ones—as against mechanical royalty which is paid on each record, by the manufacturer, and goes directly to each

songwriter through the Fox collection agency. Even this plain fact of copyright law needs to be explained.

The MOA president believes that if the basic facts are told to the Congressmen, he will realize it is even more than a matter of heavy money loss if juke box operators must pay the music licensors. The Congressman should be told how "utterly

impractical" it is to expect the juke box operator, who is not a lawyer, to deal with copyright problems of which records are safe and which are not safe to play, once the exemption was removed.

MOA points out that the day of the one big music licensing group—ASCAP—is gone, and now there is not only BMI but splinter groups coming up to claim royalty. Damages in the proposed law could be heavy on even unwitting infringement of a copyrighted music played on a juke box—and unlike large centralized users of music, MOA members can't have a lawyer on standby. These are things the association feels the grass-roots membership can tell congressmen.

The board is also pretty optimistic about the coinage problem. Fred Granger said the job

(Continued on page 83)

Coin Veterans Predict Golden Juke Era

WASHINGTON—MOA officials here for last week's board meeting did a little informal dreaming about the cheerful prospects in this new era of juke box use in America. In an informal talk with Billboard's reporter, Board Chairman Lou Casola, President Clinton Pierce and Vice-President Fred Granger turned their backs on the problems for a few moments and looked at the new trends, the new look, the new places opening up to today's juke boxes.

Acceptance keeps moving higher up the scale for the new boxes designed with decor in mind, and with high quality sound. Everyone is watching the

developments in the discotheque, dance-to-records night clubs for the teeners, and the discotheques for the adults. MOA officials are watching developments in this field—they would like to learn more about this new potential for juke box location.

Board Chairman Lou Casola is not unduly optimistic that a great many discotheques will suddenly open up at local levels and that all will use juke boxes. But the idea and the publicity of the existing discotheques mean a good promotion boost for the use of juke box music for night clubs—large or small, plush or modest.

More hotels, restaurants and night clubs are using the new

hi-fi juke boxes that are miles removed from the old lights-and-bubbles type. More schools are using them for dancing in the recreation hour.

MOA President Pierce thinks one of today's biggest needs is something to take the place of the vanished ice cream parlor, where the juke box entertained

and the kids had a place to meet and play their favorite tunes and have a coke or soda. He has a somewhat cautious attitude about replacement by a discotheque type of operation because—as Lou Casola pointed out—kids today have no afternoon time left after school, and

(Continued on page 83)

It's Official—NAMA Welcomes Vendors With Jukes & Games

CHICAGO—An indication of the growing relationship between the juke box, amusement game and vending businesses came last week with the official change in membership rules of the National Automatic Merchandising Association permitting membership of all companies that operate vending equipment—whether they also operate music and games or not.

Previously vending firms which also operated amusement equipment or had a major interest in coin-operated music machines were denied membership.

Voted last June by the NAMA board of directors, the new rules specify that as of March 1, "all reputable companies which operate merchandise vending equipment, regardless of their coin-operated music or amusement interests, are eligible to join the association."

Prohibits Gambling

J. Richard Howard, president, pointed out that the change in

the association's by-laws specifically prohibits the membership of companies which have gambling devices of any kind in their operation.

"The association will continue to represent only the merchandise vending interests of its members and will not be concerned with any other coin machine interests which some of our members may have," Howard stressed.

"Members will continue to pay dues only on the basis of their personnel employed in connection with merchandise vending equipment. Thus the new policy will not involve NAMA in activities carried out by other existing associations," Howard added.

He noted too that the change "welcomes into NAMA ranks those reputable companies which have desired to become members, but were excluded under the rules drawn before diversification brought many music and amusement machine com-

panies into vending and vice-versa."

NAMA IN NEW ORLEANS IN '71

CHICAGO — Locations for National Automatic Merchandising Association trade shows are set through 1971, according to Marvin Pierson, trade show advisory committee chairman. Following the Oct. 16-19 show in Miami Beach, Fla., this fall, the schedule is:

1966—Oct. 29-Nov. 1, McCormick Place, Chicago.

1967—Oct. 28-31, McCormick Place, Chicago.

1968—Sept. 21-24, Trade Convention Center, Philadelphia.

1969—Oct. 18-21, McCormick Place, Chicago.

1970—Oct. 17-20, McCormick Place, Chicago.

1971—New Orleans, dates and location to be announced.



SEEBURG HIT-MAKER AWARD is presented to Tony Bennett by Joe Marsala, Seeburg music vice-president, at a press party in Chicago during the Columbia artist's appearance at the Empire Room of the Palmer House.

New Bally Two-Player Has 3 Free-Ball Gates

CHICAGO — One-ball skill-appeal and free-ball incentives are featured on the latest addition to the Bally Manufacturing Co. flipper game line, a two-player dubbed Sheba.

Free balls are shunted to the player through a top gate, middle gate and bottom gate. The top gate is opened by hitting lighted targets four and five or by striking what company officials described as "tricky target six." A hundred extra points are scored either way.

When the lighted targets one through five are hit, the middle gate opens, giving the player the option of shooting through the upper or middle gate for 100 bonus points and an extra shot.

Opening of the bottom gate is contingent upon connecting with lighted targets one through three, netting the player a free ball and 50 points.

One-ball skill appeal accrues from the design feature, resetting the entire playfield to first-coin condition every time a ball escapes through a gate or enters the out-hole.

The game features 24 different score-building targets, not counting match play, which may be used.



BALLY'S SHEBA

West Coast Trade Hears Minimums Presentation

LOS ANGELES—Four days of distributor-operator meetings conducted here and in San Francisco last week by Williams Electronic Manufacturing Corp. Sales Manager Bud Lurie continued a nationwide series of grass-roots discussions of game minimums and 10-cent play.

