Ford Will Offer Motorola Tape Units in 1966 Cars

By LEE ZIHTO

NEW YORK — The Ford Motor Co. is scheduled to offer stereo cartridge playback units as optional equipment in its 1966 models. Billboard learned last week. Motorola will go into production in June on stereo tape equipment designed for installation in the Ford lines, it was also learned.

This was revealed to Billboard by highly placed sources in Detroit who said that Ford will unveil its Motorolad-built dash integrated tape units with its 1966 cars.

These sources said that at this time it was not known whether the Motorola unit will be designed to play only the Lear eight-track cartridge or will be able to take as well the established four-track continuous loop cartridge. According to one top executive, Ford will follow a wait-and-see policy during the next few months to determine whether its equipment will be a compatible unit or eight-track only.

Depends on Acceptance

“A lot depends on market acceptance to Lear’s eight-track system,” he said. “If it takes off and appears to be the one everyone is going for, Ford will stick to an eight-track playback. If the market seems to be divided, we’ll have to take the compatible route.”

In an exclusive report, Billboard last week revealed that RCA Victor has concluded an agreement with Bill Lear of Lear Jet whereby RCA will make recordings available for car and home use in the Lear-developed eight-track stereo tape cartridge. It also revealed that Victor will unveil this system before the disk industry early next month, at which time it will offer duplicate recordings for all labels in the Lear cartridge.

The four-track continuous loop system is expected to be compatible with Fidelitone type cartridge and tape deck which employs a pinch-roller within the deck. This flips up (Continued on page 8)

Singles’ Artists Scoring on Charts With Multiple Hits

By TOM NOONAN

NEW YORK — Never before in the history of the singles business have so many artists been represented on the charts with multiple hits. Time was when a manufacturer would build a hit fully before releasing another side by the same artist. Today, there are numerous exceptions to this traditional mode of operation.

In some instances the manufacturer feels he will achieve a bigger total sale by rushing out a release even if the artist’s current disk has not had its full run. In other instances, the second release is “forced” by station airplay—by deejays who either play a cut from a recently released LP or acquire an advance record of a British group.

An example of this is Hermann’s Hit Makers, the MGM British group. Currently riding the charts with the nation’s No. 2 disk, “Can’t You Hear My Heartbeat,” they are also represented by a slower disk, “Silliness.” Later, was forced by airplay and was released about 10 days ago. It hits the Hot 100 this week at 76 and is the group’s current hit in England. However, MGM this week was forced to release another record by Herman’s Hermits, “Mrs. Brown, You’ve Got a Lovely Daughter.” Judging by airplay recorded by Billboard’s pop-chart department, this disk will hit the chart in a commanding spot as soon as the disk reaches the stores. In sum, this group will obviously wind up with three records on the chart—all selling well.

Similar Situation

A similar situation prevails regarding the Beachers on Kapp. When their hit, “Love Potion Number Nine” was in the top five on the Hot 100, Kapp released a follow-up disk, “This, in turn, was followed by the current hit, “Bumble Bee,” moving to 41 this week—a star performer after only three weeks on the chart. Also hitting chart this week, at 84, is their next release, “Goodbye, Lover Goodbye.”

Freddie and the Dreamers are at No. 3 this week, after only four weeks on the chart, with their Tower hit, “I’m Telling You Now.” The group has another record at No. 57 this week, “I Understand,” on the Mercury label. Both firms have (Continued on page 8)

Hickory Gets Global Logo

NEW YORK — The Hickory label is now established under its own trademark in all world markets, according to Wesley Rose, president of EMI, Inc., and head of the Hickory operation. “The job, projected about one year ago, has been done,” executive stated.

Rose, whose publishing firm’s operations in the world market are extensive, said he was anxious to spread the gospel of country music as effectively as possible. The broad distribution of the Hickory label is another way of doing this. “All Hickory records are cut in Nashville,” Rose stated, adding that this spreads the concept of the “Nashville sound.”

Rose noted that Hickory grossed as much during the last six months of 1964 as in any previous 12 months. The first quarter of 1965, he added, is maintaining that sales pace.

MORE HITS FROM WARNER BROS.

(Advertisement)
NEW SOUNTRACK ALBUM

RCA VICTOR presents

ELVIS

IN THE ORIGINAL SOUNDTRACK ALBUM
FROM THE METRO-GOLDWYN-MAYER PICTURE

GIRL HAPPY
A JOE PASTERNAK EUTERPE PRODUCTION

RCA VICTOR

NOW AVAILABLE AT YOUR DISTRIBUTOR—ELVIS' NEW 1965 COMPLETE CATALOG

www.americanradiohistory.com
Stapp Signs Miller, Tubb, Tex; Plans Other Expansion Moves

NEW YORK — Jack Stapp, Tree Music president, has recently signed Roger Miller, Jesse Tubb and Tex to new exclusive writer and artistic deals. Today, publishing and recording are ideal vehicles for this dynamic trio.

Tree Music's hits in 1964 have been huge successes. Some writers and composers have included the Roger Miller hits, "King of the Road," "Dang Me" and "Chug-A-Lug on Smash, the Tex hits his "Hold On to What You Got" and "You Got What It Takes" on Dial, and others.

Stapp plans to expand his overseas activity. Another of his plans calls for the acquisition of copyright in the fields of film and TV music. Presently, his copyrights have been repressed on disks nominated for the NARAS awards in the fields.

(Continued on page 4)

Tamla-Motown Make Mark in Britain, Gordy, 'Family' Arrive

By CHRIS HUTCHINS

LONDON—Britain has been invaded by Tamla-Motown. The labels have set up bases in March (distributed by EMI) with the arrival of the Supremes, the Miracles, the Temptations, Stevie Wonder and the Earl Van Dyke Sextet for a town-to-town tour and a rash of TV appearances. At the moment, Radio Luxembourg is switching on a TV set in the evening and there's a tense excitement in the air, as if the discerning Motown acts.

Berry Gordy Jr. flew in with his "family" of supernova celebrities, all of them at a price. He is touring Britain with his Tamla-Motown on record and in the clubs.

(Continued on page 23)

Cap's Gillette To Take Leave

LEE GILLETTE

HOLLYWOOD — Producer Lee Gillette, after 20 years with Capitol, departs the company April 1 on a four-month leave of absence.

Gillette is currently co-producing a Don Scourfield jazz LP, a Frankie Martin package and three Nat Cole albums. Capitol has 178 unreleased Cole masters which Gillette is screening for the three tribute packages.

He produced Tennessee Ernie Ford's new single version of "16 Tons," a previous hit on Capitol.

Gillette producer has over two dozen gold records to his credit and has recorded such artists as Peggy Lee, Tex Willi- am, Cole, Stan Kenton, Ford, Ray Anthony, Tex Ritter, Frank Sinatra, Nelson Riddle, Merle Travis, Hank Thompson, Guy Lombardo, Jimmy Wakely, Margaret Whiting, Freddie Martin, Paul Weston, Gun and Dean Martin.

When Gillette joined Capitol's ad department in 1945, the company was only two years old. Before Capitol, he worked in radio at WAFF and WJJD, Chicago.
WASHINGTON—The FCC's proposal to cut net ownership of TV stations to 25% of prime time, and to take nets right out of domestic syndication, is based on speculation in talent, production and revenue, according to a 60-page document FCC believes in the ability of non-network "financial and artistic resources to play an expanded role in nighttime television."

Music interests are watching with keen attention of the proposed rate making rule with keen awareness of what access to two hours nightime programming means to independent producers of movies and TV series. Musical shows like Mitch Miller, whose "Singalong" lost its viewers during the past season, would be forced to find new access to the music-oriented nighttime slots provided by the new FCC rule. The new rule would "prevent net programming on TV, which FCC is now trying to work out. Also, FCC believes program demand will grow in UHF as the expansion of TV service that will result from UHF service. All-channel set reception is expected within five years."

The four-man FCC majority of Chairman Henry, Commissioners Cox, Barley and Logue, do not agree with networks that their structure will collapse and networking services will become a program building program in the FCC's proposed rule. The FCC expects no difference in general multiple-spot sponsorship of TV programming in prime time, whether the shows are net-owned or network-owned. The networks provided them. FCC hopes diversity and creative improvement will result from the diversification. Network Study

The rule making rules out of the way the "independent" study of the FCC's Office of Network Broadcasting. The study found that network control over "economic and creative" programming was at stake in the public interest. It also rules out of the American Broadcasting Co., NBC and CBS, that the FCC says "the same persons and the same programs" are propagating on one network in the night-time program decisions. Continued on page 19

Montana Not Out: Unsmiling Smiley

BY CLAUDE HALL

WASHINGTON—Montana has not whiped in its battle with BMI for lower broadcasting rates, State Congressman Richard D. Smiley, reported to a congressional meeting in Washington, Mont., Monday (22). "This battle wasn't over...one of these days, someone's going to have to extend the National Association of Broadcasters Agreement with Montana Gov. Tim BBA hokey next week a bill which would assure Montana's broadcasting rate justica to the public service, the State Legislature has passed a bill which the governor might have thrown "out the window" over the State, since BMI and other agencies which control music programing, would lose any out of their funds to cease operations in the State if the bill became law."

"We asked for the vote," Smiley said, "We had to."

He said that BMI "has put pressure on Montana could have had the bill approved. Broadcasters would lose their rate of operating without a license," said, since ASCAP would have "the right to select the music, composers, and writers will be paid by the station on the State on lawsuits to halt use of their records."

"Allegations have been made," Smiley said, "If the situation doesn't improve substantially, there could be further action. We were all ready to play close to the edge of the money."

"We have played it as far as we could, Smiley added, "We still have some left."

Montana is not trying to play the game. We just want to play the game," he said, "...we merely want the right to sit across the table and negotiate."

Under the bill, music-licensing organizations would be required to file a catalog with the State and pay 2 cents a song. This would open the way for broadcasters to seek intercession by the Copyright Commission if there has been an agreement with licensing societies, with the burden of proof resting with the societies.

Same Rights

Opposition to the bill had argued that if Montana had obtained the same rights the other States would have equally demanded the same rights and the bill would have ended up having to dicker with 50 States. Smiley said, "That's our problem, not ours."

He accused the societies of Col. Buildings in Nashville

NASHVILLE—Col. Records has begun construction on its new $8,000,000 studio complex here. It is expected to be in operation by next March.

Col. Records also announced the introduction of a new cdw catalog of exclusively Nashville recordings, and the addition of a new staff of musicologists, listing the artists along with names of their albums.

The booklet also lists various determinations of the most popular album covers.
3 SHOW-STOPPING PERFORMANCES ON THE ACADEMY AWARDS TELECAST

“CHIM CHIM CHEREE” 4-43215
SUNG BY THE NEW CHRISTY MINSTRELS*

“HUSH, HUSH, SWEET CHARLOTTE” 4-43261
SUNG BY PATTI PAGE

“DEAR HEART” 4-43180
SUNG BY ANDY WILLIAMS*

ALL ARE SINGLES ON COLUMBIA RECORDS®

*They’re also “Grammy” nominees.
Producer, Engineer Tie Stressed

NEW YORK—The relationship between the record producer and the engineer has been the topic of discussion at a symposium conducted by NARAS at the Flames of National Recording last week. Title of the event was "Who's in Charge Here?"

Members of a diversified panel of experts, headed by Norman O'Connor never answered the question but agreed that the two positions were often handled by the same person and that producers and engineers work as a team. Colombia's technical engineer, Fred Plaut, noted that familiarity with the music and its artists was vital to an efficient recording session, while Mike Stoller, a writer-producer, felt that spontaneity of a session often resulted in a hit recording.

RCA Victor's ad chief Steve Sholes, leaning more towards producer than engineer, said that he has maintained high regard for engineers and their functions ever since one of them "bailed me out of my very first recording date." Sholes noted that whenever friction occurs on dates, it seldom stems from producer's relationships; rather than artists' relations, management, Mercury Records' classical chief, Harold Lawrence, agreed.

Tom Papa, head of Atlantic's engineering department, dropped a miner bomb with his observation that engineers are so often overworked that they can't match the enthusiasm of the producers. He also noted that keeping up with the times is not an easy task, adding that as well as an adr standpoint, was vital to being a good engineer. Phil Ramone, vice-president of A & R Recording, emphasized the need for support between everyone concerned with the creation of a recording. The record producer and engineer, working as a team, often find it necessary to establish good working relationships both before and during sessions with the artists themselves.

GETS DIVERSITY OF IDEAS

H-B's New Concept: Teamwork

HOLLYWOOD—A pop music concept has been devised by Hanna-Barbera Records' President Don Bohanian. This concept is not only the company's first pop single "Dancing in the Street," due for release in April. The group performing on the disk is a H-B "house band" of studio musicians.

Bohanian has two other singles already mastered as follow-up pop releases. The team concept is utilized to offer a diversity of opinion and ideas in recording. As Bohanian explained, rather than rely on one ad man to conceive a concept.

Bohanian will hire independent promotion men in key markets to handle the concept. This network is still unassigned. H-B's first two pop acts are singer-composers Danny Hunter and Lyn Bryson. Along with Bohanian, Larry Goldberg, West Coast divisional sales manager and free-lance arranger Mark Levine, they comprise the first team developing pop product.

Hunter and Bryson are signed to recording deals with the BMI publishing company, and feed Bohanian song ideas. From these ideas evolve artist concepts and album packages. Once the "sound" is decided upon, musicians are hired and the four-hour in-studio session is spent cutting the record's "A" side.

As the pop line develops, Bohanian envisions forming other teams to handle producing to create product. In order to gain information on the pop market, Bohanian teams successful records, talks to promotion men and distributors to VJ to Release Spack Product

HOLLYWOOD — Vee Jay Records has signed an agreement with Record of Italy for the U.S. and Canadian release of product by Catherine Spack, 19-year-old film actress.

Contract also gives Vee Jay exclusive rights to discs by Os- netti Vanello, Italian opera singer.

Miss Spack will arrive in the U.S. in April to plan her recording sessions.

tract the ingredients which they feel are present in their songs.

While the company has announced that it will be a full-line manufacturer, Bohanian reports confinment in the trade over the lack of "H-B"-only product, which will be a major part of the output, but the company will be in position to handle the executive emphasized, as evidenced by single's sales concept. Since the H-B name is readily identified with children's TV shows, it was felt that the Boman might have to create a separate label for the "adult" market.

The president reports that re-action to his idea of providing discs to several "personalities" costumes of cartoon characters for promotions has drawn excellent response. Canfield Supply Co. of Lansing, Mich., upon reading of the offer in the March 20 Billboard, ordered 1,000 copies of each LP for which costumes could be obtained.

Canfield also ordered 2,000 seven-inch 45-rpm singles, Bom- bano stated, without even hearing any of the LP or single product. Though no date is set, the release next month will include six LP's and 12 45-cent singles.

Smash-Fontana Setting Furious Pace in 1/4 Time

CHICAGO—The Smash-Fontana division of the Mercury Record Corp. has topped its 1963 gross during the first quarter of this year.

Pacing the firm's three-month activity has been Roger Miller's "King of the Road" single, which King is nudging the million mark in sales. Miller's two other recent Smash albums are over the quarter-million mark.

Other Smash LP releases of 1963 which have swelled the gross are Jerry Lewis' "Re-turn of Rock," Talking Steel and Singing Strings," by Pete Drake, and "Grits and Soul," by Jack & Dean.


All the firm's releases through May 31 are part of a special promotion offering discount in- cements, according to Charles Fach, divisional manager. Special merchandising aids include a four-color Jerry Lee Lewis win- dow display.

Freddie and Dreamers' LP Piles Up Record Advance

CHICAGO—Mercury racked up advance sales of 142,000 al- bums in four days of Freddie and the Dreamers' new album, following two previous albums by the Mar- tin, "Heartbeats" and "Serenade," "Hulahoop" and "Shin- dig.

Irvig B. Green, Mercury president, said the figure breaks the record for sales advance for any album in the label's 18-year history.

Kenneth Myers, Mercury vice-president in charge of sales, said that the first album will in- clude 12 sides by the quintet. The liner notes will explain the Freddie, a new dance which the group plugged during their TV appearances.

Frank Barratton, the group's U. S. booker, said that the quartet will appear on the Ed Sul- livan show in the "hear future," also the Soup Sales and "Go-Go" Wanda's. The group's advance is anticipated. Barratton also speaks of a personal appearance tour in the near future.

Freddie and the Dreamers have recorded for KMI since May 1964. Mercury obtained the masters for the current al- bum from the English organiza- tion.

AFTRA, RECORDMEN BURN MIDNIGHT OIL ON PACT

By CLAUDE HALL

NEW YORK—The American Federation of TV and Radio Artists on Friday (26) met once again with officials, a.m. and legal, of the Federal Communications Commission in an attempt to arrive at a new pact. Said Donald F. Conway, national executive secretary of AFTRA, which bands bargaining rights for disk performing vocalists, that the Federation had submitted 21 proposals to the recording compa- nies. However, "I haven't seen any indication they are willing to come down the pipe," he said.

The present deal between AFTRA and the recording companies expired on March 31. "After that," he said, "we'll be free agents to do what we damned well please," Conway said.

More than 400 labels were invited, Conway said. Only 35 are participating in the negotiations which have been going on for the past five weeks. Friday's, meeting, not open to the press, was held at AFTRA offices and was still in session at press time.

BILBOBBARD, April 3, 1965
LEIBER STOLLER GOLDNER

PRESENT

I K O K I

DIXIE CUPS

RB 10-024

RED BIRD 1619 B'WAY, NEW YORK, N. Y. 212; LT 1-3420
Single's Artists Scoring On Charts With Multiple Hits

- Continued from page 1

released albums by these artists, who created the 'Freddie' beat. Charlie Cokinos is riding strongly on the new dance with his record of "Do the Freddie," making his initial appearance on the chart this week at No. 68. No. 72, "You Can Have Him," listed on the Bubbling chart. Joe Tex's new Dial record is out while both sides of his previous release are on the charts. The Impressions' new record, "A Woman's Love," hits the charts this week at No. 79 the "People Get Ready" drops for the first time this week.

The Four Seasons have two records, just released and moving well. Both records make their initial appearance on the Bubbling chart this week. "Toy Soldier" on the Phillips label and "Since I Don't Have You" on Vee Jay.

Dionne Warwick is in the race with two discs, "Who Can I Turn To" on the chart at No. 62 and "You Can Have Him," listed on the Bubbling chart. Joe Tex's new Dial record is out while both sides of his previous release are on the charts. The Impressions' new record, "A Woman's Love," hits the charts this week at No. 79 the "People Get Ready" drops for the first time this week.

Of course, the Beatles proved that a sensational act can have more than one record on the charts at the same time, all moving up. They are on one side of the chart while another side of the chart. However, it still takes a very hot act to carry this unique situation off successfully. Others have tried it and failed. Automation and time will remove the previous record from the play list as soon as the new one is released or will not get on the new release until the previous record has some on their top 40 sheets.

Johnny Rivers was many labels before he hit it big with Imperial Records in 1964. Rivers has to be counted as one of the most-released artists in the business.

The timing involved in the release of a new single is truly an art and can contribute greatly to the eventual success of any single. It is, of course, at times, do damage to the artist's reputation; thus it must be carefully studied. The significant factor presently is that there are current examples of multi-released records by the same artist, even on the same label, and all selling well.

Needle Mtr. Sees 1-Speed A Reality Within 5 Years

CHICAGO—A leading photo- grapher accessory manufacturer got on the calendar for this last week, predicting that complete uniformity will come within five years.

Karl Jensen, president of Jen sen Industries, manufacturer of some 600 different-type photograph needles, says that the "chance of agreeing on one speed and one size for records is better than any time since the introduction of the long-playing record."