Lurie was to conclude his rigorous campaign with an operator meeting in Chicago Thursday (4).

On Tuesday (2) at Advance Automatic Sales in San Francisco, Lurie conducted a sales meeting, discussing features of Williams' new Alpine Club pin game and companion add-a-ball unit, Ski Club.

With Advance's Lou Wolcher and Chad McMurdie, along with Lou Dunis, Portland, and Ray Galante, Seattle, in attendance, Lurie also briefed the distributors on particulars of selling \$5 minimum guarantees for amusement game locations to operators and location owners.

On Wednesday (3), Lurie presented the concept to 24 large operators from the San Francisco area.

"As did operators in other major markets," he reported, "the Bay area businessmen responded to the idea with great interest."

40 Operators

Following a sales meeting at Struve Distributors here on Thursday (4), the Williams sales manager met with 40 area operators for a game minimums conference on Friday.

"The \$5 minimum method of upgrading equipment again met with hearty acceptance," Lurie said.

As proposed by Williams, the \$5 minimum would have most impact upon marginal locations. For example, a route with 60 pin game stops would, typically, break down into 20 that could

be called excellent, 20 medium locations and 20 marginal.

Improved Service

Many operators who retain a new pin game in a top location for two or three months and then move it to a medium location could follow the same pattern and, after another two or three months, place it in a marginal location — provided they were assured at least \$5 per week in these lower income sites.

"An who is to say that better equipment in marginal locations won't boost them into a higher income category," observed Williams' sales executive Bill DeSelm.

A healthy side effect of game guarantees, DeSelm added, will be improved service. "Where minimums are in force," he declared, "the operator will be obliged to provide better service. And with guaranteed income he'll be able to afford it."

MOA Board Meets

• Continued from page 82

of convincing the government that any changes in new coinage must be compatible with continued use of existing coin-operated machines, in good hands. MOA is co-operating with the National Automatic Merchandisers Association (NAMA), the vending industry trade group, which has been keeping the case front and center before the Treasury Department, the U. S. Mint and the legislators.

Another hopeful angle is the fact that the telephone company has an interest in keeping coinage compatible for its mammoth coin-phone operation.

On this issue, members of MOA are urged not—repeat not—to contact their Congressmen,

Coin Vets Predict

• Continued from page 82

this leaves only the weekend operation to earn the way.

Possibilities

But there are possibilities. If Treasury had not put the tax drag on the original spurt of teen coke-and-dance places by calling it "cabaret" if there was eating, drinking and dancing or entertainment on the spot, that might have become the answer. (Possibility of an end or even a steep curtailment of cabaret tax when this congress takes the promised axe to excises, might remove some of the 20 per cent tax fears of places where the teenagers can dance, sip cokes

Midway Product Development on Schedule: Ross

CHICAGO—Midway Manufacturing Company's announced product development program leading to the firm's introduction of shuffle and bowler equipment is proceeding according to schedule, the firm's Hank Ross reported last week.

Meanwhile the company is shopping for a suburban site on which to build a larger plant. Midway is located at present in Franklin Park, Ill.

Vice - President Granger has emphasized. The national coin shortage is a matter of public as well as industry co-operation. MOA and its co-worker NAMA believe it best for the layman not to rush in with comments or urgings to their congressmen or to the Treasury.

Special interest pleadings from different groups can only antagonize those who will have to deal with the problem. Granger says Congress is expected to get into the problem this session—and meanwhile, MOA advises membership to sit this one out until further notice.

Fischer Shipping Two Revised Models

TIPTON, Mo.—Modified editions of the Empress coin-operated billiard table models 101 and 92 are now being shipped by Fischer Manufacturing Co.

Redesigned models 101A (4

by 8 feet) and 92A (3½ by 7 feet), the revised units feature a rearranged cue ball return, new trim and polished die cast leg levelers among other new features, according to Fischer sales manager Lou Warner.

Also in current delivery by Fischer Manufacturing are the Regal 3½ by 7-foot and 3 by 6-foot models and the Fiesta bumper-style pool table, all coin-operated.

Production at the plant here is on a full-capacity, six-day basis.

Seeburg Wins Award Against Minthorne Co.

PHOENIX, Ariz.—The Seeburg Corp. was awarded a judgment against Jean J. Minthorne and the Jean J. Minthorne Music Co. in U. S. District Court here recently. The judgment overrules a previous jury award for \$129,371 in favor of Minthorne last April, and in effect terminates a long-running litigation that began in 1962.

Originally Seeburg received a judgment against Minthorne for \$60,000 when the distributorship and factory parted company in 1962. Minthorne countersued and received its \$129,371 award last April. The most recent ruling wipes out the \$129,371 claim. The Phoenix ruling came from Judge Roger D. Foley Jr. Counsels for Seeburg were John Frank, Edward Sexton and Lillian K. Kubicek.

and eat hot dogs to the juke box music.)

Manufacturers do a good job of building the new image of the juke box and there seems no end in sight to the improvements. The MOA people seem to base their expectations on the good box without such innovations as the accompanying pictures shown on a few experimental machines. Lou Casola believes this kind of investment is too steep for anything but a terrific traffic—and in fact, he finds the pictures "become monotonous after a while." He sees no big trend toward this type of thing.

The discotheque styled juke box is a conversation piece—out of financial reach of most operators, but good for its promotional and prestige value.

Of the problems that go along with the growth of the industry, President Pierce said cheerfully, out of many years' experience: "We've got to have problems. They keep us busy and hold us together. Without them, we'd become dull."

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Two New One-Player Models Introduced by Williams Mfg.

CHICAGO—Alpine Club and Ski Club, a single-player pin game and add-a-ball model, respectively, were introduced by Williams Electronic Manufacturing Corp. last week.

The two units incorporate a host of features described by the manufacturer as new. Heading the list are a "customized title strip" for the location name; a single-entry coin mechanism with a three-way slug rejector that will accept a quarter, two nickels or a dime (dual chutes are available on the add-a-ball model if desired); an automatic ball shift assembly, and



WILLIAMS ALPINE CLUB

a hinged door on the front of the light box for convenient service access.

The add-a-ball model, Ski Club, awards two extra balls when the light-box mountain

climber reaches the summit. Striking the lighted center target swings open the extra ball gate and ups the value of the unit's "kick-out" holes.

Both units are in distribution.

Op Charges Location Theft; Sues Partner for Million

DENVER—Edward Ciancio, former official of a coin machine firm, was sued in Denver District Court for \$1 million Feb. 16 for allegedly stealing the firm's clients after he quit.

The complaint was filed by Leslie Gross, attorney for Arthur Smith, president of Modern Cigarette Service Co.; Modern Games, Inc.; Modern Music Service Co., and Music Machines, Inc., all of 3222 Tejon Street.

District Judge George McNamara signed a restraining order, compelling Ciancio and three associates to stop interfering with Smith's business.

Long Association

Ciancio and Smith were associated for more than 25 years.

The suit said Ciancio, at the time he quit, Feb. 2, was a director and the third largest shareholder in the firm. He is a former president of all four companies.

Ciancio also worked as a collector for the firm, collecting receipts from machines in 43 taverns in the Denver area.

In 1955, the suit stated, Ciancio signed a contract agreeing not to enter into any business in the Denver area for two years that would compete with the firm if he quit.

On Dec. 21, 1964, the directors agreed to require all employees to sign a new contract—one that required them to submit to periodic lie-detector tests, and agree, if they quit, not to solicit the firm's clients for three years. The suit said Ciancio voted in favor of the contract.

Refused Tests

It alleges Ciancio and three other employees, Clarence Decola, John T. Noguchi and Rupert Y. Arai, refused to take the lie-detector test and subsequently quit. The other three were not named in the action, it was reported.

Ciancio and the other three then convinced tavern owners whom they had serviced to sever relations with Smith's firm and do business with them, it is alleged.

The complaint said the four took 14 businesses from Smith

which in the past had earned \$50,000 a year for the plaintiff.

The suit asked \$500,000 actual damages and \$500,000 exemplary damages.

Rowe Diplomat Welcomed in Twin Cities

MINNEAPOLIS — "Exceptionally good" response to the new Rowe-AMI Diplomat phonograph in Minnesota and North and South Dakota was reported by K-C Sales here.

Ken Glenn, manager of K-C Sales, said, "We've shipped into many areas of all three States and are getting repeat orders."

The new model was only shown about a month ago, Glenn said.

The response was continuing strong, he added, despite the interference of severe winter weather in the region during February.

CANALE PARLOR IS 'THEQUE SHOWROOM

MEMPHIS—The living room of a mansion owned by local operator Drew Canale, Canale Enterprises, Inc., has proved ideal for private demonstrations of Seeburg discotheque. George Sammons, local Seeburg distributor, installed the new dance package in the rambling residence's spacious parlor. At the first demonstration last week, Canale signed a well-known Memphis restaurant proprietor to a three-year discotheque contract. The installation will be in the heart of Cotton Row here.

DISCOTHEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

HOT 100

TITLE	ARTIST	LABEL
EIGHT DAYS A WEEK	The Beatles	Capitol 5371
STOP IN THE NAME OF LOVE	The Supremes	Motown 1074
COME HOME	Dave Clark Five	Epic 9763
DO YOU WANNA DANCE	The Beach Boys	Capitol 5372
NOWHERE TO RUN	Martha & The Vandellas	Gordy 7039
DO THE CLAM	Elvis Presley	RCA Victor 8500
GO NOW	Moody Blues	London 9726
I'M TELLING YOU NOW	Freddie & The Dreamers	Tower 125
DID YOU EVER	The Hullabalooos	Roulette 4593
BE MY BABY	Dick & Dee Dee	Warner Bros. 5608
BABY THE RAIN MUST FALL	Glen Yarbrough	RCA Victor 8498
FIND MY WAY BACK HOME	Nashville Teens	London 9736
GAME OF LOVE	Wayne Fontana & The Mindbenders	Fontana 1503
MEAN OLD WORLD	Rick Nelson	Decca 31756
LET THE PEOPLE TALK	Neil Sedaka	RCA Victor 8511

SPOTLIGHTS

ONE LOVE, NOT TWO	Dan and The Cleancuts	Scepter 1289
STOP AND GET A HOLD OF MYSELF	Gladys Knight & The Pips	Maxx 334
T. C. B.	Dee Clark	Constellation 147
I'LL BE DOGGONE	Marvin Gaye	Tamla 54112
THE CLAPPING SONG	Shirley Ellis	Congress 234

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP'S

Pop Vocal

Arthur Prysock—Everlasting Songs for Everlasting

Lovers Old Town

Close Your Eyes . . . Make Someone Love You . . . Let There Be Love . . . Let's Start All Over Again . . . Where or When . . . You've Changed

Nev. Mulls Cig Tax Hike

CARSON CITY, Nev. — A bill is being drafted for the Nevada Legislature to increase the cigaret tax from 7 to 9 cents a pack, with the revenue earmarked for cities, now hard-pressed financially.

Assemblyman Cyril Bastian of Lincoln, chairman of the taxation committee, said the formula for distribution still has not been set.

During 1963-'64 fiscal year

Arkansas Tax Downed But Not Dead

LITTLE ROCK, Ark.—The State House of Representatives last week voted down an administration-sponsored bill to increase the State tax on cigarets from 6 to 8 cents. The measure received 63 of 75 pro votes needed for passage.