Jensen also sees the day when no more than 10 types of needles will be used in phonograph equipment.

Jensen feels that 33 1/3 r.p.m. will become the standard speed for records played on a single size spindle. He also feels that seven and 10-inch disks will eventually give way to the 12-inch LP size, despite the teenage trend to favor the smaller seven-inch 45's.

Jensen notes that currently 15 types of needles make up 85 per cent of the market.

Commenting on changes, Jensen notes there is still a need for a practical design that will pick out a single song or tune from an album.

ANDERSON, OF LETKISS FAME, VISITING U.S.

NEW YORK—Swedish publisher Sig Anderson of Sweden Music AB and Peter Music AB, Stockholm, is visiting record companies in this week and next week to represent the interests of letkiss industries. Anderson's firm has the world rights for more than 60 songs in the letkiss vein. Letkiss is a dance derived from an old Finnish dance called the Letkapeka. The dance is now a craze in Europe, partially because audience members can recognize the name of the dance to mean, "Let's Kiss."

Ford Will Offer Motorola Tape Units in 1966 Cars

- Continued from page 1

into place to transport the cartridge-enclosed tape. The Lear eight-track continuous loop system utilizes a one-inch roller within each cartridge.

Both systems operate at 3 3/4 in. long play and at 3 3/4 in. in cutout (four vs. eight) is said to be of negligible difference, since both systems can effectively produce eight-track tape. Basic difference in that the two systems: in the number of tracks but lies in the placement of the pinch-roller—whether a single roller is utilized and the placement of a separate roller is within the tape deck or whether a separate roller is included in each cartridge assembly.

According to Billboard's source (he prefers not to be quoted by name), it would cost considerably less to produce a single-system playback then the most sophisticated compatible machine.

The same wait-and-see attitude evident at Ford-Motorola was reflected by key record labels within the industry. Alan Livingston, Capitol Records president, told Billboard he was still hopeful a single-system playback would emerge in the field. Livingston's call for standardization was exactly reported by Billboard in its March 20 issue.

Livingston said he was not asking that research for the continuing improvement of the existing equipment be stopped, but would hope that various manufacturers would strive to constantly produce better playback units.

"All I want is that we settle on a system—whether it's four-track or eight-track, or whatever—before the industry gets rolling on tape cartridges for cars, and then I would like to see us avoid another battle of the speeds if it can be done. We will be making cartridges for this field, and it would be best for all concerned that these cartridges be interchangeable from one playback to another.

Livingston refused to state which record labels he favors, and said he was so eager for standardization in this field that "I'd go along with a system I don't like as well as one that just has some market confusion the marathon of having to stock multiple versions of the same record releases." Livingston told Billboard that Capitol intends to duplicate and market its own cartridges when it enters the field.

Bill Gallagher, Columbia Records vice-president in charge of marketing, told Billboard: "Columbia is following a policy of watchful waiting. We believe we have the most important music catalog in the industry. If a product form arrives on the scene that will give us an additional market for this great catalog, we will certainly market it in that market."

A similar reaction came from Sid Gold, Decca's sales vice-president, who said his firm has been carefully watching this new product for sometime, but until it is established what the prevailing system will be, we will stay out of it. Once a system has been established and a market is established, we then will make our product and tape duplicating facilities available to that market."

EIGHT-TRACK STEREO CARTRIDGE being inserted in Lear tape-radio combination as it is installed in dash of 1966 Galaxie 500. Lear stereo cartridge insertion automatically activates tape playback. Photo also illustrates unit's compactness.

CARTRIDGE IN PLAYING POSITION shows title of album. Dash is that for tape radio of Lincoln Continental. Ten such units have been installed in cars of numerous auto industry executives.

STOP reading someone else's copy of BILLBOARD

SUBSCRIBE NOW

The most consistently rewarding business investment you can make

Just mail request order today

BILLBOARD, 225 West 45th Street, New York 1, N. Y.
Please enter my subscription to BILLBOARD for:
[ ] 1 Year $13 [ ] 2 Years $25 [ ] New [ ] Renew
[ ] Payment enclosed [ ] Please invoice me [ ] Bill me later

Company Name
Address
City State & Zip
Type of business
Title

BILLBOARD, April 3, 1965

Copyrighted material
THE ENTERTAINER
(T. Clark)
TONY CLARKE
1924

MFG. BY CHESS PRODUCING CORP. CHICAGO 10

Chorus Music
BMI
Time 2:34

12471
Arranged
Phil Wright

www.americanradiohistory.com
TMLC Drives to Cut ASCAP TV Rates

WASHINGTON — The Anti-Television Music Licensing Committee intends to "leave no stone unturned" and bring ASCAP to more reasonable rates for music on TV, according to Washing. B. Tower, committee chairman and executive vice-president of Christian Broadcasting Corp., New York.

Tower, however, pointed out during a report made at a Wednesday meeting of the National Association of Broadcasters convention that he felt this was the time to negotiate—"the best time and I really believe the last chance.

A petition for lowering the rates was filed last September in Federal District Court for Southern New York, Tower said. But we've put together a substantial case to document the reasons why TV deserves a much lower rate. The chances for winning the case are not overwhelming, but good enough so that we'll get a fair shake in court.

A tentative settlement made by networks was rejected by the committee as "inadequate," Tower said. "Local stations are absolutely unanimous that we pay too much. TV stations contribute more to ASCAP than any other group of their sources."

He said he expected a court decision probably by midsummer. The committee has been discussing the ratification state since early 1961.

Krich-N. J. Adds Bldg.

NEWARK, N. J.—Krich-New Jersey, which recently completed a $700,000 expansion to its building, adds a 25 percent office to the floor space. The new building has been designed to permit the building of a second story.

Industry Ponders FCC's Plan

production and selling, independent programming sources in 1956-1957 constituted a third and a half of nighttime TV. They now provide less than 7 percent of all prime time network TV programming. FCC also says network owned and operated stations have been marketed by a new tendency to produce only "mass market appeal" programs and leave hopes for diversity to bring fresh ideas and approaches.

The Commission's document remarks independent programming

connection with the release of their new single, "Yes It Is," on two on NBC's "Top of the Pops" series, on the "Today Show," and "Your Lucky Stars," and one other.

Both "Ticket" and "Yes It Is" (another two Lennon-McCartney compositions) are featured in the second Beatles film, currently in production. Eight Arms to Hold You." to be premiered on both sides of the Atlantic early in August.

Next week, the Rolling Stones are hosting a party to celebrate the third anniversary of their NEMS Enterprises at the Talk of the Town nitey. Chief enter- tainers will be his new folk group the Silks, which has already signed to its Fontana label. The group's first single, "Blood Red River," competes in next week's release with the new Beatles' disc.

sponsors. For information on your plans for the future, contact the person in the box.

FCC invites comment from all sources, including suggestions for new rates for cable networks. Comments are due by June 24, 1965, at the Commission.

Victor Nashville

Continued from page 3

magnets and tape-cast products and custom products. Victor Nash维尔's headquarters are located in Nashville, Tenn.

Other top Victor Nashville making the trip were Harry Kelle- man, Joe Rosenthal, Mike Williams, Roy Price, Al Stevens, Dan Richter, Herb Hatman, and Elliott Horne.

BILLBOARD, April 3, 1965
Richard Rodgers, Stephen Sondheim and Arthur Laurents

The Sound of Music/The King and I/South Pacific/Flower Drum Song/ Oklahoma!/Pal Joey/The Boys From Syracuse/Babes in Arms/On Your Toes/ Jumbo/Cinderella/West Side Story/Gypsy/Anyone Can Whistle

now bring you

Do I Hear A Waltz?

Starring: Elizabeth Allen Sergio Franchi

Music by RICHARD RODGERS
Lyrics by STEPHEN SONDHEIM
Book by ARTHUR LAURENTS
Based on the play, "The Time of the Cuckoo" by ARTHUR LAURENTS
Directed by JOHN DEXTER

Featuring Madeleine Sherwood • Julienne Marie • Stuart Damon
Fleury D'Antonakis • Jack Manning
and CAROL BRUCE

Choreography by HERB ROSS
Scenery and Costumes by BENI MONTRESOR
Lighting by JULES FISHER
Orchestrations by Ralph Burns Frederick Dyson Richard de Benedicts

Directed to Records by WAKEFIELD POOLE GODFREY LIEBESKIND

The Original Broadway Cast Album on COLUMBIA RECORDS
**TALENT**

Chi Teen Fairfest
To Spotlight Talent

CHICAGO—The music and radio industries were accorded an excellent showcase for its talent and wares at Chicago’s First Teen Fair and Festival, to be held at McCormick Place, the city’s palace of convention sites, Aug. 13-22.

Some 300,000 youngsters are expected to attend this talent recognition event which will include exhibits, talent shows, queen contests, a large-scale gambling operation and a host of extras.

This year’s Schory RCA Victor recording artist and concert performer with his Percussion Pop Orchestra will direct talent search events and will produce three stages daily, a day of business titled "We’ll have a large orchestra plus teen-oriented record artists," Schory said. A national talent contest will also be conducted.

**Game Is Up**
Is Really Up

NEW YORK—the combined six-hour TV tie-in with Love Again, which is topical, great stage and six hours of shows will add up to an evening of good fun and an entertaining revue, "The Game Is Up" at the Uptown at the Downstairs (23).

Writer-producer Rod Warren has composed hilarious pieces of material in his take-off of the current rage, "Dysfunctional," in his long-running second "Negro Slavery Waltz," plus the title tune which serves as a bright opener. Writers Bill Kaufman and Paul Koreto have taken another current TV style with "Love Again," created in the studios of Astrovision, and developed it into one of the brightest moments of the entire revue in this starch.

Marvin Mercer and Virgil Curry perform a devastatingly funny bit on the New York subway station with a bit on Love Again. Richard Blair and Judy Krait do a hilarious sketch on air pollution in New York, while R. G. Brown cleverly portrays the sort of sterile TV show at a cocktail party.

For sheer laughs, enjoyment, fun, and entertainment, the musical revue is anybody’s cup of tea and will be appreciated by many laughs to come.

**HANDLEMAN OUTLET RAIDED**

LOUISVILLE: A three-alarm fire at the location of the Handleman Co. caused damage estimated at $300,000 Monday (22). The 150,000 records that were destroyed helped feed the blaze, according to James E. Peters, manager of the distributing branch of the Detroit-based firm. The interior of the two-story concrete and frame structure was destroyed.

**Philips Signs Sharon Black**

CHICAGO—Signed to an exclusive recording contract by Philips Records last week was Sharon Black, 20-year-old winner of an Australian talent contest.

Los Simons, Philips chief, said Miss Black will cut her first release before the close of the month. Philips auditioned close to 1,000 contestants, with finalists appearing on television from Sydney.

Miss Blacks of months of pre-judging went into the contest called Starlight International '64, Malaco Records, and the winner, a talent specialist, will supervise Miss Black’s first session.

**Rubin Expansion**

NEW YORK — Dick Rubin, Ltd., the personal management firm headed by B. Richard Rubin, will expand operations and recognize to function as a talent and production company, covering all facets of show business, Rubin plans to enlarge his staff and to merge with a California and London-based agency. He is currently in negotiation with several London and West Coast offices.

**SUGARLY MUSICAL**

"Half a Sixpence" Is a Steele

BOSTON — Cheerful is the word for "Half a Sixpence," the long-run British musical that opened Monday at the Colonial Theater (15). Although it is a bit reminiscent of Lerner and Web's novel, "Kipps," a tale of social struggle in Victorian England, the show is not the same. It might have been written by Dumas, and if it were, maybe it would make a world of experience. It has been produced here as a broad-faced, blood-filled adaptation with a bit of a silly flourish and a bit of a flourish and a bit of the songs will certainly be heard from.

**New York PRESS BOX SCORE**

"Do I Hear a Waltz?"

"Do I Hear a Waltz?" a musical based on Arthur Laurents’ play "The Time of the Cuckoo," with music by Richard Rodgers, lyrics by Stephen Sondheim, was staged by being showcased by the Forty-Sixth Street Theatre on March 18 to lukewarm notices. Columbia Records cut a million-dollar orchestral cast album. The score is published by Williamson-Burtonen (ASCAP).

Following is a breakdown of the New York press critical appraisal:

**SCORE**— "Richard Rodgers has joined his tunes with Stephen Sondheim to make a new song-writing team that sustains the desired mood—at least most of the time."—HERALD TRIBUNE

**SCORE**— "... an entirely serious and very dry farce about an American tourist who goes to Venice and doesn’t have any fun."—Herald Tribune

**SCORE**— "With lyricist Stephen Sondheim’s assistance, Mr. Rodgers has taken pains to keep away from the platitudes into a lovely on a thought in too many occasions."—DAILY NEWS

**SCORE**— "... a real musical romance."—POST

**SCORE**— "... except for a couple of musical capers at the beginning, the songs—even the title number—are a pretty solemn lot."—VICTORIAN

**SCORE**— "... agreeable but certainly short of world-shaking," attention, and his latest score, while perhaps not one of his most significant of the past season, has been suitably placed by the lyrics contributed by Stephen Sondheim are deft and intelligent."—JOURNAL AMERICAN

**SCORE**— "... this is not by any means a bell-ringer."—S.C.

**SCORE**— "... agreeable but certainly short of world-shaking."—WORLD TELEGRAM AND SUN

**SCORE**— "... a mellow, sunshiny way of looking at life, considerably more pleasant than it would be if it were not for its very tender and generous with its ardor. It is, on the whole, a beguiling blend of softness and radiance, suggesting velvety Venetian gold."—VICTORIAN

**SCORE**— "... appealing and cleverly portrayed "—Herald Tribune

**TV Gives Assist To Soupy Single**

NEW YORK — ABC-Paramount Records is cashing in on the popularity of Soupy Sales to plug the artist’s latest single, "The Mouse." The disk was introduced on the comic’s local TV show and later was picked up by ABC.”

As a result of these performances, according to an ABC-Paramount Records official, 66,000 copies were sold in the New York and Newark markets in one single week. Sales of a first ABC-Paramount album, "Spy With A Pie," is one of the label’s best singles.
This is the new breed: Burt Bacharach

"What happiness," says Marlene Dietrich, "to sing to his melodies and orchestrations which carry me like a magic carpet to the theatres of the world." And Dionne Warwick calls him a "talent in every sense of the word."

This is the new sound: Burt Bacharach

Gene Pitney says, "I have worked with many creators of songs and fresh concepts but few have the dynamic talents of Burt Bacharach." "To me," says Dusty Springfield, "he is the end."

This is the hit maker: Burt Bacharach

Out of this new album...

Burt Bacharach plays the Burt Bacharach Hits
WALK ON BY - WIVES AND LOVERS - ALWAYS SOMETHING THERE TO REMIND ME - BLUE ON BLUE - 24 HOURS FROM TULSA - ANYONE WHO HAD A HEART - and others

Burt Bacharach records exclusively for Kapp Records.
**SPOTLIGHTS**

**SAM COOKE—IT'S GOT THE WORLD WAVING** (King)—This is one of the hits of the little singer's smash, "Shake," comes an equally hot original piece of swinging material. Flip: (Somebody) Ease My Troubled Heart (Rags, BMI).

**RCA Victor 8539**

**RIGHTIOUS BROTHERS—JUST ONCE IN MY LIFE** (Screen Gems-Columbia, BMI)—Brothers bounce back with an exciting rockin' sound to follow their image of peace ballad hit "Ferry Cross the Mersey." This material is from the same film. Flip: Skinny Minnie (Ross-Jungnickel, ASCAP).

**Philips 127**

**PETER AND GORDON—TRUE LOVE WEEKS** (Nac-Ya-Jak, BMI)—Buddy Holly's fine old babies serve as a powerful ballad follow up to their "I Go to Pieces." Well done vocal and production arrangement. Flip: "If You Wish" (Gay). Capitol 5406.

**GERRY AND THE PACEMAKERS—IT'S GONNA BE ALLRIGHT** (Pacemaker-Unart, BMI)—Boys have a big hit to follow their image of peace ballad hit. "Ferry Cross the Mersey." This material is from the same film. Flip: "Skinny Minnie" (Ross-Jungnickel, ASCAP).

**Joe Tex—DON'T LET YOUR LEFT HAND KNOW** (Tree, BMI)—A woman can change a man (Tree, BMI). "Looks like another Tex hit as Tex currently on the chart with a two sided hit. Top side is a rockin' swinger and the flop is a slow soulful ballad. Tex gives it all on either side. Dial 4006.

**The Zombies—SHE'S COMING HOME** (M argent, BMI)—This will make their third hit in a row! Good teen ballad material with driving rhythm support. Flip: "I Must Move" (Mainstay, BMI). Parrot 9747.

**Jody Miller—QUEEN OF THE HOUSE** (Tree, BMI)—Tremendous vocal performance and arrangement on a closer answer to Roger Miller's "King of the Road." This should do as well as the original. Flip: "The Greatest Actor." Central 5135.

**Capitol 5409**

**The Honeycombs—COLOR SLIDE** (Spectorordination, BMI)—A happy, swinging production strong enough to put the "Have I the Right" folks right back in the charts again! Flip: "That's the Way" (Spectorordination, BMI).

**The Rags—DOLL'S GONE** (Saturday, BMI)—With a female Four Seasons sound, the group has only one hit. "Dolly's Gone" is a hard driving ditty. Flip: "We Almost Made It" (Saturday, BMI).

**Bobbi Montgomery—I'M NEVER FALLING IN LOVE AGAIN** (Taratucern, BMI)—Hard driving ditty to follow their recent "Dusky" hit. Flip: "We Almost Made It" (Saturday, BMI).

**Mall 492**

**Autumn 9**

**Vic Damone—YOU WERE ONLY FOOLING** (Next Door, BMI)—An inside given a fresh, happy, pop revival. Damone is in top form with full support from producer Bowen and arranger Freeman. Flip: "Please Help Me, I'm Falling" (Ross-Jungnickel, ASCAP).

**Warner Bros. 5616**

**ADAM FAITH—TALK ABOUT LOVE** (Rose Hill, BMI)—The Faith emotional, frilly style is given strong support by a solid band with good dance beat which all adds up to a hit! Flip: "Stop Feeling Scary for Yourself" (Rose Hill, BMI). A.RY 922.

**The Zephyrs—SHE'S LOST YOU** (Bouwer-Filmusic ASCAP)—From England this import is a medium tempo easy beat ballad. Watch it take off in the U.S. Flip: "There's Something About You" (Bouwer-Filmusic ASCAP).

**Walker Brothers—LOVE HER** (Screen Gems-Columbia, BMI)—Featured on TV's "Shindig" the boys offer a fast production ballad and a la the Righteous Brothers' successes. Flip: "The Seventh Dawn" (United Artists, ASCAP).

**Smash 1976**

**BILLY THORPE—OVER THE RAINBOW** (Fleet, ASCAP)—Currently the No. 1 record in Australia. The Garland classic is given a fine fresh teen approach. Flip: "That I Love" (Big Three, ASCAP).

**Crescendo 3490**

**Astrud Gilberto-Antonio Carlos Jobim—AGUS DE BEBER** (Bertach, ASCAP)—Mech in the vein of their winning "Girl From Ipanema." This class, commercial sound has same potential as former hit flip. "And Roses and Roses" (Ipanema, BMI).

**RCA Victor 8545**

**The Pretty Things—HONEY, I NEED** (Southern, ASCAP)—Currently running up the British chart, "Honey" has an American hit as well. Flip: "I Can Never Say" (New Orleans, BMI). Fontane 1508.

**LaForge—OUR CRAYZY AFFAIR** (Wimbledon, ASCAP)—Theme of the forthcoming film, "The Battle of the Century." This is a driving, pulsating backbeat by pianist LaForge and his big band. Existing performance. Flip: "Bossa Nova Nova" (Variety, BMI). Lark 4760.