State political observers said the bill's defeat resulted from a struggle between two powerful House members and Gov. Orville Faubus over where the estimated \$3.3 million additional annual revenue would go.

The issue will undoubtedly be brought to another vote.

Cigaret vending operators in this State generally favor the tax increase because it would enable them to increase the cost per pack to 35 cents and widen their currently slim profit margin.

the State collected \$5 million in cigaret taxes.

The State increased the tax in 1961 from 3 to 7 cents a pack. After this increase operators raised their prices to 35 cents a pack in machines.

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Go Cart Pinball	\$ 75
Williams 4-Bagger	75
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WILLY-NILLY WORLD

Judge's Complaint Jeopardizes Tennessee Pin Game Operation

By ELTON WHISENHUNT

NASHVILLE — A pinball payoff gripe by a county judge has prompted introduction of a bill in the State Legislature to define pinball games as gambling equipment.

Introduced last week by Rep. Marvin L. Spruill of Memphis, the bill was referred to the Judiciary Committee.

If passed, the bill would provide that anyone who sells, possesses, displays or operates pin games would be guilty of a misdemeanor.

Punishment, on conviction, could mean a fine up to \$1,000 and imprisonment "in the discretion of the court," up to one year.

Brief and seemingly harmless, Spruill's bill would amend Section 39-2033 of the Tennessee Code Annotated, which defines gambling devices. Spruill's meas-

ure proposes that paragraph four of Section 39-2033 be amended by deleting the following:

"... but pinball machines shall not be deemed to be included in this definition."

A similar move to get pin games classed as gambling devices failed in the Legislature six years ago. The bill had passed through committee to the Senate floor and there went down to defeat after lively debate.

Asked by this correspondent his reason for introducing the bill, Spruill explained: "While driving between here and Memphis I have discovered pay-off pinball machines at service stations.

"Actually," Representative Spruill declared, "a judge friend of mine—whose name I prefer not to disclose—is the reason for my introducing this bill. He told me how bad the situation is in

his county. Minors are actually playing the machines. Sometimes a player will put in four dollars before he shoots a ball.

"The situation is not as prevalent in Shelby County (Memphis) as it is in other parts of the State."

Spruill said he knows of no opposition to the bill and hopes to get it out of committee this week and on to the floor for a vote.

Opposition has formed quickly, however. George Sammons, president of Sammons-Pennington Co., coin machine distributors, immediately challenged the measure and is rallying opposition among the Tennessee trade.

At present Sammons and Drew Canale, president of Canale Enterprises, Inc., a music, game and vending operation, are at present in Nashville fighting the Spruill bill.



SHUFFLEBOARD-CURLING is played by Harry Kotler, executive vice-president of National Shuffleboard & Billiard Co., and friend at the firm's exhibit at the recent National Sporting Goods Association convention in Chicago. Note circular "curling targets" or "houses" at each end of shuffleboard.

D.&R. Issues New Catalog

CHICAGO — A new catalog of coin machine supplies and accessories is being mailed out by D & R Industries, Chicago parts suppliers.

Featured in the 28-page book are D & R's new imported Italian billiard cloth and their guaranteed non-warping fiberglass cue stick.

Operators and distributors desiring a free copy of the catalog may write the firm at 3323 West Foster Avenue, Chicago, Ill. 60625.

Barsi Chartered

BELLAIRE, Ohio—Belmont Vending Co. here has received a State corporation charter starting in business with 500 shares of no par common stock and a starting capital of \$5,000 to engage in various types of vending. Another part of the purpose clause states... "engaging in the general business of music boxes, including taped music, piped music... engaging in various types of amusement services and vending machines."

John J. Barsi, 3156 Union Street, Bellaire, is an incorporator and statutory agent. Other incorporators are Santo DeVenzio and Phyllis A. Barsi.



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WILLY-NILLY WORLD

How to Proceed on Game Laws

CHICAGO—Virtually all elements of the business have thrown some measure of support behind the drive to loosen the stranglehold of punitive and outdated games legislation on many of our key markets.

Games manufacturers are in the vanguard. Williams Electronic Manufacturing Corp., in concert with parent firm Seeburg, is mapping plans for a country-wide drive. D. Gottlieb & Co. continues its discreet but dogged struggle to preserve existing pinball markets. President Samuel Wolberg, of Chicago Dynamic Industries, has advanced the idea of manufacturer co-operation in addressing the problems. This idea has met with favorable comment by all major manufacturing company executives.

Distributors are eager to co-operate. National Coin Machine Distributor Association executive director Bob Slifer, a long-time advocate of total industry concert, wants to see teamwork applied to the game law jumble.

Operators Also
Progressive operators like Bill Cannon, many faced with intolerable local or State conditions, are more than ready to join hands with distributors and manufacturers for an improved legal climate.

Operator interest has been most dramatically indicated in the past few days by the enthusiastic response of operating firms to a request by the MOA for details on game legislation locally. In less than two weeks, more than 400 replies had come into the MOA office here. The flood continues, indicative of the trade concern about the problem.

Perhaps most significant, the national trade association has expanded the concept of its own role with regard to the amusement game business. In the past, games businessmen have complained to Billboard that Music Operators of America (the name may be part of the problem) have relegated the games segment of the trade to "second-class" status. Under present leadership, however, the MOA has taken the unequivocal position of equal representation of music and game operators.

The board of directors of that association, meeting in Washington yesterday (28), may have addressed themselves even farther to the problem of amusement game laws. This, in view of the fact that influential industry people have suggested that the MOA provide neutral ground for co-operation of amusement game principals in the games legal drive.

Comes a Warning
However, while granting that near-total agreement by business segments on games action is a healthy industry development, astute observers warn: "We must proceed with care."

"It's wonderful to see so many people eager to free the business of a lot of legal harassment," a trade veteran told Billboard recently, "but I fear that if a bold but misguided effort is launched, the egg will hit the fan" (or words to that effect).

He went on to explain that a brash and hasty approach to legislative bodies might well result in shrinking rather than expanding markets.

Sound Suggestions
He offered some practical suggestions quite worthy of consideration:

- 1) As groups and as individuals.

(Continued on page 86)

WILLY-NILLY WORLD

Slow Progress in Milwaukee

MILWAUKEE — A word about the innocent little spring-loaded device employed to propel balls onto pinball machine playfields: it's gaining acceptance among the good burghers here.

Time was—up until roughly three years ago—that those springy little mechanisms affording such tactile satisfaction were as unpopular as cola companies in this town.

Interpreters and enforcers of the amusement regulations passed by the Milwaukee Common Council decreed, with their typically obfuscated grasp of the amusement game business, that the spring plunger negated the redeeming skill feature of the pinball game. "Out!" was the ruling on such equipment.

That is, until operators, with customary resourcefulness, rebuilt hundreds of pieces of equipment to permit the player to flip the pin balls into play with his finger.

Fortunately, favorable rulings by district court have modulated local prejudices against many types of amusement equipment, including pin games, bowlers and shuffleboards, which were once frowned on by city fathers.

The local pin-ball plunger controversy is an ideal example of the bizarre interpretations given local statutes which, as written, appear tame enough.

Definition
The Milwaukee "Amusement Regulations" code definition of "amusement device," for ex-

ample, declares (chapter 107, section 13): "An 'amusement device' shall mean any mechanical device or shuffleboard used or designed to be used or operated for amusement as entitles unto themselves in only, or by the insertion of a
(Continued on page 86)



BOB SLIFER
Executive Director



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Program Set for S. D. Assn. Election Meeting

ABERDEEN, S. D.—The program for the two-day convention of the Music & Vending Association of South Dakota here March 28-29 has been announced by Dean Schroder, association director, who is chairman of the convention.

The meeting, which will mark the association's 20th anniversary, will include an election of officers. Incumbent President John Trucano, who has held the office four years, has announced that he will not be a candidate for re-election.

"I feel that our association (or any association) needs changes in ideas and policies from time to time," Trucano wrote in a letter to association members recently.

Two Banquets

The schedule for Sunday, March 28, calls for a discussion of background music at 2 p.m.

INSTRUCTION and SERVICE MANUAL for GOTTLIEB Amusement Pinballs

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followed by a vending seminar at 3. A banquet will be served in the evening.

On Monday (29), a 10 a.m. meeting will be devoted to amusement games, and at 11 a.m. a discussion of phonographs will be held. The convention's general business meeting and election will be held at 1:30 p.m. Another banquet will be held Monday night.

In view of the special anniversary occasion, all charter members of the association are being invited.

All meetings will be held at the Ward Hotel. Display space at the hotel is being reserved for associate members desiring to exhibit merchandise.

Coming Soon:

March 16—Associated Buyers Club of Chicago meeting; Gunnell's Restaurant, Rand and Elmhurst roads, Mount Prospect, Ill.

March 20—Connecticut Automatic Merchandising Council meeting, Hartford, Conn.

March 27—Minnesota Vendors Association annual meeting, Minneapolis.

March 28, 29—Music and Vending Association of South Dakota, business and social meeting, Ward Hotel, Aberdeen.

March 30—Western Vending Machine Operators Association meeting, Blarney Castle, Los Angeles.

April 1—NVA Board of Directors meeting, Sheraton-Chicago Hotel, 505 N. Michigan Avenue, Chicago, 8 p.m.

April 1-4—National Vendors Association annual Convention and Trade Show, Sheraton Chicago Hotel, 505 N. Michigan Avenue, Chicago.

April 3—Georgia NAMA Council annual meeting, Midtown Holiday Inn, 174 Piedmont Avenue, Atlanta.

April 10—Maryland NAMA Council annual meeting, Sheraton-Belvedere Hotel, Chase & Charles streets, Baltimore.

April 14—St. Joseph Valley Music Operators monthly meeting, South Bend, Ind.

April 24—Coin Machine Operator Association of South Carolina, social and business meeting, Columbia, S. C.

April 24—NAMA State Council Annual Meeting, Portland, Ore., Sheraton Motor Inn, 1000 Northeast Multnomah Street.

May 16—Music Operators Association of North Carolina meeting, Manger Motor Inn, Charlotte, N. C.

NEW YORK

A large turnout of operator servicemen filled the New York and Springfield showrooms of the Runyon Sales Company last week for instruction on the AMI Diplomat Model N Phonograph.

Classes were conducted Monday night in the firm's 10th Avenue offices by Art Seglin, Rowe-AMI field service engineer. Seglin ventured to the Springfield plant the following evening for instructions to New Jersey servicemen.

Among the servicemen present in New York were: Harold Monroe of Al Douglas Music, Bob Weisbart of B & T Maintenance Co., Murray Cohen of Murray Amusements, and Karl Halpern and Sam Lerner of SIK Maintenance.

Also attending were: Vic McCarthy, Catskill Amusement; Joe Brootkowsky, Marlboro Games, Inc.; David Moll, Boro Automatic Music, and Kenneth Lloyd, David Lipsky and A. J. Pantos of Modern Amusement.

Others attending included Seymour Pollack, Daniel Bassett, Bernard Stecker, Henry Getzhoff and Daniel Cioffi.

Also Phil Schwartz, Banner Music; Rubin Sidlowers, Maxwell Music; Michael Saperstein, and Sam Squillaciotti, Island Cigarette Service, and Joe Cagno and Tony Dorsa, Elkay Amusement.