**JERRY WALLACE—TIME** (Angela, ASCAP)—Offbeat but solid ballad material in the mold of Wallace. Listen carefully. It has a "King of the Road" potential. Flip: "Rainbow" (Robbins, ASCAP).

**Mercy 7240**

**REVIEWED THIS WEEK, 146-LAST WEEK, 176**

**GUEST DJ PANELISTS THIS WEEK**

**SCOTT ROSS**

**WBIC Radio**

**Boysore, N.Y.**

2:6 p.m. Monday Through Saturday

Each week a program Director and/or deejay is invited to slide and help Billboard's Review Panel select Spotlights. When songs come to the attention of this group of professional writers and editors who make up this weekly chart, they are examined for quality and trend and are tabulated. Spotlights are not made up as an ever-changing list of the week's favorites but are an attempt to represent the most consistently excellent new releases.

**The Tam—What Do You Do (When Your Lover Leaves You)** (Tow-Tow, ASCAP). ARSCAPMUNT 1638.

**Marcel Blaine—The Harlot's Kind** (Wenas-Pifikado, BMI). REVERE 1327.


**Laura Fontaine—When You Drive Home** (Ralph, BMI). LIBERTY 19777.

**GeORGE NANTINE—Sweeter and Sweetly** (Allstar, BMI). SWEET 1074.


**Bobby Freeman—Tell Me** (Palacial, BMI). MERCURY 7340.


**The Goodtimers—Do I Hear a Waltz** (William, ASCAP). CAPITOL 5133.

**Kapp 4487**

**The Soulful Scene (Rutland, BMI). YALLANT 312**


**SUGAR AND THE SPICE—Have Faith in Me** (Patinol-Zia Zap)

**Little Doolley—Look Over Your Shoulder** (BMI). BAYLOR 1083.

**Irm Curry—We Were in Love** (Betre, ASCAP). VEC JAY 640.

**Mandi Martin—Don't Let Him Get Away From You** (Betre, BMI). COLUMBIA 4234.

**Bill Pursell—Matrimony** (Chris Kros, BMI). COLUMBIA 7295.


**Lauren Jones—I'll Be Good To You** (Starr, BMI). DECCA 3245.

**The Buck Rogers—Nineteen** (Blackwood, BMI). Warner Bros. 2283.

**Chuck Bene and the Mice—The Old Mouse** (Parts 1 & 2) (Hilarious novelty based on the mouser song of twenty-five year old). Warner Bros. 3192.

**The Killers—What a Night This Is Going to Be** (Blackwood, BMI). MGM 1939.

**The Harmonicats—This Piano & Music—Love Theme From "In Happy Way"** (Chappell, ASCAP). RICA VICTOR 8540.

**Bobby Freeman—Tell Me** (Blackwood, BMI). Decca 2719.

**The Marshmallows—I Don't Even Know His Name** (Footlight-Haymarket, BMI). Singers' group. Mr. Freeman. His label proper. Both should be winners. Flip on Crasher: Town Square. (Tune in on Chris Kros). COLUMBIA 1076.

Being Built by Kama-Sutra Productions

Hy Mizrahi Artie Ripp Phil Steinberg

Being Shipped Now!
Columbia Records
The Pussycats
I Want Your Love
Prod. by Tony Michaels

Warner Bros. Records
Freddy Cannon
In the Night
Prod. by Artie Ripp & Phil Steinberg

Jubilee Records
Stacey Cane
Who Are You
Prod. by Hy, Artie, Phil

Loma Records
The Olympics
Good Lovin'
Prod. by Jerry Ragavoy

United Artists Records
Jay and the Americans
Think of the Good Times
Prod. by Artie Ripp

Red Bird Records
The Shangri-Las
Out in the Street
Prod. by Shadow Morton

Built on a Solid Foundation

“Leader of the Laundromat” Jay & the Americans
“Let's Lock the Door” Jay & the Americans
“Come a Little Bit Closer” Jay & the Americans
“Give Him a Great Big Kiss” The Shangri-Las
Eurovision Songfest Honors Go To French Teener France Gall

By SAMI STEINMAN

NAPLES—Once again the invention of the American pop music scene is due in the U. S. This time it is the Arlen Records of Los Angeles with the repeats of an original once. The group will be in Britain with a single released in France which has become for America the "Brisbane Sound." The Records were discovered by 21-year-old Ritchie Yorke, also a native of Brisbane, who produced the record and wrote both songs, as well. He also manages the group.

Yorke and Buddy Jack are native Australians, who have discovered other Australian talent. If the "Brisbane Sound" takes off, it is expected that the Revers will make a tour of the U. S. The Records consist of Morris Walton (lead guitar), Max Lin- hoff (rhythm guitar), Denis Deering (drums), along with the lead vocalist, Eddie Gardiner. The group has been playing together for a year. Several times were recorded here and the master tapes were sent to Arlen for a U. S. release selection. Arlen, an independent label, clipped a short while ago with the Duartel's disk of "Hot Patrots." While the Arlen Records starts an Australian trend still remains to be seen. Arlen, however, is breaking new ground with the release of the "Revers" disk. It marks the first time that an Australian group has been signed by an American label.

Rolf Harris, an Australian, clicked a short while ago with his novelty entry, "The Me Kangaro Down, Sport" on the epic label, but the Records are the first Australian group to take a crack at the U. S. rock 'n roll specialties.

Hodes to Rep Poser Music, Glissando

LONDON—Lennie Hodes, head of New York's Spectrums Music Corp., and Concertone Songs, will represent Britain's Freddie Poser Music Ltd. and Glissando Music Ltd. in the U. S. and Canada.

The deal between the U. S. music publisher and Poser was completed last week in London. One of the writers is Chris Andrews, who has written "I'll Stop at Nothing" and "Girl Don't Tell Me." Andy Faith hit, "It's Alright." Hodes completed several deals with the NAD Gav organization while in London. One of the deals was for place ment and publishing of a master of a record session produced by Peter & Gordon's Gale player Eddie King is featured. Songs completed with Hodes were written by Zal Bloom, and include a song featured on the forthcoming single, "I Must Be Seeing Things."
A great single from Sam's latest album "IT'S GOT THE WHOLE WORLD SHAKIN'"

"C/"w ""(SOMEBODY) EASE MY TROUBLIN' MIND"

#8539 RCA VICTOR

The most trusted name in sound

LPM/LSP-3367
TAMLA-MOTOWN RECORDS was launched in England by EMI last week. Instrumental in negotiating the deal are, left to right, Derek Everett, manager, licensed repertoire department; Rex Oldfield, marketing manager, popular repertoire; and Colin Hadley, deputy marketing manager, popular repertoire.

PYE RECORDS' DONOVAN, at a reception held for his first record, "Catch the Wind," is introduced by managing director Louis Benjamin, left, to Leon Cabat, president of French Vogue.

GUENTER HERRMAN, Munich singer, was named Germany's top pop vocalist by the Schlager Roulette Magazine.

THE CARAVELLES, a British group, has been signed by Polydor to record some German numbers.

THE NEW CHRISTY MINSTRELS, Columbia Records' folk group, were given a press luncheon in Oslo, Norway, by Norsk Phonogram, CBS Records' Norwegian affiliate. During their one-day stop-over, the group also performed on TV and radio shows. Attending were, left to right: Hakon Tveten, manager of Norsk Phonogram; the American Ambassador, Margaret J. Tibbetts; the Minstrels' manager George Greif; members of the group, and the Danish booking agent for Scandinavia.

THE SERENDIPITY SINGERS, folk singers on the Philips label, surround Frank L. Goffio, CARE executive director, after being chosen as CARE's 1965 national representatives for "Operation Schoolmate." The program enlists the aid of the young people to promote school construction around the world.

LEO DAN, CBS Records' artist, was awarded a gold record in Argentina for sales of over 1 million recordings in one year. The Argentine Record Industry presented the award.

PICCOLA PUPA, 13, Italian singer brought to the U. S. by Danny Thomas as his protege, appeared with California Sen. George Murphy, left, and Bob Hope at the 36th Annual Charity Ball given for the Jewish Home for the Aged at the Beverly Hilton, in Beverly Hills, Calif. Miss Pupa, who records for Warner Bros. Records, is currently on tour with Thomas' night club act.
### All Time Hits

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>Last Date</td>
<td>Lawrence Welk</td>
<td>Dot-Wilkins</td>
</tr>
<tr>
<td>101</td>
<td>Yellow Bird</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>102</td>
<td>Calcutta</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>103</td>
<td>Bibi Elephant Walk</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>104</td>
<td>Minkies</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>105</td>
<td>Orange Blossom Special</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>106</td>
<td>S Garbo’s Safari</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>107</td>
<td>Blue Heaven</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>108</td>
<td>Melody Of Love</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>109</td>
<td>Sail Along Silly Moon</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>110</td>
<td>The Shifting Whispering Sands, Part 1</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>111</td>
<td>The Shifting Whispering Sands, Part 2</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>112</td>
<td>P.S. I Love You</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>113</td>
<td>(The Original) So Rare</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>114</td>
<td>Ain’t That A Shame</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>115</td>
<td>Friendly Persuasion</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>116</td>
<td>Don’t Forget Me</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>117</td>
<td>April Love</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>118</td>
<td>Love Letters In The Sand</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>119</td>
<td>A Wonderful Time Up There</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>120</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>121</td>
<td>It’s a Big Town</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>122</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>123</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>124</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>125</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>126</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>127</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>128</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>129</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>130</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>131</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>132</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>133</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>134</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>135</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>136</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>137</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>138</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>139</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>140</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
<tr>
<td>141</td>
<td>Eight Beat Bingle</td>
<td>Lawrence Welk</td>
<td></td>
</tr>
</tbody>
</table>

### Dot Records - The Nation's Best Selling Records!
News from the Music Capitals of the World

AMSTERDAM

Negrão de OLiveira had eight items in the Dutch top 40 this week. . . . Newcomers in the Dutch charts for Negrão are the Dean Martin hit "Send Me the Pillow" and "Tired of Waiting for You" by the Kinks. Both records are regularly played on Dutch radio and TV. Recorded Dutch version of two famous songs, "Sam the Record Man" and "Kappelle Tui". . . . Jewel Akens "The Birds and the Bees" (London) promises to become a great top ten in Holland. . . . "To Walk for Love" by Tom Jones on the Decca label got a good introduction on TV by singer Edwin Ruyten. . . . New releases on the Chess International label distributed by Artesia sub-division Funchal Records include "I'm Over You" by Radiants and "Blind Man" by Little Milton. An LP including Bo Didley's 16 all-time greatest hits has also been made available in the youth age group. Dutch "Dutch" representative Conny van den Bos and Edwin Ruyten are reportedly living very well in Poland at the Warsaw Festival of popular music.

LONDON

Manchester seems to be replacing Liverpool as the British city providing group hits for the billboard chart. There are three British groups in the top 15 at present—with four hits between them—Herman's Hermits, Freddie and the Dreamers and Wayne Fontana and the Mindbenders. All three are managed by Danny Re- lish of Kennedy Street Enterprises.

Advance orders for Bob Dylan's first CBS single, "The Times They Are a-Changin'" reached 50,000 by release date and tickets for his concerts here in May are almost sold out. CBS will probably issue Dylan's "Subterranean Homesick Blues" at that time.

Jacques Dutronc, the pop singer to be elected manager of Pathé-Macdonald, flies in from Paris again tomorrow to launch the party for the Tamla-Mod otron. The contract of Dalida's record company is being renegotiated. Dalida-Monton who will also give Tamla-Moton the rights of her song "C'est la vie" to Visiting Norman Petry, who recorded her as a man.

Pop band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brian Pool and the Tramrockers. . . . Top band leader Eric Delaney has dropped some of his usual four sides with Brain...
NEW! ON COLPIX
The word is out! There's a new Lou Christie sound and it sounds like a winner. How do we know? Just a few advance copies went out—then d.j.'s & p.d.'s & other opinion-makers started telling us we had a live one! Produced by hot hit-maker Wes Farrell, brand-new right now, and about to happen fast.

WHY DID YOU DO IT, BABY
LOU CHRISTIE

NEW! ON COLPIX
Gabrielle is the lady's name. She's a happy, tuneful, rhythmic, glowing, hummable, whistleable, absolutely unforgettable instrumental—and we've got her first! Just released about a moment ago and getting lots of airplay.

GABRIELLE
JIMMY BING

NEW! ON COLPIX
Our opening campaign asked: "Who is David Jones?" Now it's answer time. In Memphis, McDonald Bros. says he's starting to be a big seller. WHBQ lists him and says to look for a big upward jump. Looks like a hit's brewing for little David, the next big British teen star.

BREAKING! ON COLPIX

DREAM GIRL
DAVID JONES

SOON! ON COLPIX
Her name is PAT WOODELL. She sounds every bit as good as she looks which is just great! Listen (and look) for her startling Colpix debut.

WHAT GOOD WOULD IT DO

SOON! ON COLPIX
You know his name and face, doc. His first Colpix single can make him a top record star, too. Hear it first on the April 4th Ed Sullivan Show.

SEE THAT GIRL

COLPIX RECORDS • 1347 NORTH CAHUENGA BOULEVARD • HOLLYWOOD, CALIFORNIA 90028
INTERNATIONAL NEWS REPORTS

News from the MUSIC CAPITALS OF THE WORLD

• Continued from page 20

"La Zanga," a new rhythm that combines the Cuban accent and the Spanish Flamenco style.

The Chilean cuatro player Carmen Silva (the Four Silvia Brothers) went back to Mexico but will perform in New York, where they will meet Jaco Pastorius at the Chinese Madrid. ...A Cambia (Columbia) singer and dancer is in Mexico and other South American countries, getting a warm welcome here.... During the Folk-Festivals at Valence (the week of San José) Gigi Glenti, Bobby Solo and other famous stars will visit Peña.

RAUL MATAN

MEXICO CITY

One of the most popular Latin American songwriters, Manos Bell, from Chile, who has had a series of continuous hits since she recorded "El telegrama" for Hispa-

nos, prize-winning song at the 1965 Bentley Festival, renewal for three more years with the same company. Now a resident of Mexi-

canco, she signed the contract with Gamma, the Mexican associated company of Madrid's Hispano. ...Gamma also signed a two-year contract for local pressing and dis-

tribution with CBS records. One of the first releases will be the Beethoven symphonies conducted by Josef Krips. ...CBS is pro-

moting the LP recorded in the U.S. by Eddie Gorme and Las Panchos, Martin Foley, a young Scotch folklorist, who has worked for the last two years as stage manager of the Ballet Folk-

lorico de Mexico has been appointed producer for the classical label RCA Victor Mexico. 

...Manuel Villarreal, vice-president of Columbia Records in charge of Latin American opera-

tions, assisted at the inauguration of the new CBS factory in Bogota, Colombia. The local manager is Stefan Ria. ...Louis Bona was appointed manager of CBS record Club in Mexico. He reports to Manuel Villarreal.

OTTO MAYOR SERKA

MUNICH

On their way for filming on location their second movie in the Austrian Alps, the Beatles arrived at the airport of Salzburg near Munich to an exciting welcome. But there were also some with posters. "Beatles, Go Home!" ...Enrique Jorrin and his Tigre Band from Cuba arrived in East Berlin to tour Eastern Germany. Jorrin claims to be the "inventor" of cha-cha-cha. A Mexican singer, Tito Puente will guest star in East Berlin.

Louis Armstrong and Dizzy Gillespie will tour West Germany in May. Trombonist Tyre Glenn will replace Big Chief Russell Moore. U.S. jazz organ player Lou Bennett will guest star at the Berlin night club "Blue Note" this month and May. He will be accompanied by guitarist Andre Constand and drummer Joe Noy.

Art Blakey and Jazz Messengers will guest star in West Germany in May. Willi Conover covered the Jazz Workshop concerts of West Germany. Conover's "Music USA" studio shows are transmitted to all parts of Europe.

JIMMY JUNGEMANN

PARIS

Levy Escudero has just left Air and started a short vacation. Poly-
dor, Polydor has also signed up ex-Polydor singer Isabel Austror. ...Main Servant has recorded the new dance craze, the Lektor, in six different languages for the Belgian disc company Olymurs. ...Barclay stars Dalita and Frank Alamo left Paris for a 6-day tour of 40 French towns. Nine-
teen-year-old English singer Gillian Hills, after a year's absence from the scene, making a disk come-

back with "Ren n'est Change" A-Z.

Brink signs for Claude Francois' "Philips" new disk "Alors, Babac" (Philips) which is the cover version, of George Fame hit "You, You, Righteous Brothers' smash "You've Lost That Loving Feeling" re-

corded here by Eddy Mitchell (already). ...

The Animals scored a big success with two con-

certs at the Olympia. ...No. 1 singer in Tokyo, where she has sold 800,000 disks, 20-year-old Sylvia Yarrant is now on a tour of Japan in May where she will play 17 concerts in 19 days. Meanwhile, Sylvia plans to record two of her biggest successes in Japanese--"La Plus Belle Pour Alfuer D'Amour" and "Dans Tes Bras Je Vous L'oublier." ...Ghoubibou, who is being hailed as the new Pat IDE, is having songs written for her by Charles Dunton, composer of many Pat IDE hits. ...Daliah and Charles Amanouere are the most popular recording artists according to the French Institute of Public Opinion.

MIKE HENNESSY

OSLO

Jim Reeves has five LP's on this month's Top Ten, which is topped by "Beatles for Sale" on Parlo-

phone. Runnerup is "Gentleman Jim." Third is "The Best of Jim Reeves" both on RCA Victor. No. 4 is "The Rolling Stones" on Dec-

ca, fifth is "The Jim Reeves Way," also on RCA Victor. ...Ray Adams has just recorded a series of five "Best of" Tavola melodies (Ernst Tausch is Sweden's most famous troubadour singer)....It seems like the new dance craze the "Jektor" (on the Continent, called "Lektor") will also be a hit in Nor-

way. The dance comes from Finn-

land. "Romeo Berlin" was first with a jektor record (on Ma-

us), now Jan Rohde (on Sonet) and Grezot Malov (on RCA Vic-

tor) are also on the market. ...Ivar Medens has recorded "Alex-

ander's Rag Time Band" in Nor-

vegian, on label Nord-Disc. "Karauss," this year's Norwegian Song Contest winner, issued for the Top Ten song by Kjell Sper-

ho on Trist. ...Sales manager John Johnson of NCC visited Stockholm to talk with RCA Vic-
tor people. A new Norwegian singer is Stenly Sams. He bows on the Nord-Disc label this week with "Gyllande September." ("Try To Remember" from musical, "Fan-

natski" now in Oslo). "Ven-

ker Flicker" by Swan-Ingers on Philips, is now No. 1 for the eighth consecutive week and the projects follow-up, "Det Vår I Var Ung En -Volga" (on Phil-
ips, moves to No. 3. ...Roland Krammer, who has been the world director in Hamburg, Ger-

many. ...He was accompanied by German-born Klaus Hooler, now a resident in Stockholm, and managing direc-

tor of Karussell, a disk firm.

EPKEN ERIKSEN

RIO DE JANEIRO

Dinco Bello will premiere World Pacific LP's in Brazil. Contract was signed in Hollywood by Alex-

do de Oliveira and Richard Beck. ...The post and producer Haraldino Rello de Carvalho opened his new show, "Rosa de Ouro" (Golden Rose), which stars veterans Arney Cortes and Clementina da Costa. ...Neil Sedaka and Brian Hy-

land visited Rio for a few days. The visit was non-professional. ...New singer, Michael Jones, was signed by RCA Victor. ...Odeon and Discor Priz are fighting for the release of the LP Triñi Lopez recorded for Crown Records some time ago. Prior says they have the right for the release because the record was sold to Transglobe after its release by Crown. Odeon, on the other hand, states that five tracks of the record were sold to Transglobe to EMI, with rights for all over the world, except US. The dispute will probably be set-

tied in court. ...CBS will press Monarch LP's in Brazil. Label paid a huge sum in advance.