Also Artie Arcelli and Hugh Betti, H. Betti & Sons; Carl Williams and Elise Richardson of Regal Music.

On hand from the Runyon offices were Nathan Sugarman, Irv Kempner, Lou Wolberg, Carl Koren, Sid Gerber, Jack Milz and James Gough.

At the Springfield office the following evening, servicemen attending included: Herb Steinberg, Ed Rapp, Glen Demarest, Robert Zucker, Heinz Magda-

liniski, Anthony Noto, Michael Politica and Joseph Melchione.

Also, Jack Rockwell, Joseph Fiorito, Barry Schlesenger, Leonard Schlesenger, Nick D'Ambola, Anthony Santol, James Toth, Tom Halpin, Al Maurer, Barry Brodtkin, Morrie Santors, Tom Suriano, Don Mecca, Anthony Mossa and James Rizzolo.

Also present were: Robert Marquith, Nelson Jarrett, Richard Jarrett, Ed Rudisky, Dave Pearlman, Bill Silton, Eric Lateiner, George Bath, Jane Bath and Richard Casper. Also Bill Schwarz, Harvey Clerbon, A. Zucker, Louis Donnataria, Bob Spain, Al Rade, Sam Motty and John Dobrynski.

Morris Rood, Ben Markowitz, Les Biebelberg, Hans Van Den Dop, John Gurk, Sam Klein and Jack Lamm were present from the Runyon staff.

DENIS HYLAND

TENNESSEE

MEMPHIS: Drew J. Canale, president of Canale Enterprises, Inc., is the first music operator in the MidSouth to have the new discotheque equipment. And he went first-class. The club where he has it, the El Capitan, 1354 Poplar, is drawing terrific crowds. Canale reports it's the biggest money maker in his 16 years of operating.

Guy Canipe, Canipe Amusement Co., is a great fisherman, recently hooked the limit at Sardis Lake, Miss. . . . Jack Embry, Central Amusement Co., added some new LP console-type phonographs to his route. . . . Billy and Bobby Harbin recently enjoyed a brief vacation at their cabin at Panama City, Fla. . . . E. T. Luckett, Luckett Amusement Co., said he has had top business at his Del-Mar night club in recent weeks.

John Novarese and Joe Cu-

oghi, Poplar Tunes Music Service, completed a swank modern office building last week next door to their Poplar Tunes Record Shop. They'll rent to doctors and medical supply businesses. . . . Parker Henderson, Rainbow Amusement Co., was in British Honduras recently, where he has a big orange plantation, to oversee planting of more orange seedlings. He expects to have a \$1 million investment there in a few years.

Jake Kahn, Tri-State Amusement Co., was in Hot Springs, Ark., for the baths and horse racing last week. . . . L. P. Dickens, Dickens Music Co., bought several LP-type phonographs to update his route. . . . Edward H. Newell, owner of Or-Matt Amusement Co., is extremely active in Lions Club work. He sold more light bulbs in a project to help the blind than any other member. He is past president of East Memphis Lions Club.

Charles V. McDowell, general manager of Southern Amusement Co., was seen at the new discotheque club, the El Capitan, recently, admiring the innovation. . . . Speaking of discotheque, that's still all George Sammons, president of Sammons-Pennington Co., is saying these days—"discotheque, discotheque, discotheque." . . . Louis Barsotti, O. J. Barsotti & Co., took in the races at Hot Springs last week with Drew Canale.

Around Tennessee: Tino Hankins, Jackson Amusement Co., Jackson, was in Nashville recently visiting his pretty daughter, Sherry, 22, an employee of the State Conservation Department. . . . R. L. Snow, Snow Amusement Co., Collierville, has installed a coin-operated laundromat. He said urban renewal had taken a number of his locations and he is having to "manufacture" some of his own.

ELTON WHISENHUNT

Slow Progress in Milwaukee

• Continued from page 85

coin of any kind and shall include the type of mechanical device commonly known as baseball, football, basketball, hockey, ray gun, bumper and skee ball amusement games. The above enumeration shall not be deemed to be exclusive. Nothing herein shall be construed to authorize the use or operation of any slot machine or other gambling device."

It sounds pretty good, leaving the way open for location of skill equipment not mentioned. But in the case of pin games, official interpretation greatly amended its application for many years.

Oddly enough, and for no discernable reason, the shuffleboard and the operator thereof, are dealt with in the city code as entitles unto themselves in the coin machine business. The common council's definition of the term "shuffleboard" is, of course, open to speculation.

Qualified trade leaders notified Billboard that the term can apply to what the trade knows as shuffleboard equipment as well as ball bowlers and shuffle bowlers.

At any rate, chapter 107 of the Amusement Regulations slaps a \$200 annual license on the operators of "shuffleboards" (Section 107-13.105) and at the same time licenses "amusement device" operators to the tune

of \$200 annually also (Section 107-13.14).

"But," as one beleaguered local operator told Billboard recently, "things used to be more mixed up."

No Minors

Perhaps progress on the local statute scene will one day relax the "Use of Machines by Minors" clause in the "Amusement Regulations" code. It reads:

"No person, firm or corporation shall suffer or permit any minor under the age of eighteen years to operate an amusement device unless said minor is accompanied by his or her parent or guardian, nor shall any premises permit be issued to any location where minors are permitted to loiter."

It sounds as though the "committee on licenses and rules" was the opinion in 1961 (when the code was brought up to date) that the family which plays together stays together.

How to Proceed on Game Laws

• Continued from page 85

uals, operators should work for the elimination of adverse laws within the framework of civic and business organizations, such as local chambers of commerce. Too many operators attempt to "go it alone," he said.

2) The operating firm that is well-managed and civic-minded will have much in its favor when bucking for ordinance consideration.