Ronaldo Neto's book on bossa nova will be called "Historieta do Desafinado" (Little Story of Dana Dis-

aster) Discor Priz will be distributed by Osvaldo Cadayo's Equipe label.

SERGIO ENDROGO, first of the RCA-developed stars to leave for another label (Fonit-Cetra), will go to N.Y. to appear on Ed Sullivan Show this week. Her own numbers....Milby, who has given up sweet pop for sweet pop singing via RALTY's "Studio of Eternal Pleasure," will do a show at the Castelli della Cometa supported by sabina del piano, and Paolo Charchchi, guitar.

RI-FI has once again published disk of all the files numbers in the Gold Token song contest for children, sponsored by the Antennon via the TV's children's program. ...Peter Tovis, American singer who has made a career in pop songs for films, disks and p.s.a. here, is now recording for Ariel. "Angelica d'Anno," the song based on a true story which Marcella Ferlisi made into a movie, is the subject of the film. ...Morto Turchi is the new president of the Ente per la

FINAL NOMINATIONS 1964 GRAMMY AWARD

THE RECORD OF THE YEAR

Best Female Vocalist: Best Rock 'n Roll Recording: Best New Artist 1964

SINCERE CONGRATULATIONS FROM - - VOGUE RECORD ENGLAND - - VOGUE RECORDS FRANCE

& IN PARIS: "BRAVOS DU MUSIC HALL: BEST WOMAN SINGER OF THE YEAR!!

Pye Records 1965
Carrara Napolitana, which sponsors the Naples Song Festival, will offer its latest new dance, "Letizia," one by the Komis Group, to commemorate another by K. Virtanen for Paleti.

Dominic Maddox's latest production, "Scaramouche," is in its second New York showing. Maddox and the singer's own management company, have issued a joint "offering of six battles of Pepino-Copa with every LP and tie-in advertisement from the record company." CBS-Record is working on a "Fair Lady" disk now available here. The album is based on film muck, all sold for U.S. 4-99.

Gord Lightfoot was in New York last week to wrap up recording for RCA Victor. His first single, his own "Just Right," has been released in the U.S. (24) and "Is This the Chord," is in the pipeline for U.S. release of "Walk That Walk" which also features the Shays, which has started up several radio station charts here and there. (4-99.) Lightfoot, according to Bob Pugh of Raleigh Records, is working on a new album, which should be available in early August. Jack London and the London Players formed a management contract with Stan Androsky of West Coast Artists in June. John Martino and his band, the Marriotts, are now in Canada, "Our Love Has Come to Stay," is the quick follow-up to the successful "If I Had You" which is a huge hit in the U.S. Their first album is scheduled for release shortly.

KITE MORGAN

CHICAGO

One of the easiest musical-romancing-leisure-time activities in the U.S. is the capture of the hearts and receipts of the television viewing audience in more ways than one. Veteran producer, Bill Adams, has bought a television band which went out to buy a record of its own. By Fox Trains, a 1,000-acre spread in the suburbs of Chicago, is the home of the band. It is one of the major stars of the "NBC" network.

Dick Williamson, former WLS (Chicago) disc jockey, is now the prom manager for CBS Records. He has already signed Roland Kirk, Ep bw's, and the World of Boyd Records (Oklahoma City) and Chicago labels, including RCA Victor, MCA, and KBOO.

HOLLYWOOD

Jack Wheeler, pianist-organist who completed his three years with Atlantic Records this fall, is now touring the country with his new group, The Bohemian Rhapsody. Repertoire is from his film successes, including tongue-in-cheek versions of "The Seven Year Itch" and "A Walk in the Park," accompanying Loretta Young and Simon Fleming in Reno, and "How to Marry a Millionaire," with Miss Fleming. His pianos are featured on the soundtrack of the film, "At the Back of Town."

Barney Fields, formerly of CBS, has returned to the music business, has opened shop in Hollywood where he is representing some of the popular artists in the world. Fields is represented by his brother, Bob Fields, and their firm, "CBS-Radio," is handling the sales and promotion of the artists they represent.

Memphis

Joy Records' Bobby Wood is signed for an extended stay at the House-Of-Wax Club. He'll be there all of April and will have some new releases for Warner Bros. That's the plan. This time he is with a new set of backing musicians which includes, for example, Martha and the Vandellas and the Marquis Brothers.

We are also diversifying—just signed yesterday are the Shangri-Las and the Little Chinese Nickels. Supremes recently had a c&w album out in America and I have just finished another LP with them. There's a Place for Us for EMI. tapes for Belfast to make tapes for Dublin. The Impacts, "Standing in the Rain," are looking edgy.

The Beatle Boys are off to a good start. Ron Dalton, Killarney's son, has just come out with his LP "That's the Beatle Boys." The album has been issued on London Records, and has been bought by a number of teenagers to 16, has a number of their latest releases on the HMV. The album was released to CBS, and is being promoted on the CBS Network. The album was released by CBS, and is being promoted on the CBS Network.

Richard Moll, a 20-year-old pianist, has just completed his first LP for Atlantic Records. He is representing some of the popular artists in the world. Fields is represented by his brother, Bob Fields, and their firm, "CBS-Radio," is handling the sales and promotion of the artists they represent.

Memphis

Joy Records' Bobby Wood is signed for an extended stay at the House-Of-Wax Club. He'll be there all of April and will have some new releases for Warner Bros. That's the plan. This time he is with a new set of backing musicians which includes, for example, Martha and the Vandellas and the Marquis Brothers.

We are also diversifying—just signed yesterday are the Shangri-Las and the Little Chinese Nickels. Supremes recently had a c&w album out in America and I have just finished another LP with them. There's a Place for Us for EMI. tapes for Belfast to make tapes for Dublin. The Impacts, "Standing in the Rain," are looking edgy.

The Beatle Boys are off to a good start. Ron Dalton, Killarney's son, has just come out with his LP "That's the Beatle Boys." The album has been issued on London Records, and has been bought by a number of teenagers to 16, has a number of their latest releases on the HMV. The album was released to CBS, and is being promoted on the CBS Network. The album was released by CBS, and is being promoted on the CBS Network.

The Beatle Boys are off to a good start. Ron Dalton, Killarney's son, has just come out with his LP "That's the Beatle Boys." The album has been issued on London Records, and has been bought by a number of teenagers to 16, has a number of their latest releases on the HMV. The album was released to CBS, and is being promoted on the CBS Network. The album was released by CBS, and is being promoted on the CBS Network.

Richard Moll, a 20-year-old pianist, has just completed his first LP for Atlantic Records. He is representing some of the popular artists in the world. Fields is represented by his brother, Bob Fields, and their firm, "CBS-Radio," is handling the sales and promotion of the artists they represent.
Ballplayer, Actor on Teldec Co. Team; Firm in Classical Push

By ANDRE DE VEKEY

HAMBURG—Teldec is currently making a push here on both pop and classical releases. In addition to new pop talent, they are bringing new names to the German recording field from among movie actors and sportmen. French actor Pierre Brice (e.g. 12 German films), and popular foot- baller Uwe Seeler, are among the new names and have already appeared on Teldec's roster in Europe.

Teldec, which is owned and operated by the German label VEB Muziekverlag, has its own recording facility in Hamburg, where it has been active for several years. The company has already produced a number of recordings, both pop and classical, but is now making a concerted effort to expand its output in both fields.

Of the new artists being signed, Pierre Brice is a well-known actor in Germany and has appeared in numerous films. Uwe Seeler is a popular footballer who has also been active in the entertainment industry. These artists are expected to bring a new audience to Teldec's recordings.

The company's push into pop music is part of a larger strategy to expand its market. Teldec is one of the leading labels in the German music industry, and is looking to further increase its share of the market by diversifying its offerings.

The company's classical division is also expected to see growth as a result of the new push. Teldec already has a strong reputation in the classical music world, and the company is looking to capitalize on this reputation by signing new artists and producing more classical recordings.

In conclusion, Teldec's push into pop and classical music is a strategic move that is expected to bring new artists and audiences to the label. The company's strong reputation in both fields will help to ensure the success of this push, and it is expected to lead to increased sales and market share for Teldec.

---

INTERNATIONAL NEWSPAPERS

Ballplayer, Actor on Teldec Co. Team; Firm in Classical Push

GRAND PRIX AWARD TO AUFRAY AS NO. 1 SINGER

PARIS—French folk singer Eddy Duchin, carried off the top male singer award in the Grand Prix International du Disque, 1963, when his recording of "Aufray aux Olympian," won the award with a high score of 85 out of 100.

But while tape recorder sales are reported to be down, the amount of tape recordings is slowly rising.

The record industry is still in a transitional period, with new artists and formats emerging. However, the overall trend is towards a greater emphasis on quality recordings and a wider variety of musical styles.

In conclusion, while the music industry is facing new challenges, there is still a great deal of interest in recording and listening to music. The push for higher quality recordings and new formats is expected to continue, as the industry adapts to the changing tastes and preferences of its audience.

---

Paris Sound Festival Minus French Sound

Bennett, Mathis Are Due In London; Will Cut LP's

Bennett, Mathis are due in London; will cut LP's for the London Palladium.

British Decca Hikes Dividend

LONDON—British Decca has raised its interim dividend from 2d. to 4p. per share on the profits of its Decca and Columbia divisions. Last year's final was 2s. (A shilling is 1/20 of a pound). The increase is expected to return Decca to a position of profitability, though devaluation of the pound has raised costs and prices. The company predicts a strong recovery in sales and profits for the year.

The dividends have been increased in order to provide funds for expansion and the purchase of new recording equipment. The company is also planning to increase its investment in new artists and recording formats, in order to stay competitive in the rapidly changing music industry.

In conclusion, the increase in dividends is a positive sign for the music industry as a whole. It shows that the companies are confident of a strong future, and are prepared to reinvest in growth and innovation. The push for higher quality recordings and new formats is expected to continue, as the industry adapts to the changing tastes and preferences of its audience.
GREAT DISCOVERY!

WOOLY BULLY
SAM THE SHAM AND THE PHARAOHS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
RCA Victor’s New Nashville Studios are “Music City’s” Finest

Here—in the bustling boom town of America’s recording business—is the new home of the celebrated “Nashville Sound.” With the expansion of RCA Victor’s Nashville facilities, we reaffirm our faith in the city’s future as a growing center of the country’s recording industry. Already established as “Music City, U.S.A.,” Nashville will, we believe, play an increasingly important role in American music in the years ahead.

RCA Victor’s new Nashville facilities are geared to this bright future—with features that are as modern as tomorrow. They incorporate the most advanced principles in sound recording, in studio design, acoustical treatment, and in recording and production equipment.

For clients of RCA Custom Record Sales, these new facilities make possible a degree of fast, efficient custom recording service unsurpassed anywhere. Here you’ll find the combination of skilled personnel, superb sound and personalized service that assures you of the kind of high-quality product you want—when you want it.

We invite you to stop by and visit us any time you’re in Nashville.

RCA VICTOR

The most trusted name in sound
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;I Can't Help Myself (Sugar Skulls)&quot;</td>
<td>Cameo, Atlantic 10607</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Don't Break the Home (Be My Baby)&quot;</td>
<td>The Crystals, Columbia 40808</td>
</tr>
<tr>
<td>3</td>
<td>&quot;I'm Telling You Now&quot;</td>
<td>The Ronettes, Columbia 40907</td>
</tr>
<tr>
<td>4</td>
<td>&quot;Elephant Walk&quot;</td>
<td>The Ventures, Capitol 1031</td>
</tr>
<tr>
<td>5</td>
<td>&quot;Stranger in Town&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>6</td>
<td>&quot;One Kiss for Old Times Sake&quot;</td>
<td>The McCoys, ABC 121</td>
</tr>
<tr>
<td>7</td>
<td>&quot;You Don't Know About Love&quot;</td>
<td>The Ronettes, Columbia 40907</td>
</tr>
<tr>
<td>8</td>
<td>&quot;Do You Wanna Dance?&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>9</td>
<td>&quot;The Last Waltz&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>10</td>
<td>&quot; Tate Island&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>11</td>
<td>&quot;Red Roses for a Blue Lady&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>12</td>
<td>&quot;Girl from the North Country&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>13</td>
<td>&quot;Don't Let Me Be Misunderstood&quot;</td>
<td>Nina Simone, Philips 4116</td>
</tr>
<tr>
<td>14</td>
<td>&quot;Little Things I Can Do&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>15</td>
<td>&quot;You Oughta Know Better&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>16</td>
<td>&quot;Girl from the North Country&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>17</td>
<td>&quot;The Clam&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>18</td>
<td>&quot;The Race Is On&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>19</td>
<td>&quot;This Diamond Ring&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>20</td>
<td>&quot;Yeh, Yeh&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>21</td>
<td>&quot;I Love You&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>22</td>
<td>&quot;Send Me the Pillow You Dream On&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>23</td>
<td>&quot;Oh! Baby!&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>24</td>
<td>&quot;I'll Never Find Another You&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>25</td>
<td>&quot;The Baccarada&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
<tr>
<td>26</td>
<td>&quot;Never, Never Leave Me&quot;</td>
<td>The Dave Clark Five, ABC 35160</td>
</tr>
</tbody>
</table>

**Bubbling Under the Hot 100**

- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton
- "I've Got My Mojo Working" by Brook Benton

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Research, Billboard.
The Star of the year!
Sensational new discovery!

Kelly Garrett
SAVE ME FROM MYSELF
‘2207

Written by Billy Page
Conducted and arranged by Gene Page

An Overture Production
PALOMAR RECORDS
THE AMERICAN LONDON GROUP
NEW ALBUM RELEASES

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

ANGEL
The Cowboy Singer Book, Vol. 3, CUS 120
ELEANOR CALLEN-
Presents, Tapes, 56 555
BLUE NOTE
SAM RIVERS-Filiberto Swing Song, DLP 437, 4184
STANLEY TURRENTINE-Hustler!, DLP 4165, EST 4162
BRIDGESTONE
ROGER DAVIES-Dave's New Argentine Tan-
yo, BR 3005
PACIFICER, SYMPHONY NO. 2, OP. 46, SYMPHONY NO. 5, OP. 44-Postage Nat-
ional, G.R.C. (Halstead/Res.), BR 4505
SHRIKANTH-ORCHESTRA NO. 2 IN C
MIODOR, OP. 45-Heldinger Philharmonic
Sym. Orch. (Vancouver), BR 14064.
CAPITOL
RINGO STARR & ROSEMARY CLOONEY-That's
Together Two Best, T 2390, ST 2390
RON ELMAN-What Do You Do When You're
Young and White and Jew?ry?, T 2285, ST 2285
JACKIE GLEASON-The Last Dance
For Lovers Only, W 2144, SM 144
HERBY KAY-Bibliard Jewish Medley, T
1304, ST 1304a
DEAN MARTIN/SINAHA Conducts; T
1967, ST 1967
OUT LOUDER & HIS ROYAL CANADIANS
Present KENNY GARDNER, T 2209, ST
2209
HOWARD ROBERTS QUARTET-Something's
Licked, T 2277, ST 2277a
SEBASTIAN TEMPLE-Adios Belongs to the
Lone, T 2763, ST 2763a
FRANK SINATRA-Sings the Select Cole
Parker, W 2201, SM 2201
BILLY TAYLOR-Night Time Jive, T 2502, ST
2502
TENNESSEE ERNIE FORD-Let Me Talk With
You, T 2290, ST 2290
CHALLENGE
ROUND ROBIN-Lord of a Thousand Dances; LP
621
CRESCENT
GENE BARNES-Dance With Daddy "O", LP
999

COLUMBIA
ELEANOR ROOSEVELT-My Husband and I;
C 314
ANDY WILLIAMS-Deer Hunter, C 2328, C
7138
ORCHESTRA SERENADE Tropical-Reggae
Instrumentation, EX 5224, ES 1524
SANTTA MONTEF-Notas De Costa Rica; EX
5235, ES 1525

COMMAND
DICK HYMAN-Electric Kalediscophone; 85
475, ES 8739

DECCA
The Best of LOVE ARMSTRONG, D 309
1702
The Best of CARMEN CAVALLARO, D 309
1700
RINGO CROSBY-The Best of Ringo, D 309
1709
The BENNY GOODMAN Story, D 315; F
7110, D 3144; F 7149
The Best of JAZZ, D 315; F 7149
The Best of the FIVE SPOTS, D 3158
The Best of PIED MOUNTAIN AND THE
PERENNIALS, D 3158

DELUXE
J. D. MINTY & HIS JOE WILLIAMS-Strain
Doll Blues, D 809

DIT
BILLY WISDOM-Mexican Peace, DLP 3685,
OLP 3528
LAWRENCE WEBB-Meet and Banana, DLP
3627, OL P 3529

EPIC
ROY HAMILTON-You'll Never Walk Alone,
BN 622

FOLKWAY
A. L. CAMP Plays the Bag, BN 3125

* NATIONAL BREAKOUTS

SHE'S ABOUT A MOVER
Sir Douglas Quintet, Tribe 4301

* REGIONAL BREAKOUTS

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

BABY, PLEASE DON'T GO...
Them, Parrot 9727 (Seated, BMI) (Los Angeles)

DO IT WITH ALL YOUR HEART...
Dee Dee Warwick, Blue Rock 4503 (Southern, BMI) (Chicago)

APPLES AND BANANAS...
Lawrence Welk, Dot 16697 (Von Tiller, ASCAP) (Boston)

Gloria...
Them, Parrot 9727 (Hyde Park Fm2, ASCAP) (Los Angeles)

Since I Don't Have You...
Four Seasons, Van Joy 464 (Southern, BMI) (Dallas-Fort Worth)

It Was Nice...
Jimmy Hughes, Fame 4407 (Southern, BMI) (New Orleans)

T.C.B....
(Continued on next page)

BILLBOARD, April 3, 1965
From the George Stevens Production of
THE GREATEST STORY EVER TOLD
An inspiring theme destined to make record history

FERRANTE & TEICHER
PLAY THE THEME FROM
The GEORGE STEVENS Production
THE GREATEST STORY EVER TOLD
UNITED ARTISTS RECORDS
Crosby, McGuire, Goodman, Jolson, and their contemporaries were among the musicians who helped produce the first albums. This era, characterized by the rise of jazz and swing, produced some of the most iconic works in music history. Albums like The Temptations Sing Smokey, Kinks—Size, Weekend in London, and The 4 Seasons Enter T.V. were milestones in the development of the album format.

The text also mentions the emergence of new action LPs, such as Rimsy-Korsakov's Scheherazade, The Great Otis Redding Sings Soul Ballads, and The Roar of the Greasepaint—The Smell of the Crowd. These albums marked significant shifts in the music industry, with artists like John Barry playing Goldfinger, and the classic ballads of B. B. King

The text also highlights the rise of American boys like Charley Pride, who represented a new generation of country music. Other albums, such as Love Supreme and Baja Marimba Band, reflect the growing diversity of music genres.

The text concludes with a mention of albums that were available for sale, including The Executive's Pick: You're Gonna Miss Me, and The Executive's Pick: My Way. The album reviews section continues on the next page.
Billboard presents... its own
HORNBLOWER SERIES

A Collection of True-to-Life See Stories

THE QUARTERLY ADVERTISING LOG
January Through March, 1965

AUDITED
Billboard Sales Figures

NON-AUDITED
Cash Box Sales Figures

Pages of
PAID Advertising
Only
BILLBOARD 451

Pages of
PAID, RE-RUNS and FREE ADVERTISING
CASH BOX 416

* In the area of Music & Talent advertising alone—Billboard carried 24.6% more pages than Cash Box during the 1st quarter. Incontestable proof that advertisers throughout the world prefer and pay for the Quality Circulation, Penetration and Integrity offered only by Billboard.

Billboard

The only publication for the music-record industry providing "AUDITED" Sales and Circulation Figures.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week Ending 4/3/65</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>GOLDFINCH</td>
<td></td>
<td>RCA</td>
<td>17</td>
</tr>
<tr>
<td>2</td>
<td>MARY POPPINS</td>
<td></td>
<td>RCA</td>
<td>27</td>
</tr>
<tr>
<td>3</td>
<td>BEATLES '65</td>
<td></td>
<td>RCA</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>LO-V-E</td>
<td></td>
<td>Atlantic</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>WHERE DID OUR LOVE GO</td>
<td>The Four Freshmen</td>
<td>RCA</td>
<td>29</td>
</tr>
<tr>
<td>6</td>
<td>BLUE MOON</td>
<td>Bill Haley</td>
<td>RCA</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>LADY CAT</td>
<td>Leadbelles</td>
<td>RCA</td>
<td>9</td>
</tr>
<tr>
<td>8</td>
<td>YOU'VE LOST THAT LOVIN' FEEL</td>
<td>The Rolling Stones</td>
<td>RCA</td>
<td>11</td>
</tr>
<tr>
<td>9</td>
<td>THE BEACH BOYS CONCERT</td>
<td>The Beach Boys</td>
<td>RCA</td>
<td>15</td>
</tr>
<tr>
<td>10</td>
<td>MY LOVE FORGIVE ME</td>
<td>Ray Charles</td>
<td>RCA</td>
<td>15</td>
</tr>
<tr>
<td>11</td>
<td>DEAR HEART AND OTHER SONGS</td>
<td>Pat Boone</td>
<td>Imperial</td>
<td>10</td>
</tr>
<tr>
<td>12</td>
<td>PEOPLE</td>
<td>The King's Men</td>
<td>RCA</td>
<td>9</td>
</tr>
<tr>
<td>13</td>
<td>ONE MORE TIME</td>
<td>Sam Cooke</td>
<td>RCA</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>A LITTLE BIT OF HEAVEN</td>
<td>The Platters</td>
<td>Savoy</td>
<td>14</td>
</tr>
<tr>
<td>15</td>
<td>PEARLY SHELLS</td>
<td>The Everly Brothers</td>
<td>Dot</td>
<td>14</td>
</tr>
<tr>
<td>16</td>
<td>RIGHT NOW</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>DOWNTOWN</td>
<td>The Temptations</td>
<td>Motown</td>
<td>17</td>
</tr>
<tr>
<td>18</td>
<td>ROUSTABOUT</td>
<td>The Miracles</td>
<td>Capitol</td>
<td>21</td>
</tr>
<tr>
<td>19</td>
<td>THE BEATLES—A HARD DAY'S NIGHT</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>21</td>
</tr>
<tr>
<td>20</td>
<td>ELEPHANT WALKING</td>
<td>The Please</td>
<td>Capitol</td>
<td>21</td>
</tr>
<tr>
<td>21</td>
<td>LOU LOU</td>
<td>The Searchers</td>
<td>RCA</td>
<td>59</td>
</tr>
<tr>
<td>22</td>
<td>ALL IN THE BLEEDING</td>
<td>The Mamas &amp; the Papas</td>
<td>Atlantic</td>
<td>16</td>
</tr>
<tr>
<td>23</td>
<td>THE NANCYEntryPoint SHOW!</td>
<td>Nancy Sinatra</td>
<td>RCA</td>
<td>21</td>
</tr>
<tr>
<td>24</td>
<td>THE ROLLING STONES 12 X 5</td>
<td>The Rolling Stones</td>
<td>RCA</td>
<td>21</td>
</tr>
<tr>
<td>25</td>
<td>CHAD &amp; JEREMY YESTERDAY'S CONE</td>
<td>Chad &amp; Jeremy</td>
<td>28</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>JOAN BAEZ/</td>
<td>Joan Baez</td>
<td>RCA</td>
<td>28</td>
</tr>
<tr>
<td>27</td>
<td>GETZ/GILBERTO</td>
<td>Getz &amp; Gilberetto</td>
<td>Reprise</td>
<td>44</td>
</tr>
<tr>
<td>28</td>
<td>FERRY CROSS THE MERSEY</td>
<td>The Chantels</td>
<td>Mercury</td>
<td>44</td>
</tr>
<tr>
<td>29</td>
<td>GETZ &amp; AU CO</td>
<td>Getz &amp; Auco</td>
<td>Reprise</td>
<td>44</td>
</tr>
<tr>
<td>30</td>
<td>WE COULD</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>31</td>
<td>KNOCK ME OUT!</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>32</td>
<td>KINGSMAN</td>
<td>The Righteous Five</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>33</td>
<td>MY FAIR LADY</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>34</td>
<td>SHAKE</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>35</td>
<td>SAM COOKE AT THE COPA</td>
<td>Sam Cooke</td>
<td>RCA</td>
<td>23</td>
</tr>
<tr>
<td>36</td>
<td>THAT MONEY HORN SOUN...</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>37</td>
<td>PEOPLE</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>38</td>
<td>THE ZOMBIES</td>
<td>The Impressions</td>
<td>ABC</td>
<td>57</td>
</tr>
<tr>
<td>39</td>
<td>55 BOBBY VINTON'S GREATEST HITS</td>
<td>Bobby Vinton</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>JOHNNY RIVERS IN ACTION!</td>
<td>Johnny Rivers</td>
<td>Capitol</td>
<td>7</td>
</tr>
<tr>
<td>41</td>
<td>SOMETHING NEW</td>
<td>The Kinks</td>
<td>Capitol</td>
<td>35</td>
</tr>
<tr>
<td>42</td>
<td>STANDING OVATION</td>
<td>The Ronettes</td>
<td>Tower</td>
<td>10</td>
</tr>
<tr>
<td>43</td>
<td>SUGAR LIPS</td>
<td>The Yardbirds</td>
<td>Capitol</td>
<td>33</td>
</tr>
<tr>
<td>44</td>
<td>GREAT DIVIDEND</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>28</td>
</tr>
<tr>
<td>45</td>
<td>AND OTHER BROADWAY HITS</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>28</td>
</tr>
<tr>
<td>46</td>
<td>CALL ME IRRESPONSIBLE</td>
<td>The Everly Brothers</td>
<td>Dot</td>
<td>11</td>
</tr>
<tr>
<td>47</td>
<td>A BIT OF LIVERPOOL</td>
<td>The Four Freshmen</td>
<td>RCA</td>
<td>19</td>
</tr>
<tr>
<td>48</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>The Searchers</td>
<td>RCA</td>
<td>34</td>
</tr>
<tr>
<td>49</td>
<td>RAMBLIN' ROSE</td>
<td>Carl Perkins</td>
<td>Imperial</td>
<td>96</td>
</tr>
<tr>
<td>50</td>
<td>YOU HAVE LOOKED INTO YOUR HEART</td>
<td>Carl Perkins</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>THE SOUNDS OF MUSIC</td>
<td>The New Seekers</td>
<td>Emi</td>
<td>36</td>
</tr>
<tr>
<td>52</td>
<td>THE JIM REEVES WAY</td>
<td>The Jim Reeves</td>
<td>Capitol</td>
<td>6</td>
</tr>
<tr>
<td>53</td>
<td>COMMAND PERFORMANCE</td>
<td>The Four Freshmen</td>
<td>RCA</td>
<td>6</td>
</tr>
<tr>
<td>54</td>
<td>THE DOOR IS STILL OPEN TO MY GOLDEN BOY</td>
<td>The Four Freshmen</td>
<td>Capitol</td>
<td>21</td>
</tr>
<tr>
<td>55</td>
<td>THE NEW CHRISTMAS SONGS SING AND PLAY COWBOYS AND INDIANS</td>
<td>The New Christm</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>56</td>
<td>YOU REALIZE</td>
<td>The Five Satins</td>
<td>Capitol</td>
<td>17</td>
</tr>
<tr>
<td>57</td>
<td>CAN I TURN MY LIFE AROUND</td>
<td>The Four Freshmen</td>
<td>RCA</td>
<td>16</td>
</tr>
<tr>
<td>58</td>
<td>PETER, PAUL &amp; MARY IN CONCERT</td>
<td>Peter, Paul &amp; Mary</td>
<td>24</td>
<td></td>
</tr>
<tr>
<td>59</td>
<td>MOON RIPPLES AND OTHER GREAT HITS</td>
<td>The Rascals</td>
<td>152</td>
<td></td>
</tr>
<tr>
<td>60</td>
<td>FIGARO</td>
<td>The Heptones</td>
<td>Capitol</td>
<td>6</td>
</tr>
<tr>
<td>61</td>
<td>COTTAGE COUNTRY</td>
<td>The Louvin Brothers</td>
<td>RCA</td>
<td>71</td>
</tr>
<tr>
<td>62</td>
<td>I START OUT AT THE HEAD</td>
<td>The Five Satins</td>
<td>Capitol</td>
<td>71</td>
</tr>
<tr>
<td>63</td>
<td>GOING UP TO YOUR HEART</td>
<td>The Four Freshmen</td>
<td>RCA</td>
<td>71</td>
</tr>
<tr>
<td>64</td>
<td>LOUIE LOUIE</td>
<td>The Rat Pack</td>
<td>RCA</td>
<td>64</td>
</tr>
<tr>
<td>65</td>
<td>THE BEATLES SECOND STRING</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>35</td>
</tr>
<tr>
<td>66</td>
<td>IN THE WIND</td>
<td>The Soul Explorers</td>
<td>Capitol</td>
<td>35</td>
</tr>
<tr>
<td>67</td>
<td>92 ORIGINAL WINNERS OF 1964</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>76</td>
</tr>
<tr>
<td>68</td>
<td>UNFORGETTABLE</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>76</td>
</tr>
<tr>
<td>69</td>
<td>LOVE IS EVERYTHING</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>39</td>
</tr>
<tr>
<td>70</td>
<td>JANIS JOPLIN</td>
<td>Janis Joplin</td>
<td>Reprise</td>
<td>20</td>
</tr>
<tr>
<td>71</td>
<td>LICORICE STICK</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>33</td>
</tr>
<tr>
<td>72</td>
<td>KIMBERLY</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>33</td>
</tr>
<tr>
<td>73</td>
<td>TRINI LOPEZ</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>85</td>
</tr>
<tr>
<td>74</td>
<td>BIZET, CARMEN</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>85</td>
</tr>
<tr>
<td>75</td>
<td>I DON'T WANT TO BE HURT ANYMORE</td>
<td>The Four Seasons</td>
<td>26</td>
<td></td>
</tr>
<tr>
<td>76</td>
<td>THE SIDEWINDER</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>26</td>
</tr>
<tr>
<td>77</td>
<td>THE SUPREME SING COUNTRY WESTERN &amp; POP</td>
<td>The Four Seasons</td>
<td>26</td>
<td></td>
</tr>
<tr>
<td>78</td>
<td>THE BEATLES</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>26</td>
</tr>
<tr>
<td>79</td>
<td>THE PEOPLE'S CHOICE</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>12</td>
</tr>
<tr>
<td>80</td>
<td>MISTER LONELY</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>19</td>
</tr>
<tr>
<td>81</td>
<td>WEST SIDE STORY</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>18</td>
</tr>
<tr>
<td>82</td>
<td>JOHNNY RIVERS AT THE WHISKEY MEETING OF 1964</td>
<td>The Four Seasons</td>
<td>42</td>
<td></td>
</tr>
<tr>
<td>83</td>
<td>THE PINK PANTHER</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>42</td>
</tr>
<tr>
<td>84</td>
<td>FOLK TOPS</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>50</td>
</tr>
<tr>
<td>85</td>
<td>THEMES FROM THE JAMES BOND FESTIVAL OF 1964</td>
<td>The Four Seasons</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>86</td>
<td>THIS IS MY BOY</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>50</td>
</tr>
<tr>
<td>87</td>
<td>FRIENDLY RIVERS</td>
<td>The Four Seasons</td>
<td>Capitol</td>
<td>50</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station airplays by the Music Popularity Dept. of Record Market Research, Billboard.
"MY SINCERE THANKS TO THE CRITICS, D.J.'S, RECORD LIBRARIANS, COLLEGE STUDENTS AND THE LISTENING PUBLIC FOR MAKING 1965 ANOTHER GREAT YEAR."

AL HIRT

NOMINATED FOR TWO NARAS AWARDS
ALBUM OF THE YEAR ....................... COTTON CANDY
BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ) COTTON CANDY

SIX BEST SELLING CHART ALBUMS
BILLBOARD'S 1965 MUSIC ON CAMPUS
Favorite Solo Instrumentalist

BILLBOARD'S 1965 DISK JOCKEY POLL
Favorite Solo Instrumentalist
A MILLION SELLER $INGLE
NOW...becomes a
MILLION DOLLAR ALBUM!

IN STOCK NOW...
Contact Your ERA Distributor

ERA RECORDS
6515 Sunset Blvd., Hollywood 28, Calif. Area Code 213 • HO 6-1464--HO 6-2161
**NEW YORK — Andre Kos Tahoe and the New York Philharmonic have recorded a suite which was commissioned by Eastern Airlines from three American composers, Henry Cowell, Paul Creston and Alan Hovhaness. The recording is on the Columbia Special Projects, a service of Columbia Records, the company for which the Philharmonic and Kos Tahoe record exclusively.**

The commission is very much in the spirit of the recently published Rochester Brothers Fund Report on the Performing Arts Problems and Prospects which stated that the support of the arts has tended to shift in recent years from private citizens to business corporations.

When Kos Tahoe was first approached with the idea of a new score reflecting the soaring freedom of flight, he saw the three American composers.

The suite has four parts, of which Cowell and Hovhaness wrote one each, Creston, two.

**Commission Suite Waxd**

**Chicago Symphony’s Next: Recordings With Columbia**

**PHILADELPHIA — Eugene Ormandy and Lukas Stokowski, conductors who helped launch the outdoor Robin Hood Dell next season, will return to lead programs in its 36th season. Stokowski will open the city-sponsored free concert series June 21 with Prokofiev’s cantata, “Alexander Nevsky.” Ormandy will close the six-week season on July 29 with pianist Van Cliburn as soloist. The 20th Street Outdoor Hood Dell Symphony, which records under its own name, is comprised exclusively of players from the Philadelphia Orchestra. The six-week season is part of the 52-week playing contract the Philadelphia Orchestra Association has with the city. Beginning with the 1965-1966 season, the orchestra and symphony will be two performances by the Rose-Istomina-Stech Trio in which individual recital and chamber soloists as well as participants in trios and quintets like Marii Anderson will sing her farewell recital June 28, and toast Jan and Peter. The production will be held at the annual 5th Dell program July 8, Maurice Abravanel, conductor of the Utah Symphony, will have his Dell debut in two programs June 29 and July 1.**

**Segovia to Arts School Faculty**

WINSTON-SALEM — Guitarist Andres Segovia has joined the ranks of the staff of the North Carolina School of the Arts. The distinguished maestro will act as adviser and consultant for classical guitar.

Jesus Silva, upon recommendation of Segovia, has been appointed assistant professor of guitar at the school.

The school will be the first state-sponsored school of the performing arts in the U. S., according to Samuel W. B. Breden, president. It will open in September. A major in classical guitar will be offered. The school will grant high school diplomas and college degrees. Application for admission should be directed to: North Carolina School of the Arts, Box 4657, Winston - Salem, N. C.
Congratulations Clients

(Alphabetically if you please!)

The Four Freshmen

Billboard Disc Jockey Poll—Favorite Singing Group 1965
Grammy Nomination—Best Performance By A Vocal Group 1964
“MORE FOUR FRESHMEN AND 5 TROMBONES”

Henry Mancini

Billboard Music on Campus Award—No. 1 Orchestra on Campuses
(Second Consecutive Year)
Billboard Disc Jockey Poll—Best Popular LP Album—“DEAR HEART”

Grammy Nominations—Best Original Score Written For A Motion
Picture or TV—“PINK PANTHER”
Best Album Of The Year—“PINK PANTHER”
Best Song of the Year—“DEAR HEART”
Best Instrumental Composition—“PINK PANTHER”
Best Instrumental Performance—“PINK PANTHER”
Best Instrumental Arrangement—“PINK PANTHER”
Best Performance By A Chorus—“DEAR HEART”
(WHEW!)

New Christy Minstrels

Grammy Nomination—Best Folk Recording—“TODAY”

The Righteous Brothers

Billboard Disc Jockey Poll—Best Pop Single To Date 1965:
“You’ve Lost That Lovin’ Feelin’”

Billboard Disc Jockey Poll—Best New Singing Group
Grammy Nomination—Best Rock ‘N Roll Record—“You’ve Lost
That Lovin’ Feelin’”

PERENCHIO
ARTISTS, LTD.
BEVERLY HILLS • CHICAGO • NEW YORK
### Billboard Special Survey for Week Ending 4/3/65

<table>
<thead>
<tr>
<th>#</th>
<th>Artist, Title, Label &amp; No.</th>
<th>Peak Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1. BILLY'S LP (M)</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>2. Gotta LP (M)</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>3. LP (M)</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>4. WHERE DID OUR LOVE GO?</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>5. GONNA BE MINE</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>6. BOBBY BYRD</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>7. BIG SPOTS</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>8. ODD BABY BABY</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>9. SWEET BEEES LP (M)</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>10. IF I SUMMERTIME WAS ALL YEAR AROUND</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>11. WE ARE IN LOVE</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>12. THE CLAPTON SONG</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>13. I'M GONNA COME</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>14. DON'T WANT TOO LONG</td>
<td>14</td>
</tr>
<tr>
<td>15</td>
<td>15. EVERY NIGHT, EVERY DAY</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>16. I'M IN LOVE WITH YOU</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>17. SMOKE, SMOKE, SMOKE</td>
<td>17</td>
</tr>
<tr>
<td>18</td>
<td>18. AM I THE ONE</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td>19. BOB &amp; ROY</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>20. I CAN'T HURT ME NO MORE</td>
<td>20</td>
</tr>
<tr>
<td>21</td>
<td>21. THE BIRDLS WORKS FOR ME</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td>22. SMOKE, SMOKE, SMOKE</td>
<td>22</td>
</tr>
<tr>
<td>23</td>
<td>23. I'M ALONE</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>24. COME SEE</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td>25. NOWHERE TO RUN</td>
<td>25</td>
</tr>
<tr>
<td>26</td>
<td>26. I'M THE ONE</td>
<td>26</td>
</tr>
<tr>
<td>27</td>
<td>27. IF I SUMMERTIME WAS ALL YEAR AROUND</td>
<td>27</td>
</tr>
<tr>
<td>28</td>
<td>28. ODD BABY BABY</td>
<td>28</td>
</tr>
<tr>
<td>29</td>
<td>29. I'M GONNA COME</td>
<td>29</td>
</tr>
<tr>
<td>30</td>
<td>30. WE ARE IN LOVE</td>
<td>30</td>
</tr>
<tr>
<td>31</td>
<td>31. I'M IN LOVE WITH YOU</td>
<td>31</td>
</tr>
<tr>
<td>32</td>
<td>32. DON'T WANT TOO LONG</td>
<td>32</td>
</tr>
<tr>
<td>33</td>
<td>33. EVERY NIGHT, EVERY DAY</td>
<td>33</td>
</tr>
<tr>
<td>34</td>
<td>34. I'M IN LOVE WITH YOU</td>
<td>34</td>
</tr>
<tr>
<td>35</td>
<td>35. SMOKE, SMOKE, SMOKE</td>
<td>35</td>
</tr>
<tr>
<td>36</td>
<td>36. AM I THE ONE</td>
<td>36</td>
</tr>
<tr>
<td>37</td>
<td>37. BOB &amp; ROY</td>
<td>37</td>
</tr>
<tr>
<td>38</td>
<td>38. I CAN'T HURT ME NO MORE</td>
<td>38</td>
</tr>
</tbody>
</table>

### Other records registering solid sales in various markets and appearing to be a week away from meeting a listing on the national Hot 100 chart above. All records on the chart are eligible for a listing here.