3) Where possible, operating associations should police their own who may be in violation of reasonable laws before addressing themselves to the unreasonable laws.

4) Brutish displays and hot petition seldom gain the sympathy of solons.

5) But temerity or timidity don't either.

6) Homework should precede

activity. Know the laws. Hire attorneys. Build a case. Cultivate key people. Learn your way around city hall or the State house—as the case may be.

7) Team up with other business groups which share your ordinance problems.

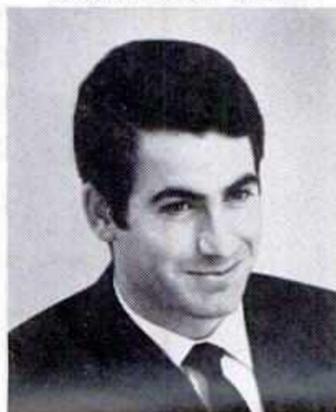
8) Be positive. Don't emphasize injustices but stress the advantages to the State or community that would accrue from liberalization or repeal of punitive game laws.

9) Learn the skills of public relations. A part-time PR man may be a good investment.

10) Always be a gentleman and show pride in your profession.

Whether applied to individual or collective effort, the man's suggestions, heeded or ignored, might tip a given market in or out of the money-making category.

**Joseph
Panarinfo,**
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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.

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ALBUM REVIEWS



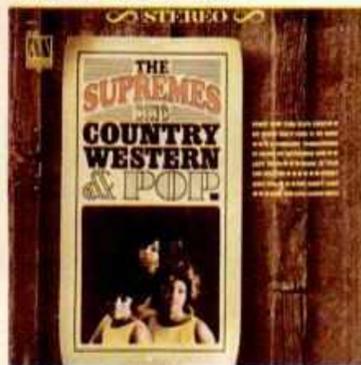
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

THE SUPREMES SING COUNTRY, WESTERN & POP

Motown MT 625 (M); S 625 (S)

Interesting idea as the popular group display their talents in another field of music, and they do it well. The line between pop and country music is made still thinner as the Supremes offer their own styling of such standards as "Tumbling Tumbleweeds," "Lazy Bones" and "It Makes No Difference Now."



POP SPOTLIGHT

THE MANTOVANI SOUND

Mantovani & His Ork. London LL 3419 (M); PS 419 (S)

The hard to beat big lush strings of Mantovani provide another winning album to follow up the current hit package, "Incomparable Mantovani." The hits of Broadway and Hollywood never sounded better nor have they been treated more tenderly.

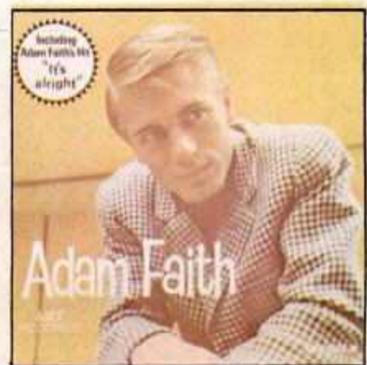


POP SPOTLIGHT

ADAM FAITH

Amy 8005 (M); 8005 (S)

Album gets off to a rousing start with Faith's hit, "It's Alright." He works "I Got a Woman" into a wild frenzy. The fresh big-band treatment of "If I Had a Hammer" is a swinger. The Faith versatility is displayed in his smooth adult treatment of "My Kind of Girl" and "Let There Be Love."



POP SPOTLIGHT

THE ROLLING STONES, NOW!

London LL 3420 (M); PS 420 (S)

Another winning package from the hot British group as they offer a program of blues, barrel house, boogie and country oriented material. They perform the material with authority and feeling as witnessed in "Down the Road Apiece," "You Can't Catch Me" and the Bo Diddley Sound in "Mona." "Oh, Baby" sounds like a hot single. Their hit single "Heart of Stone" is included.

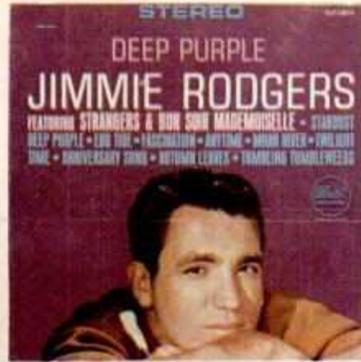


POP SPOTLIGHT

RED BIRD OLDIES

Various Artists. Red Bird RB 20-102 (M)

Winners all from a winning label: Red record companies as young as Red Bird are in a position to put out such an album. A few of the gems are "Chapel of Love," by the Dixie Cups; "Leader of the Pack," by the Shangri-Las, and "The Boy From New York City," by the Ad-Libs.



POP SPOTLIGHT

DEEP PURPLE

Jimmie Rodgers. Dot DLP 3614 (M); DLP 25614 (S)

Rodgers offers his recent single successes "Strangers" and "Bon Soir Mademoiselle" plus 10 well-chosen standard types and works his fine distinctive style around them. The bright and interesting treatments of "Anytime" and "Twilight Time" are intriguing, while his reading of "Ebb Tide" is one of warmth and sensitivity.

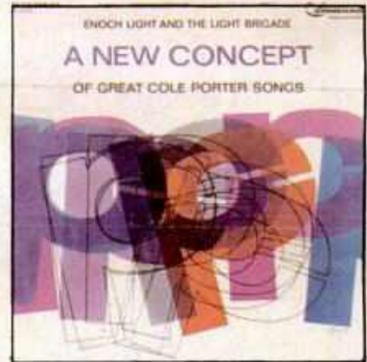


POP SPOTLIGHT

THEMES FROM THE UMBRELLAS OF CHERBOURG

Don Costa. DCP; DCS 6806 (S)

Based on the Michel LeGrand music of the film "The Umbrellas of Cherbourg," this album also features six other film themes such as "Goldfinger" and "Dear Heart." Arranger Costa has provided big lush string backgrounds and choral work throughout and the results are beautiful listening and programming.