**Ain't No Telling**

Bobby Bland, Duke 390

**Billy's Bag**

Billy Preston, Vee Jay 653

**Crying Man**

Lenny Loeb, Backbeat 542

**Spiritual LP's**

1. On the Banks of Jordan, Vol. 4
2. Amen
3. Peace, Be Still, Vol. 3
4. Heaven, That Will Be Good Enough for Me
5. A Brighter Side

**Dj Spotlight**

Bill Curtis, Program Director, WJFU, Buffalo

Bill Curtis' first assignment before a hike was as a presser. The Buffalo program director worked with various bands before getting his DJ start with WJFU in Buffalo. As such, he was an important DJ at WJFU, Buffalo, NY, before he went on to another St. Louis-based radio station in 1965. Bill attended Hampton University and Virginia Union University, served in the U. S. Air Force in World War II. He is married and has two daughters. When time permits, he returns by playing golf and painting.

### 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.
THESE STATIONS ALL AGREE—IT'S A HIT!

In Chicago—WLS. In Detroit—WKNR, CKLW. In San Francisco—KEWB. Also happening in these important markets: Los Angeles, Nashville, Atlanta.

HOW ABOUT YOUR AREA?

EXPLODING FROM COAST—TO—COAST!

SHAKIN' ALL OVER THE GUESS WHO'S

SCEPTER 1295

SCEPTER RECORDS, INC. 254 West 54th Street, New York, N. Y. 10019
Nashville NARAS Chapter Hyped Up on Trophy Battle

NASHVILLE—For the first time in the history of the NARAS awards, Music City trademen find themselves right in the thick of the trophy battle due to the increased NARAS edw awards from one to six categories. Local chapter members are well into plans for the first annual Nashville NARAS Awards Party set to coincide with similar affairs in

Long Shows Tab 76G in Four Cities

NASHVILLE — Six edw shows packaged by the Hubert Long Talent Agency for four cities on the weekend of March 13 grossed almost $76,000.

Headliners on the shows, which played Charlotte, N. C.; Jacksonville, Fla.; Tampa, Fla., and St. Louis, were Bill Anderson, Carl Smith, Sonny Devos, Marty Robbins, Roy Drusky, Dave Daley, Ray Price, the Wilburn Brothers, Connie Smith, the Willis Brothers, Minnie Pearl, Faron Young, Del Reeves, Melba Montgomery, Carl Smith and Stonewall Jackson.

The Tampa show was a station WMRD all-edw radio promotion, and the Jacksonville show was WOJQ-Radio's ninth anniversary party.

New York, Los Angeles and Chicago April 13.

"Interest in the NARAS awards has jumped to fever pitch here," declared Cedarwood Publishing President Bill Denby, who serves as local chapter secretary. Last year Cedarwood nabbed the only country trophy with "Detroit City," by Bobby Bare and RCA Victor, winning in the West C&W Record of the Year category.

To expand the scope of its activities, NARAS this year includes six edw categories: Best C&W Single, Best C&W Album, Best C&W Vocal Performance by a Female Artist, Best C&W Vocal Performance by a Male Artist, Best C&W Song and Best C&W Artist of 1964.

The Music City NARAS chapter, which marks the beginning of its second year on the party, has several nominees in the above categories. The chapter also has nominees in various other non-edw categories.

Denny stated that the local chapter expects to have one or more award winners on the NARAS-produced TV show, "The Best On Record," set for sometime in May.

The Nashville NARAS awards party will be held at the Carousel, local supper club here. Denny said Tex Ritter is being sought for the affair, which will feature songs nominating awards with the nominees (Continued on page 44)
MY SINCERE THANKS TO NARAS FOR THE NOMINATIONS

Best New C&W Artist of 1964
"ONCE A DAY"
Best C&W Single
Best C&W Performance (Female)
Best C&W Song

Connie Smith

RCA VICTOR

DIRECTION: WIL-HELM AGENCY
801 16th Ave. So., Nashville, Tennessee. 244-1401
**PRODUCTIONS, YOU**

Downey, Chantay's God

812

#10

Just My Lakewood-128

by

Record

by

THE

OUR

WHERE

Blvd.

SAINTS

TALK

ANGELS

BEAR

MAY

b:

Joy

TONES

RECORDS

THE

Opry" brought been

secretary-

executive

with

Productions,

Tree

BROADEN

his

pop

program

and

time

Nashville

857

855

4.

Adds

the

Joyce

and Hal

Bush)

Talent

manager

in

producer

in

era

cided

period

herited

9.

7.

Wishful

Love

Webb

Pierce

were

WILLIE NELSON, writer of such hits as "Hello, Walls," looks over a new contract before re-signing in Nashville. Watching the RCA Victor recording artist are, left to right, Wayland Stubblefield, Pamper promotion man, Hal Smith, Chantay's Artists' Productions, and Hal Smith, Pamper's general manager.

**Stapp Adds New Talent To Broaden Label's Line**

- Continued from page 3

of country, pop and rhythm and blues.

With Stapp in the management of Tree and Dial is Buddy Killen, executive vice-president, and Joyce Bush, Tree Music secretary-treasurer. Joyce Bush (Mrs. Carter Ray Bush) has been with Stapp for 13 years, including his time as manager of WSM's program and while he was with WADA.

While at WSM, Stapp brought to the "Grand Ole Opry" Faron Young, Skeeter Davis, Marty Robbins, Jim Reeves, Ray Price, Jean Shepard, Hawkshaw Hawkins, Johnny Cash and dozens of others. This period of Stapp's career coincided with the great traditional era of country music—when it reached its peak as a self-contained musical-cultural entity.

Nashville-born, Stapp grew up in Atlanta. He joined CBS in New York, becoming program producer and handling several top shows. He subsequently became evening network manager and then production manager of CBS network. From CBS he moved to Nashville to take charge of WSM's programming, including the "Opry." While directing programming he organized a large staff orchestra and fool many network shows coast to coast. He produced as many as seven different live network programs weekly.

**B. E. Wilburn Dies at 68**

NASHVILLE — B. E. Wilburn, head of a family of c&w entertainers which includes the Decca Records duo of Teddy and Doyle, the Wilburn Brothers, musicians Leslie and Leta, and a now-retired daughter, Mrs. Geraldine Grisham, of Hot Springs, Ark., died March 21 at the age of 68. He had been ill almost a year. He is also survived by his widow.

The deceased retired from the entertainment business 12 years ago after managing the Wilburn Family act which featured the four boys and the girl. About

**Attention, Disc Jockeys and Distributors**

MUSIC RECORDS PRESENTS MONTY LEE

"LOVE IS WHERE THE HEART IS"

"TEENAGE MEMORY"

Management: BOB NEAL AGENCY

**NEW SPIRITUAL RELEASES**

HEAR OUR BLESSED SAVIOUR

JUST LIVE THE LIFE

BY BELLS OF JOY (Nashboro 855)

ARE YOU READY

FRIENDS TALK ABOUT ME

BY SUPREME ANGELS (Nashboro 514)

WHEN THE SAINTS GO MARCHING IN

JUSt LOOK IN THE BOOK

BY MIGHTY GOLDEN TONES (Nashboro 855)

MY HOME IN GLORY

BY BROTHER MAY (Nashboro 855)

MUST JESUS BEAR THE CROSS

 BY BROTHER MAY (Nashboro 855)

**GOD CAN DO WHAT YOU NEED**

BY PROF. HAROLD BOGGS (Nashboro 857)

**MY LOVING MOTHER PRAYED**

BY PROF. HAROLD BOGGS (Nashboro 857)

NASHBORO RECORDS, NASHVILLE, TENNESSEE

**DICKENS FANS A LOYAL LOT**

NASHVILLE—Dr. and Mrs. J. E. Stevenson, of Alhambra, Calif., are country music fans of the first order. In a recent letter to W. E. (Lucy) Moeller, president of Moeller Talent, Inc., here, for example, the Stewarson questioned information regarding Little Jimmy Dickens' itinerary "from now until June." Mrs. Stevenson explained the request this way: "We want as many of his shows as possible, even though he might only be an hour away. That's a small weekend trip for us." A large weekend trip looms ahead for the Stevensons if they take in Little Jimmy's shows within the next month or so. Jimmy tours Europe and U. S. military installations March 26 through May 2.

**Webb Pierce On Suspense**

NASHVILLE—Webb Pierce, one of country and western music's biggest names, appears on nationwide television Thursday (1) in a featured role on NBC's "Suspense Theater."

The singer will star in a story entitled "The Green Felt Jungle," along with Leslie Nelson and MacDonald Carey, and will be cast as a hotel chain owner in a gambling spree in Las Vegas.

Pierce also recently completed filming of the role of a movie, "Country Music at the Opera," in which he will be a featured performer along with several other country music names.

**Long Shows**

- Continued from page 42

not performing the material whenever possible.

As in the other cities, Nash- ville members will not know who the winners are until they are announced. A New York accounting firm, Haskins & Sells, will hold the secret names and the firm will have representatives at each party to present the sealed envelopes to whoever makes the presentations.

Working out details for the event here are NARAS executives Robert Finney, secretary, and Harold Bradley, president; Lester Rose, of Hickory Records, treasurer; and Robert Long, of Ho- berts Talent, and Ross Sells, executive secretary, and Ross Sells, executive secretary, and Ross Sells, executive secretary, and Ross Sells, executive secretary, and Ross Sells, executive secretary.

The time of his retirement, deceased his family here from Shreveport, La.

**Announcing the Re-Release of TRES RECORDGRAM**

Alerting the industry of our New Releases Direct page. Will send easy to anybody in the industry by request.

JOYE MILLER

TREES PROMOTIONS, INC.
6232 Sylva Avenue
Hollywood 28, Calif. NO 3-8161

**"AT LAST"...**

A REAL COLLECTORS ITEM FOR THE 1,000's of Jolson Fans.

An hitherto unreleased recording on 45 rpm., by the one and only

**"AL JOLSON"**

**"LOVE ME DO"**

**"ONE MORE SONG"**

Exurgy by Harry Jolson

Cover by Jolson

Sealmer PA201

Don't miss another moment. It must sell. A rare early market will exist for this item. High discounts to dealers. Free sample copies available. Write to Distributors, contact at Jolson.
"RAVES" FROM THE PRESS BOTH HERE AND ABROAD!

"... it should surely become a standard work of reference on the shelves of anyone whose business is American or European music."

Record Retailer

"It's the most complete and knowing reference work for the music and record industry that I've ever encountered."

Music Business

"... and exhaustive tome on the workings of the industry, explaining the rights and obligations of those participating in it. It has the answers to millions of tricky music business questions."

New Musical Express

A TRULY VITAL NEW VOLUME DESIGNED TO BECOME AS BASIC AND INDISPENSABLE A TOOL FOR THE MUSIC INDUSTRY AS THE DICTIONARY IS FOR THE WRITING PROFESSION.

$12.50 per copy
420 pages—6 1/8 x 9 1/4

Twenty-nine all-encompassing chapters covering every aspect of the music business from artist contracts to frozen funds in foreign record deals... from rights of privacy to musical commercials... from taxation and capital gains to the cost of a demo.

In addition, over 190 pages of forms and appendixes supply working samples of contracts, licenses, writer and publisher applications, agreements and payment formulas as well as verbatim texts of copyright statutes and regulations.

ORDER NOW

Billboard—Book Division, Dept. 8039, 2160 Patterson St., Cincinnati, Ohio 45214

THIS BUSINESS OF MUSIC, $12.50 per copy

☐ Please ship _______ copies of This Business of Music & bill me for $12.50 per copy, plus shipping. (4% tax for N.Y.C. and Calif. residents.)
☐ I prefer to save shipping charges and have enclosed my check in advance. (N.Y.C. and Calif. residents add 4% tax.)

Ship to: (please print) ________________________________________________________________

Address ________________________________________________________________

City, State and Zip Code ____________________________________________________________

Copyrighted material
Panel Calls for Wider Programming

But Industry Problems Go Untouched

WASHINGTON — "Recordings of all sorts, 'talk Radio,' was the Record Industry Association of America's discussion presentation at the NAB convention Tuesday.

Panelists were Capital Records' Stan Kenton, RCA Victor's Morton Gould and Mercury's Lewis Van Dyke. RIAA President Henry Brief moderated.

All three of the artists were basically in favor of radio stations widening their programming to appeal to a more varied audience. The consensus was stated by Gould, who felt that mixing country, jazz, classical and pop records to a greater degree would increase a station's audience.

"I'm not too sure you'd lose a listener just because you played a record from another category," Gould said to the audience.

Van Dyke, representing country music, said he'd be the "last one" to suggest every station should program country music all day. "But I do suggest mixing a few country records with others," Van Dyke added.

A popular music station could broaden its base and nail a few extra listeners, he said.

A note of caution was struck by Kenton. He felt radio stations have a characteristic all their own, a "personality," and that if the stations widened their programming too much it stood the risk of having, "the audience switch off.

Van Dyke agreed that stations should program records and music that are "...at the same time there should be some blending" of the records played. So many country songs make the pop charts and pop numbers, totally unexpectedly, make the country charts. The country station could program the pop artist who records country songs and vice-versa.

It's hard to draw the line between rock and country music, Kenton said, and even variation sometimes within a musical category than between categories...

(Continued on page 48)

Cleveland — The Cleveland radio picture is developing into one of major change for the key radio-record market.

The recent FCC announcement clearing the path for the exchange of Group A's KKYW in Cleveland and NBC's WRCV in Philadelphia, has seemingly eased the tension at Metro Media's WHK. The contemporary music format station, which has been refining the ratings "roost" for the past four years, has been facing the loss of a "renamed" KKYW. The Group W $2,000-watt is now solidly tops in the market, enjoying its highest all-day average, according to Ken Draper, WHK Vice-President and General Manager. Jack Thayer and Scott Barton are awaiting the RKO General appeal at the U. S. Appeals Court against the switch order with the hope it will not hold up the exchange of the stations.

The switcheroo, the first to the history of broadcasting, will benefit NBC. Back into the market with a pop-standard (middle-of-the-road) format, if the same

Cleveland and Turmoil

For further details see "Talk Radio, The Inventive, Noisy, New "Ratings" and "Positive Selling" were the chief topics explored at the hastily organized discussion session on radio programming at the NAB convention. This year, as in the past three years, Milton Herson's Mark Century Foundation was tied to a select group of broadcasters for the broadcast management.

Guest panelists were Allan Slaght, vice-president, program director, with CHICAGO's H. D. (Bud) Newirth, vice-president and director of Metro Radio Sales; Robert Atkinson, vice-president, C. E. Hooper, and Frank Henry, president of Mark Century.

Slaght said that Canadian radio is "most imaginative" than its counterparts in the U. S. He illustrated this with several highly imaginative moves such as checking off the differences between Canadian and U. S. radio programs.

(Continued on page 48)

Station Do Bit in Memory of Cole

READING, Pa.—More and more radio stations are paying tribute to the memory of Nat King Cole by holding fund-raisers, donating air time and broadcasting live sessions.

WRIT, Reading, was instrumental in getting radio stations to the American Cancer Society through an intensive 24-hour appeal. Each station helped appealed for pledges during his show, "This Morning." Most of Cole's hits, the Berkley County, Pennsylvania. Unit of the ACS will be interviewed on the station.

The air dates were conceived by Dick Pailey, WRAT station manager, and Scott Wallace, station promotion manager.

West Coast deejay Jack Carney, long an admirer of Cole, organized a benefit at San Francisco's Off Broadway club with every part of the show donated. Cole himself donated the food. All the talent currently appearing in the Bay City put on the show, with local merchants donating gifts for auction. Colonel Parker which held daily on KSFO, came up with a talent roster which included Barbra Streisand, Marvin Gaye, Gale Garnett, Flamenco Dancers, cast from the Fantasticks, plus John Gary, head of the Purple Onion.

The show opened at $25 per couple were sold out the first day. The money went to the ACS for the Cancer Research Program.

WIP in Philadelphia, conducted a similar benefit several weeks ago on behalf of cancer research, in the name of the late singer Burt Bacharach.

In addition to the work of the ACS, the Nat King Cole Cancer Research Foundation was created at Hollywood for research.

Panel Calls for Wider Programming

But Industry Problems Go Untouched

WASHINGTON — "Recordings of all sorts, 'talk Radio,' was the Record Industry Association of America's discussion presentation at the NAB convention Tuesday.

Panelists were Capital Records' Stan Kenton, RCA Victor's Morton Gould and Mercury's Lewis Van Dyke. RIAA President Henry Brief moderated.

All three of the artists were basically in favor of radio stations widening their programming to appeal to a more varied audience. The consensus was stated by Gould, who felt that mixing country, jazz, classical and pop records to a greater degree would increase a station's audience.

"I'm not too sure you'd lose a listener just because you played a record from another category," Gould said to the audience.

Van Dyke, representing country music, said he'd be the "last one" to suggest every station should program country music all day. "But I do suggest mixing a few country records with others," Van Dyke added.

A popular music station could broaden its base and nail a few extra listeners, he said.

A note of caution was struck by Kenton. He felt radio stations have a characteristic all their own, a "personality," and that if the stations widened their programming too much it stood the risk of having, "the audience switch off.

Van Dyke agreed that stations should program records and music that are "...at the same time there should be some blending" of the records played. So many country songs make the pop charts and pop numbers, totally unexpectedly, make the country charts. The country station could program the pop artist who records country songs and vice-versa.

It's hard to draw the line between rock and country music, Kenton said, and even variation sometimes within a musical category than between categories...

(Continued on page 48)

Cleveland — The Cleveland radio picture is developing into one of major change for the key radio-record market.

The recent FCC announcement clearing the path for the exchange of Group A's KKYW in Cleveland and NBC's WRCV in Philadelphia, has seemingly eased the tension at Metro Media's WHK. The contemporary music format station, which has been refining the ratings "roost" for the past four years, has been facing the loss of a "renamed" KKYW. The Group W $2,000-watt is now solidly tops in the market, enjoying its highest all-day average, according to Ken Draper, WHK Vice-President and General Manager. Jack Thayer and Scott Barton are awaiting the RKO General appeal at the U. S. Appeals Court against the switch order with the hope it will not hold up the exchange of the stations.

The switcheroo, the first to the history of broadcasting, will benefit NBC. Back into the market with a pop-standard (middle-of-the-road) format, if the same
KHJ Takes First Step in Contemporary Direction

HOLLYWOOD—KOOL General has taken the first step toward building KHJ into a contemporary -- music formatted station. The switch from a pop standard format is scheduled for late April.

The station's program director is Ken Devaney, former format executive with Crotwell-Colliver. His right-hand man handling programming is Bill Drake, who remains a key program director for the Chumblay chain (KHJ, San Diego and KXXN, Fresno).

First rock DJ's hired are Crotwell-Colliver Roger Christian (replacing Paul Compton, shifted to midnight) Sam Riddle (KFWB) and Gary Mack from KRLA with Don Steele program director-DJ (KEWB). Joanne started a jointing to replace Don Ross in the afternoon slot. Reportedly next into the camp in KEWB's Bill Balian.

As the extolling of musical chairs continues -- Bobby Dale quits KRLA to go north to San Francisco's KEWB. Bill Balian is shifting from weekend work to KFDB's late night slot.