POP SPOTLIGHT

A NEW CONCEPT

Enoch Light and the Light Brigade. Command RS 879 (M); RS 879SD (S)

Enoch Light officiates at a happy marriage of modern rhythmic concepts and Cole Porter melodies. Standards like "Begin the Beguine," "C'est Magnifique," "I Get a Kick Out of You" and "I've Got You Under My Skin" sound fresh with the light treatment.



POP SPOTLIGHT

DICK WILLIAMS' KIDS SING FOR BIG PEOPLE

(and little people too) Argo LP 4041 (M)

Clever idea—kids singing adult songs with the polish, poise, feeling and know-how of seasoned performers! Williams has blended the voices of six children with good swinging band arrangements to back them up.

CLASSICAL SPOTLIGHT

MAGIC FIRE MUSIC

Philadelphia Orch. (Ormandy). Columbia ML 6101 (M); MS 6701 (S)

Conductor Ormandy treats the works of Wagner with the utmost respect and beauty as displayed here in the Love-Death from "Tristan und Isolde." The fire and power of the Ride of the Valkyries from "Die Walkure" is performed with brilliance.

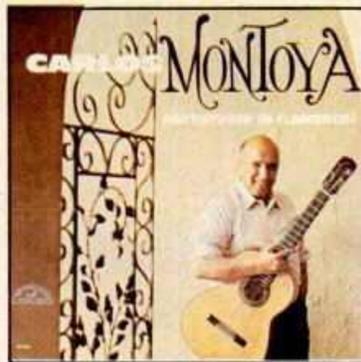


CLASSICAL SPOTLIGHT

ADVENTURES IN FLAMENCO

Carlos Montoya. ABC-Paramount ABC 508 (M); ABCS 508 (S)

The master of the classical guitar is in his metier with flamenco standards. He's equally impressive with the improvised material in this album. It's the sound that packs concert halls.



CLASSICAL SPOTLIGHT

STRAUSS: SCENES FROM DER ROSENKAVALIER

Regine Crespin. London 5905 (M); OS 25905 (S)

Miss Crespin, aided by a superb cast that includes the always brilliant Miss Gueden as Sophie, gives a delicate and warm performance. In the trio segment, the singers are precise and balance each other in understanding and tenderness. The Vienna Philharmonic, conducted by Varviso, backs up very well.



CLASSICAL SPOTLIGHT

HAYDN: QUARTETS, OP. 54 (COMPLETE)

Allegri String Quartet. Westminster XWN 19094 (M); WST 17094 (S)

Classical music fans, and Haydn collectors in particular, will relish this very fine addition to the catalog. It represents the first recorded combination of the three quartets, mono and stereo. The Allegri String Quartet is one of the most respected in the field.



CLASSICAL SPOTLIGHT

PRESENTING MARILYN HORNE

London 5910 (M); OS 25910 (S)

The mezzo is in fine voice in all these operatic arias. She registers highs and lows without loss. In the "Huguenot" selection, her efforts excel. As the page, she sings superbly and with feeling.



JAZZ SPOTLIGHT

EVERYBODY LOVES A LOVER

Shirley Scott. Impulse A-73 (M); AS-73 (S)

Shirley Scott's fine trio is joined here by Stanley Turrentine's tenor sax . . . a great idea and a most gratifying result. On three of the seven cuts, two guitars and Latin percussion are added. Nice variety in a solid jazz album. Shirley's organ style is both individual and exciting. Her fans will be pleased with the added personnel, too.



JAZZ SPOTLIGHT

BUTTERFLY WITH HICCUPS

Gerry Mulligan. Limelight LS 86004 (S)

One of the outstanding jazz albums of the past six months! Mulligan's saxophone leads the way with Art Farmer, Bob Brookmeyer, Jim Hall, Dave Bailey and Bill Crow right with him all the way. Mulligan's arrangements are interesting and produce a creamy smooth effect. The musicianship is incomparable. This is one of six top-notch jazz albums produced this month by Limelight.

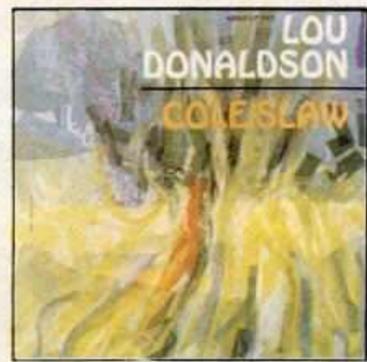


JAZZ SPOTLIGHT

MY MAIN MAN

Sonny Stitt and Bennie Green. Argo LP 744 (M)

A jazz milestone . . . the first recording of saxophonist Stitt and trombonist Green en banc. The duo, well supported by great organ work from Bobby Buster, Joe Diorio's guitar and Dorel Anderson on drums, complement each other all down the line, producing memorable jazz.



JAZZ SPOTLIGHT

COLE SLAW

Lou Donaldson. Argo LP 747 (M)

Lou Donaldson's alto sax comes through in learned style. Playing since the '40's, Lou swings with an experienced player's mind and heart. His is a modern approach without "far-out" or gimmick sounds. An excellent rhythm section (including conga drum) makes the thing complete. A pleasing variety of tunes . . . oldies, newies—all goodies.



FOLK SPOTLIGHT

THE NEW WAVE

New Wine Singers. Village Gate VGLP 2003 (M); VGLP 2003 (S)

This is one of a four album package—the first for the newly formed Village Gate Records. The Wines are a fine group and the tunes have been penned by folk greats that include Dylan, Settle, Seeger. The three other albums in the package spotlight the Moonshiners, Joe Morel and the Saint of Bleeker Street.