Most second part -- timer Frank Evans Riddle assumes his slot upon returning from taping a TV special in England. He is already working for KTVI with two teen dance shows.

Also receiving termination notice is DJ Tony Amato, who departs when his past runs out in April. The first consummates was Jules Jackson and Joe Dolin. The station's new music operation, under director Art Kevin, is dropping three men and will eliminate daily in-depth coverage. KHJ will offer station-sponsored rock and jazz shows, a morning drive program and two new music shows. The day's music will be reduced to 14 hours.

Drake, who joins new program director-DJ (KEWB), has been working with Joel Daniels, who will be joining the station's release pool.

Among the interests is the station's ad department, who will be scouting the scene to expand the station's reach in the city.

The station's Thursday night show, "Cavalcade of Hits," in the 9-11 p.m. time slot, is being reprised with an altered format. The station will be changing its call letters to WJOY, and will be changing to a more diverse format. The station will be changing its call letters to WJOY, and will be changing to a more diverse format.

MIDWEST ROAD SINGLES

The following singles, selected from the current hit list, are the most popular music recordings currently played on radio stations throughout the Midwest.

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>&quot;That's All&quot;</td>
<td>Bobby Darin</td>
<td>ABC Records</td>
</tr>
<tr>
<td>2.</td>
<td>&quot;The Race Is On&quot;</td>
<td>Jesse James</td>
<td>ABC Records</td>
</tr>
<tr>
<td>4.</td>
<td>&quot;My Girl&quot;</td>
<td>The Temptations</td>
<td>Motown Records</td>
</tr>
<tr>
<td>5.</td>
<td>&quot;I Can't Help Myself (Sugar Pie, Honey Bunch)&quot;</td>
<td>Four Tops</td>
<td>Motown Records</td>
</tr>
<tr>
<td>6.</td>
<td>&quot;I'm Just a Lonely Boy&quot;</td>
<td>The Kinks</td>
<td>RCA Records</td>
</tr>
<tr>
<td>7.</td>
<td>&quot;It's Now or Never&quot;</td>
<td>Tom Jones</td>
<td>Decca Records</td>
</tr>
<tr>
<td>8.</td>
<td>&quot;A Lover's Holiday&quot;</td>
<td>The Beach Boys</td>
<td>Capitol Records</td>
</tr>
<tr>
<td>9.</td>
<td>&quot;Don't Make Me Over&quot;</td>
<td>Nancy Wilson</td>
<td>Atlantic Records</td>
</tr>
</tbody>
</table>

LISTENERS ASKED TO TELL THE TRUTH

JAMESTOWN, N. D. -- KJSB is a community service. A 3-foot, 8-inch cherry pie was displayed at a local church for the station's annual pie contest. The pie was delivered to the N.D. State Penitentiary to be eaten by the inmates.

The station's annual pie contest was held at the end of the year. The winning pie was selected by listeners and judges from a variety of pies submitted by the station's audience.

The station also hosted a pie eating contest with the winner receiving a prize. The event was open to both members of the public and station staff.

The station's annual pie contest was held at the end of the year.

The station also hosted a pie eating contest with the winner receiving a prize. The event was open to both members of the public and station staff.

The station's annual pie contest was held at the end of the year.

The station also hosted a pie eating contest with the winner receiving a prize. The event was open to both members of the public and station staff.

The station's annual pie contest was held at the end of the year.

The station also hosted a pie eating contest with the winner receiving a prize. The event was open to both members of the public and station staff.

The station's annual pie contest was held at the end of the year.

The station also hosted a pie eating contest with the winner receiving a prize. The event was open to both members of the public and station staff.
pattern holds true set up by Mike Joseph, vice-president of NBC-owned radio stations, for the other odo's. In any event, WJKB should have the contemporary music field to itself when KYW leaves.

There are strong indications, however, that if RKO delays much longer in hookup may cause change at WHK. Meanwhile, KYW, despite a racy ratings picture, the station is also experiencing some problems with the departure of a major air personality, Jim Stagg.

Stagg, KYW's top-rated after midday this month was fired by station general manager Perry Bassom for having his name on a license of a radio station in San Francisco.

Amid the KYW melee and the haircut placed on Jim Stagg is slowly making itself felt in the market. WQAR, long thought a viable station, has not been winning anything in its daily fare. The 50,000-watt NBC affiliate is being troubled by the fact that. Paul Gilday, assistant manager James Holsten (a KYW alum) is experimenting with a line standard music approach into a modern pop standard (country) format.

Unconfirmed reports circulating in broadcast circles say that KYW's management has not removed the precedent of not taking the net affiliation from WGAR when its own NBC sta-

### STATIONS BY FORMAT

<table>
<thead>
<tr>
<th>Top Stations</th>
<th>Top Disk Jockeys</th>
<th>Call Letters</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MEMPHIS</strong></td>
<td><strong>NERE</strong></td>
<td>WHJK</td>
<td>33%</td>
</tr>
<tr>
<td><strong>TOP STATIONS</strong></td>
<td><strong>TOP DISK JOCKEYS</strong></td>
<td>WSMH</td>
<td>25%</td>
</tr>
<tr>
<td><strong>CLASSICAL</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CONSERVATIVE</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>RA&amp;B</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CA&amp;W</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CLASSICAL</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CONSERVATIVE</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>RA&amp;B</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CA&amp;W</strong></td>
<td><strong>KWMJ</strong></td>
<td>WWHO</td>
<td>14%</td>
</tr>
</tbody>
</table>

### NAB Panel on Radio Programming

CHUM's and other Canadian station programmers to hear the CHUM, which plays contemporary music as it is only at night, "talks" 6 p.m. to 2 a.m. for CHUM in push, an in-program, with a "Speak Your Mind" program, occupying the 10 to midnight slot.

Editorializing and "hard to talk" situations are not the only contributing factors to the sound success of Canadian radio, according to this week's CHUM, however, does not talk its ratings when it comes to promoting the music it plays. The station dis- 

### NAB Panel on Radio Programming

**NEW YORK — Billboard's Stations by Format Report**

This week, Radio Handbook was unveiled at the NAB convention in Washington last week.

The Handbook comprises cross-referenced information on the station titles, personnel and formats of the 350 stations in 40 markets and 1,347 air personalities.

Designed for the Handbook will be made to 360 advertising agency radio and television, national accounts.

Priced at $42.50, the Hand- book is available to subscribe to upscale buyers of the information from the Stations by Format Report. Ratings charts printed each week.

### NAB Panel on Radio Programming

**NEW YORK — The major trend in Canadian radio is talk. No "Hi Parade" station is No. 1 in its market in Canada," he pointed out.

Newnich stresses the impor-

### NAB Panel on Radio Programming

**NEW YORK — The major trend in Canadian radio is talk. No "Hi Parade" station is No. 1 in its market in Canada," he pointed out.

Newnich stresses the impor-

### NAB Panel on Radio Programming

**NEW YORK — The major trend in Canadian radio is talk. No "Hi Parade" station is No. 1 in its market in Canada," he pointed out.

Newnich stresses the impor-
**EQUIPMENT NEWSLETTER**

**Dealers Told Don't Miss TV Boat**

By DAVID LACIENBRUCH

Contributing Editor

This column has often espoused the idea of the television set being an integral part of the audio dealer or the television dealer. For the couple of years I've been writing in Billboard, I've written of the audio dealer who has sat out the television boom has an ideal second chance to get aboard—specifically, the coming boom in color television.

**COLOR TELEVISION** and high-class audio equipment have something very real in common. They're both high fidelity—high fidelity sound and high fidelity picture. Of course, that "coming boom" in color TV is here now. It's a vibrant, rampaging boom which is going to tax the industry's ability to produce it. It's a boom which, in terms of dollar volume, is going to become the biggest groundswell in the history of any product for the American home.

In 1966, the dollar volume of purchases of color TV will pass the volume of black-and-white television purchases. By 1968 color's dollar volume should exceed that of black-and-white's biggest year. This means that, second only to the automobile, the color television set will be the ne plus ultra purchase Americans will be making.

How big will color be in the next few years? For Television Digest, a newsletter with which I am fairly gainfully employed, I sent a questionnaire to 20 manufacturers, as reported to manufacturers and networks asking their opinions of the color market in the next six years. Replies were received from 14 of the 20. The medium estimates give a reasonable consensus of what the industry is expecting.

The industry thought it would be 1,240,000 color sets last year. The industry expects to sell 2.1 million sets this year, 2,820,000 in 1966, 3.2 million in 1967, 4.2 million in 1968, 5.6 million in 1969 and 7.5 million in 1970. Thus, manufacturers and networks are of the opinion that the color market is on the upswing in demand within the next six years. On the contrary, color will be an increasing, growing market during this time. Even by the end of 1970, on the basis of these color sets, color will be one of every five per cent of American television homes.

This year it's almost certain that sales of color sets willbe 30 per cent of the total, and only 10 per cent of picture tubes. Markups should be relatively high—there's no reason to cut prices in a consumer product. Despite the story about the $379, $599, $399, $349 consumer buying has been concentrated at the $500-and-above level. The price tag "in can" models have not been selling well; the consumer is perfectly content to pay a little extra for a television set that has a good picture, good sound, and good value afterward, this machine is going into the living room.

On top of the consumer's willingness to move up into the wood furniture models is the added factor of installation. In some areas, a rabble of installers is perfectly satisfied with a sound piece of furniture. color almost always demands a first-rate outdoor antenna.

**THE CONSUMER** knows he's going to have to spend good money for a color set. He knows he's going to have to spend an additional amount for installation. He's willing to do it, because he wants color and he wants it badly.

Too bad this great opportunity is left largely to refrigerator dealers. The home entertainment dealer should be in the vanguard of color television sales. He's the fellow who can demonstrate and sell color TV in the atmospheres it deserves.

I walked into Korvette's the other day. Several color TV sets were lined up on the floor, all with color pictures on them—the most horrid, ghastly color pictures I've ever seen, and I've seen some pretty bad ones. A good picture could not be obtained by turning the knobs. The next thing you know, they were putting the sets on the basis of the introduction is beyond me. And yet Korvette's does not sell color sets for appreciably less than anyone else.

**ON THE OTHER HAND**, Korvette has a fine line sales in which and equipment is demonstrated in carefully controlled surroundings. And yet color TV is sold like an appliance. A refrigerator dealer will make more money on a color TV set than on an antenna. A color TV set won't make high fidelity pictures without one.

The moral of this story: If you can sell $850 color sets at or near list price without a proper installation and without personal salesmanship, just think what you can do with these ingredients.

Many audio dealers have shown TV because "margins are too low" or "it's a rat race" or because of some strange and mystifying personal prejudice against electronically transmitting pictures. The complaints about low margins and rat races need not be any longer a prejudice; the prejudices are great. If you can still afford it.

Ice box merchants can sell color sets without the proper demonstration or sales talk, just think what a complete home entertainment dealer could do. If you haven't dipped your toes into the home visual entertainment medium recently, now is a good time to get started. Otherwise, next time you know, your friendly local home entertainment dealer will be having a sale on original cast computer television home tapes.

Hi Fi is for the high life well as the ear-drums. For those who accept this fact there are great days ahead.

**RCA Interim Group Has Much for Record Dealer**

By Ray Brack

CHICAGO — Fifteen lower price category items introduced by RCA Victor here last week appear well-suited to the record dealer's home entertainment product line inventory.

The mid-season introduction included 11 portrait television sets priced under $150. They range from the "Debonair" (AG129) 25-inch set at $135 to the "Envoy" (AG167) 19-inch model at $249.95.

For the low-cost portrait solid-state phonographs were also introduced. These include the "Effie" (VGP30), manual mono at $19.95; the "Charm" (VGP111), automatic manual mono at $49.95, and the "Casino" (VGP23), automatic manual stereo at $69.95.

Also in the interim line are three new 25-inch rectangular color receivers.

**SALABLE PERFORMANCE**

General Electric 19-inch all-channel (Continued on page 50)

---

**TV & Instruments Eyed by Mercury**

CHICAGO — Mercury will soon add such items as musical instruments, motion picture projectors and TV sets to its rapidly expanding home entertainment line.

The firm already markets phonographs and phonograph records, and TV and tape recorders, produced in Japan.

Perry Minikur, sales manager of Mercury's home products division, is currently in the Orient researching new product possibilities.

**Parts or Assembly**

A Mercury spokesman said that Winokur will be demonstrating the procurement of parts, subassembly and even complete product purchase with a variety of日本 hypothetical manufacturers.

"It's all up in the air at this point," the Mercury spokesman said. "It depends what Winokur comes up with.

Chief Impetus for the move has been Mercury's success with the products it already produces. Starting with a single phonograph model two years ago, Mercury now has three phonographs ranging in price from $39.95 to $139.95; two tape recorders priced from $59.95 to $89.95, and a phonograph-radio combination priced at $59.95.

Accompanying Winokur on his mission were Alan Woodman, a Mercury home products engineer, and Mike Kawahara, a marketing adviser.

**NEW PRODUCTS**

Start Recorders With Voice Only

The miniature lists for $13.95 in complete gift pack, including carry case, batteries and remote. The AM-FM lists for $39.95. Installation takes seconds and no tools are required, according to the manufacturer. Contact Kinematix, Inc., 2040 Washington Boulevard, Chicago.

GE's MINIATURE

TAPE RECORDER

The PFANSTIEHL needle catalog is cross-indexed in every possible way for quick identification of a customer's needs — by brand number, cartridge or needle number, or by picture. Write for our free catalog and a supply of self-mailer order forms today.

GE's AM-FM

GENERAL ELECTRIC's new miniature (P7401) and AM-FM (P1820) line among 25 new products introduced by the firm.

---

GE's AM-FM

GENERAL ELECTRIC's new miniature (P7401) and AM-FM (P1820) line among 25 new products introduced by the firm.

---

**PHONOGRAPH**

VOICE-MATIC

TAPE RECORDERS can be covered in one of the new AM-FM with voice only. The manufacturer will supply the unit lists for $34.95. Installation takes seconds and no tools are required, according to the manufacturer. Contact Kinematix, Inc., 2040 Washington Boulevard, Chicago.

**GENERAL ELECTRIC**

The Pfanstiehl needle catalog is cross-indexed in every possible way for quick identification of a customer's needs — by brand number, cartridge or needle number, or by picture. Write for our free catalog and a supply of self-mailer order forms today.

GE's AM-FM

GENERAL ELECTRIC's new miniature (P7401) and AM-FM (P1820) line among 25 new products introduced by the firm.

---

**DIRECT-TO-DEALER**

PFANSTIEHL

**CHEMICAL CORPORATION**

190 MAIN STREET
WADSWORTH, ILLINOIS

Originators of the 1912 Electric Syringe

---

49
BULK VENDING news

Trade Crowd Converges on Chicago

Advance Registration Brisk

By RAY BRACK
CHICAGO — A record-breaking array of new products and the convenience of its handy bulk vending sites are expected to attract 75 per cent of the nation’s bulk vending businessmen to the April 1-4 convention of the National Vending Association.

As the vanguard of the trade began arriving in town for distributor conferences and the NVVA board meeting, association officials, on the basis of heavy advance registration, predicted an attendance of 400-operators. Given good weather throughout the Midwest, the figure could run even higher.

“Weather will be a factor,” commented NVVA President Paul Crisman. “But with or without a good weather break, I’m looking forward to one of the best conventions ever. We’ll certainly surpass last year’s meeting in Miami Beach.”

Exhibit reservations were also reported running ahead of last year’s convention, with 30 firms displayed to unveil their wares under the room-exhibit plan in effect at the Sheraton-Chicago Hotel convention site. Exhibit reservations were under the direction of Herman H. Fischer, Bernard K. Bittermann is exhibit chairman.

Reservation chairman Laurita Cooke disclosed that advance applications were running ahead of any year since the NVVA was organized in 1948.

Treking the greatest distance to the convention will undoubtedly be A. Hutchinson of Chichester, England, whose registration fee was received last week. Numerous equipment, confection and charm innovations were expected to appear at the 1965 convention. (See stories this issue.)

The jewelry excise tax threat which provoked much attention at last year’s gathering was noticeably diminished during recent months. The legislative attention of the trade will be less on federal and more on state and local problems during the month. New York businesses, for example, are not looking forward to the convention with concern over new sale tax and per-machine licensing proposals.

Business meetings, panel discussions and feature addresses will fill some eight hours of the four-day event. Key speeches will be delivered by Rep. Daniel Rostenkowski (D), the Illinois 8th district, a member of the Ways and Means Committee of the House, and G. B. Schrader, editor and publisher of Vending Magazine.

Coming Soon:

April 1—NVVA Board of Directors meeting, Sheraton-Chicago Hotel, 500 North Michigan Avenue, Chicago, Ill., 8 p.m.
April 1-4—National Vending Association annual convention and Trade Show, Sheraton-Chicago Hotel, 500 North Michigan Avenue, Chicago.
April 5-8—National Packaging Exposition, Chicago.
June 3-5—North Carolina Vending Association convention, Ocean Forest Hotel, Myrtle Beach, N.C.

A single registration fee of $7.50 grants admission to all convention events, including the manufacturers’ combined hospitality party on Friday and the banquet and floorshow on Saturday.

As with past conventions, much of the planning has been

(Continued on page 32)

KNIGHT TOY & NOVELTY INC.
43 HANSE AVENUE, FREEPORT, L.I., N.Y.

LEAF

BRAH-BLO

BALL GUM

Contact your distributor for immediate shipment.

MANUFACTURED EXCLUSIVELY BY
LEAF BRANDS INC.
1155 N. CICERO AVE., CHICAGO 31, ILL.

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD
YOU COUNT MORE WITH OAK

SEE THESE AT THE SHOW...

SEE HOW YOU SAVE TIME AND MONEY WITH THE OAK VISTA MODEL CABINET MACHINE AND SERVICE HEAD

The Oak Cabinet Machine is designed with popular Vista Model features. It is made to fit either the Future Stand or the Oak Tree. Makes nut vending much easier.

The Oak Service Head is designed with four separate glass panels that can easily be replaced. The built-in handle makes it easy to carry anywhere. No need to stock high-priced globes either.

Be sure to visit the Oak booth at the NVA Show and get complete details, including color brochure and price.

THURSDAY—APRIL 1
Exhibit Hours ........................................... 10:30 to 12:30 p.m.—17th Floor
Board Meeting ........................................ 8:30 p.m.
FRIDAY—APRIL 2
Exhibit Hours ........................................... 9:30 to noon—17th Floor
Business Meeting ...................................... 3:30 to 6:30 p.m.
King Arthur Room—3d Floor
11:15 a.m.—Inauguration H. B. Hutchinson Jr.
1:20 p.m.—“Welcome Address” Paul Cranston, President
N.V.A.
1:30 p.m.—“Convention Highlights” Rolfe M. Lobell, Convention Chairman
1:40 p.m.—“The Impact of Trade Associations on Federal Legislation” Honorable Dan Ronzenkoven,
Congressman from Illinois. Member House Ways & Means Committee
2:10 p.m.—“Do You Want Your Son in Bulk Vending” Million Raynor, N.V.A. Counsel
2:40 p.m.—“Good and Welfare”—Open Discussion
2:50 p.m.—Nominating Committee Meeting, King Arthur Room—3d Floor
8:30 p.m.—“N.V.A.” Hospitality Night. Boulevard Room—7th Floor
SATURDAY—APRIL 3
Exhibit Hours ........................................... 9:30 to noon—17th Floor
Business Meeting ...................................... 3:30 to 6:30 p.m.
King Arthur Room—3d Floor
1:15 p.m.—“Opening Remarks” Rolfe Lobell, Convention Chairman
1:20 p.m.—“Vending in the Unanimous Future” Richard Schreiber, Editor, Vend Magazine
1:50 p.m.—“Who, What, Where?” Don Mitchell, N.V.A. Counsel
2:10 p.m.—Committee Reports:
Harold Polz, Chairman—Ways & Means
Paul Guynes, Treasurer—Treasurer Report
Leo Leary, Chairman—Membership & Local
Association
Rolfe Lobell, Chairman—Convention Report
2:30 p.m.—Election of Officers
2:40 p.m.—Presentation of Awards
2:50 p.m.—New Business—Old Business
3:15 p.m.—N.V.A. Banquet Tally Ho Room—9th Floor
SUNDAY—APRIL 4
Exhibit Hours ........................................... 10 a.m. to noon

Bollen Tours Far East
MORRIS, ILL.—Northwestern Corp., executive Waldo (Pat) Bollen Jr., departed March 29 for a month-long tour of major markets in the Far East. He is full of organizing distribution areas in each country. Bollen will visit Hawaii, Japan, Hong Kong, Bombay, New Delhi, Calcutta, Sydney and Mel-
bourne.

The firm currently has sales representatives in various Far East countries and has established no formal distribution areas.

Coverage on Chi
Continued from page 51

The association membership drive, under the direction of Leo Leary, gathered momentum during the weeks prior to the convention. Prices for top enlistment will be presented to an operator and a distributor during the meeting. Additionally, a special drawing will result in prizes for other NVA members who have enrolled new members since the last convention.

At some point during the gathering the trade is expected to pause in tribute to the late Phil Sparacino.

FREE SAMPLES
Imported action toys for the whole family
Get on our mailing list and receive samples of new items as they come in.

Please Print

Name
Company
Address
City
State
Zip

Fill in coupon, slip and mail to:
NU PRODUCTS CO.
TOY DIVISION
2520 Coffa Avenue South
Minneapolis, Minnesota 55408

Schneider Adds Northern Calif.
For Merdean

LOS ANGELES — Jerry Schneider has added Northern California to his sales assignment for Squeaky the Clown, Walter Merilla, head of Merdean, said here.

Schneider originally had signed to handle the line in Southern California from Fresno south to the Mexican border. The assistant of Northern California gave Schneider all of California and territory within a 100-mile radius of Reno, Nev.

Merilla announced the additional territory for Schneider shortly before leaving on a business trip in the interests of assisting other states and territories to distributors.

BIVEN MFRS., INC.
1315 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148
(Distributor areas available throughout the world)

Say You Saw It in Billboard

SKILLED BUILT FOR BUSINESS!
MARK-BEAVER
Bulk Vending Machines
Full of built-in advantages for longer life and greater profits.

VENDOR MFRS., INC.
New York Tribute to a Trade Veteran

By CLAUDE HALL

NEW YORK—A surprise dinner party honoring Jack Schoenbach was attended last week by 60 of the Brooklyn distributor's longtime business friends.

Occasioned by Schoenbach's recent retirement announcement after 48 years as an operator and distributor, the party was highlighted by speeches from James Cramer, legal counsel for the New York Bulk Vendors Association, and Roger Foltz, association president.

On a plaque presented to Schoenbach was inscribed: "To Jacob Schoenbach. In recognition of 48 years of service to the Bulk Vending Industry. His leadership has advanced the growth and welfare of our industry to the fulfillment of its aims and purposes."

Center Piece

Schoenbach's son-in-law, Irwin Noble, who recently assumed management of the distributing firm, decorated the head table with two machines with which Schoenbach went into business as a distributor in 1940.

Present at the dinner, held at Arch's in Queens, were Mr. and Mrs. Irwin Noble, Miss Kitty Melnick, Mr. and Mrs. Mow Mandel, Mr. and Mrs. Alan Cohen, Mr. and Mrs. George Epstein, Mr. and Mrs. Allen Port, Mr. and Mrs. Bill Falk, Mr. and Mrs. Paul Price, Mr. and Mrs. John Gurnack, Fred Spindt, Irving Sorgen, Reuben Gavron, Katz & Mr. and Mrs. Ed Leaf.

Also on hand were Mr. and Mrs. Bob Guggenheim, Mr. and Mrs. Fred Loccisani, Mr. and Mrs. Nat Gordon, Mr. and Mrs. J. Zutin, Mr. and Mrs. Art Bianco, Mr. and Mrs. F. Bianco, Mr. and Mrs. Mike Goldberg, Mr. and Mrs. Hy Bermann, Mr. and Mrs. Lou Ellis, Mr. and Mrs. Harold Foltz, Mr. and Mrs. Roger Foltz, Jack Yarmush, Mr. and Mrs. Lou Perle, Ben Manto, Phil Cimpapecchi, Irving Book-

sin, Mr. and Mrs. Stanley Kretzzer, Mr. and Mrs. Irving Schellenkr, Arthur Waldron, Bernie Teicher and Billboard's Denis Hayland.

To Jacob Schoenbach—Industry leaders paid tribute in New York recently in tribute to one of the most liked men in the business. Here Schoenbach shows service plaque to (from left) Nat Gordon, Hy Bermann, Art Bianco (who had just been released from the hospital following surgery), Roger Foltz and Lou Ellis.

Oak Unit Will Debut at Show

By SAM ARBOTT

LOS ANGELES—Oak Manufacturing Co. will show its new Wrapped Gum Vender at the National Vendors Association show in Chicago, announced S. H. Bloom and Sam Weitzman, executives for the manufacturing company. Oak's Futura stand will also be on view.

The wrapped gum vendor dispenses merchandise without mess. The unit is precision engineered and made of Tuflon. It measures 15 1/2 inches high, 11 inches wide and 8 inches deep, and weighs 76 pounds. The price is $187.50, f.o.b., Los Angeles.

A preview luncheon for distributors will be held in the

Oak hospitality suite at the Chicago Sheraton Wednesday (3). Bloom, Weitzman, with Norman Weitzman, Oak design engineer, and Herb Goldstein, director of sales and merchandising, will be at the convention to greet visitors. Mrs. Bloom will accompany Bloom to Chicago where she will act as Oak's official hostess to distributors' and visitors' wives.

SALES EXECUTIVE BULK VENDING


Northwestern

MODEL 60

TRY ONE! You'll quickly agree! It's the outstanding bulk vendor. Model 60 dispenses all bulk products from 210 ball gum to capsules and jumbo ball gum. Only $15.95 F.O.B. factory.

NEW AND DIFFERENT
FREE DISPLAY FRONT
10¢ CAPSULE MIXES

Write for your FREE Sample Display Front. It is different and excitingly new!

LYNN'S VENDING SUPPLY COMPANY
90 WEST 3265 SOUTH
SALT LAKE CITY, UTAH 84115
Member: NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NEW VICTOR 77
GUM AND CAPSULE VENDORS

A real sales stimulator in any location

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1, 2, 10, 25 or 50 cap mechanism.

Removable coin box for easy collection. Large capacity, Holds 1800 bulls (100 count), $75 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE $39.00

Each with chrome front

WRITE, WIRE OR PHONE

LOGAN DISTRIBUTING

April 3, 1965, BILLBOARD
Eppy Debuts New Capsule and Point-of-Sale Concepts at Show

CHICAGO — Striving for a convention coup, Eppy Charms, Inc., will exhibit a startling new capsule shell concept, five new products and a revolutionary merchandising aid package at the NVA show here this week.

The new capsule shells, called Frusties, have been copyrighted by the manufacturer. Described for Billboard by President George Eppy, the capsules are in the form of small, artificial fruits such as oranges, apples, peaches, plums, lemons and limes. They resemble real fruit even to color, texture and a small leaf clinging to their stems.

Collector's Items

"They vend perfectly in capsule machines," Eppy said. "Each globe will look like a bowl of fruit, increasing the attractiveness of the location."

He suggested the fruit-shaped capsules will immediately become collector's items—not for children, but by adults.

For the new capsules Eppy has created five new 10-cent products called "Doodlies." He described them thus: (1) Goony Birds—six different fluffy, one-footed birds in assorted rainbow colors. (2) A Yak-Yak Alloy-Op combination, one an alligator and the other a sea serpent, which feature a moving mouth so kids can make them talk; (3) Caterpillars—two little multicolored bugs that can be shaped to look alive; (4) Blinky-Wink Ring—a flicker ring that winks and blinks; (5) Tweeters—six different figures with movable arms and legs. Eppy said he is also designing several other products to fit these fruit capsules.

Merchandising Aids

Among the merchandising aids Eppy is introducing at the convention—all of which will be provided free with purchase of Eppy products—is a novel three-dimensional merchandising display front. Designed for 1-cent, 5-cent and 10-cent machines, the plastic framed display cards claim the word "Look," featuring eyes that wink and follow potential customers as they pass by. Eppy calls the new displays "silent salesmen" and claims they are the most Eppy displays, will be cello-wrapped.

Another display idea—aimed at 1-cent machines—will also have a special lure and is based on the childish love of animals. These "Doggie (Kitty in the Window)" display cards feature four-color photographs of cats and dogs. Copy reads: "Please get your charms here."

As far his third new point-of-sale attack, Eppy said it centers around the fact that parents have never been told what kind of gum is in a ball gum machine—or that the gum is not only delicious, but pure. "I intend to not only tell them, but show her proof," Eppy said. To do this, he designed a display card that's framed with the product in a clear plastic tube. Charms decorate the center area. The card will fit both round and square globe machines.

SILENT SALESMEN merchandising aids to be premiered by Eppy Charms, Inc., at the NVA trade show in Chicago this week are examined by company president, George Eppy. Display card in Eppy's right hand serves the unique purpose of declining to parents the purity of the ball gum product.

FREE FILL with Fleer DUBBLE BUBBLE!

Buy a Northwestern Model 60 BULK-PAK:

Get a free 1000 piece fill of DUBBLE BUBBLE for each machine... EXTRA $10.00 RETURN!

- DUBBLE BUBBLE is America's best-known, fastest-selling bubble gum brand.
- Successfully tried and sales-tested.
- Made in U.S.A.

Contact your nearest Northwestern Distributor or Frank H. Fleer Corp., 18th & Somerville, Philadelphia, Pa.

TODAY.
MOA Urges Copyright Action: 'Send Letters to Washington'

CHICAGO—Music Operators of America officials will follow their recent visit to Capitol Hill with a national letter-writing campaign aimed at acquainting legislators with the equity of MOA's complaint.

Fred Granger, managing director, and the letters are in answer to requests made by legislators for more information on the general copyright issue. Currently, operators are faced with three bills which would eliminate the traditional juke box exemption from performance royalty payments.

Repeal Exemption

A bill introduced by Rep. Emanuel Celler (H.R. 18 Jan. 4) would simply amend the copyright law, repealing the congress any consideration of a bill.

MOA notes that the revisions would "subject operators to license fees in unlimited amounts without any statutory protection whatsoever." Operators would also be exposed to "exorbitant penalties for unintended infringement of musical copyright," MOA contends.

Six Points

A general mailing sent to MOA members last week lumps the operators' case into six major points. Operators are urged to either rewrite the arguments in their own words, or if necessary, simply sign the MOA letter and send it to their congressmen or senator.

Special Interest

MOA argues that the juke box exemption would be "special interest legislation, benefiting primarily the big companies," which are the 'noncompatible' coin and any coin made from outer layers of silver coinage on a copper alloy core.

A bill introduced by Sen. William Proxmire (D-Wis.) would limit coinage to a pure copper core, the first two solutions require the retention of a reduced silver content, the third requires the elimination of the silver content completely.

All Three Acceptable

From a practical point of view, all three solutions would produce coins which would be acceptable in existing coin mechanisms and would have the "look" and "feel" of existing coinage.

Six Points

A bill introduced by Rep. Emanuel Celler (H.R. 18 Jan. 4) would simply amend the copyright law, repealing the congress any consideration of a bill.

MOA notes that the revisions would "subject operators to license fees in unlimited amounts without any statutory protection whatsoever." Operators would also be exposed to "exorbitant penalties for unintended infringement of musical copyright," MOA contends.

Six Points

A general mailing sent to MOA members last week lumps the operators' case into six major points. Operators are urged to either rewrite the arguments in their own words, or if necessary, simply sign the MOA letter and send it to their congressmen or senator.

Special Interest

MOA argues that the juke box exemption would be "special interest legislation, benefiting primarily the big companies," which are the 'noncompatible' coin and any coin made from outer layers of silver coinage on a copper alloy core.

A bill introduced by Sen. William Proxmire (D-Wis.) would limit coinage to a pure copper core, the first two solutions require the retention of a reduced silver content, the third requires the elimination of the silver content completely.

Johnny Knight in On Ground Floor With New Orbit Game

By BOB LATIMER

DENVER—Johnny Knight, president of the big Skyline Music Company here, is operating and distributing the new wall-mounted Tie-Toe-Toe and Pitching Horseshoes games from Orbit Manufacturing Company, Ft. Lauderdale, Fla.

Knight, one of Denver's most successful phonograph and games operators, has long deplored the fact that class restaurants, cocktail lounges and similar locations would not contract for coin-operated games. When he encountered the Orbit product which requires only a minimum amount of space and service, he was quick to accept its possibilities. The result? In a few months' time Knight has successfully sold the new games in 21 nook locations which he formerly had enclosed games. Moreover, Knight set them on a 60/40 profit arrangement.

Knight, now a four-state distributor for the new games, points out that this unusual design has been his biggest asset. The game is a remote-controlled unit which permits cocktail lounge customers to play tie-toe-toe on machines operated right from the booth in which they are sitting, using hand-held control boxes similar to the transmitter type units introduced a few years ago for changing television channels without getting up from a chair. The games require no more space than a medium-size picture hanging on the wall.

In most of his prime installations, including the Gaslight Lounge, Santa Anita Cocktail Lounge, etc., Knight has installed

(Continued on page 65)

TIC TAC TOE remote control game is demonstrated to customers in the Gaslight Club, Denver, by Sue Phlum, former Arizona beauty queen. Operator Johnny Knight has located 21 of the new cocktail lounge-oriented units manufactured by Orbit Engineering.

April 3, 1965, BILLBOARD
New Games From Florida Firm Take No Floor Space

FORT LAUDERDALE, Fla. — Remote-controlled skill games that can be wall-mounted are being placed in national distribution following extensive location tests in Denver, Dallas and parts of Florida.

Manufactured by Orbit Engineering here, the coin-operated units are controlled by a small transmitter which may be affixed to a bar or placed at random in a location. Currently in production are Tic Tac Toe, Pitching Horseshoes and Dice Machine. The game elements appear on lighted panels about the size of the average living room picture and may be hung behind the bar or elsewhere in a location. No wiring is needed for installation.

According to Bill Weikel, upper Midwest and Northeastern sales representative for Orbit, the new game concept has had excellent acceptance in cocktail lounge-type locations. "Grosses of $20 to $30 per day have been experienced in test locations," he said.

Designed for double-slime operation, the games average a minute to a minute and a half in duration, Weikel said.

Press Button

Pitching Horseshoes and Tic Tac Toe are games which appear suitable for most locations. The dice game, which is based upon chance, will probably be limited in placement—mostly to private clubs. Such is the thinking of Orbit sales executives, at any rate.

Each game is played by pressing a single button on the control box, which is about the size of a loaf of bread. Radio signals so controlled regulate the placement of the a's and o's on Tic Tac Toe, the trajectory of the horse shoe on Pitching Horseshoes and the roll of the dice on Dice Game.

The wall panels utilize no light bulbs. Illumination is provided instead by electro-luminescent lighting. The light panels were developed by General Electric and guaranteed for 18 months.

Washington Seeks Nickel Cig Tax Hike

OLYMPIA, Wash. — A bill has been introduced in the House by Rep. Jack Rogers, Bremerton, to hike the tax on cigarettes by 5 cents a pack, with additional revenue earmarked for schools and cities.

Cigarettes now are taxed at the rate of 7 cents by the State and 8 cents by the Federal government on a pack of 20. The price of a pack ranges from 30-35 cents at retail.

"A 5-cent increase on the price of a pack of cigarettes would cause no difficulty in collecting from vending machines," said the sponsor. Nearly all vending machines sell cigarettes at 35 cents a pack, it was reported March 17.

The bill was assigned to the House subcommittee on revenue and taxation of which Rogers is a member.

RAO CONTROLED Tic Tac Toe games (console model) is exhibited here by T. J. Jeffries (left), sales manager of Orbit Engineering, and Bill Weikel (right), regional sales representative for the upper Midwest and Northeast.

Nevada Moves To Curb Cig Bootlegging

CARSON CITY, Nev. — A bill aimed at curbing cigarette bootlegging into Nevada from States which have lower or no taxes, has been passed in the Assembly 34-3 and sent to the Senate. The measure would allow tax commissioners and peace officers to visit and inspect places where they have reason to believe unstamped cigarettes are stored, warehoused or kept for sale, it was reported. These visits must be conducted during regular business hours.

Clyde Biegest, Lincoln, chair- man of the Taxation Committee which recommended passage of the bill, told the committee that in at least one instance, cigarettes had been found in a vending machine with a California tax stamp, but no Nevada stamp.

There have been some indications that cigarettes are brought into the State for sale from California, which has only a 3-cent pack tax, and Oregon, which has no tax, compared to Nevada's 8-cent pack levy.

Arkansas Passes Cig Tax Hike

LITTLE ROCK, Ark. — The bill to increase the tax on cigarettes from 6 to 8 cents per pack was passed by the Senate last week.

The bill, supported by the admin- istration of Gov. Orval Faubus, was sent to the governor by a vote of 12-17 when the revenue was earmarked for support of community colleges.

Amended later to put the money in the general fund, the Senate passed its 29-4. Governor Faubus later signed it into law.

The bill failed to pass the House twice a few weeks ago and finally died on a third vote.

The law also imposes a tax on cigars, pipe tobacco, snuff and other tobacco products which had not previously been taxed by the State.

Cigarette operators in the State were not opposed to the legislation. Cigarettes per pack in machines are now 8 cents.

The new tax will necessitate a price increase to 35 cents per pack. Of the 5-cent increase, 2 cents will go for tax, 1 cent to the location operator and 2 cents to the operator.
Speaking of GO-GO

The WURLITZER

2900

Really HAS IT!

If your problem is to liven up a location — pull in people — create a new atmosphere — and MAKE MORE MONEY — move in a Wurlitzer 2900 with the Golden Bar.

Presto! You've solved your problem.

SEE YOUR WURLITZER DISTRIBUTOR FOR DETAILS

THE WURLITZER COMPANY • 109 Years of Musical Experience • NORTH TONAWANDA, N. Y.
Chicago Coin's Top Brass Is All-New Shuffle Concept

CHICAGO—Joining the parade of stimulating new coin-operated amusement products this week is a unique new idea in shuffle equipment introduced by the Chicago Coin division of Chicago Dynamic Industries.

Called Top Brass, the unit boasts a new compact size as well as a new puck-triggered game concept. The overall length of the product is seven feet, making it storable in nearly all locations.

"This product will locate in any pinball game spot," commented company executive Ralph Wyckoff.

Trigger-Targets

Central to the play concept are five vertical rows of "flash-o-matics" which correspond to five lighted triangular trigger-targets on the shuffle surface.

The player aims to arrest the "flash-o-matic" in order to score three, four, five or no numbers alike. Achieving these combinations awards the player point totals varying from 200 through 1,000.

Scoring "alikes" is but the first segment of the play frame; however, after the first round of ducks have been played, each of the two frames in a game feature a bonus segment, in which the player is awarded extra points for striking the lighted target triangles with a single shot.

Timing is essential to "freezing" the "flash-o-matic" lights in the proper positions for scoring "alikes." But anticipating that skilled players would soon get the timing down to a science, the manufacturer has built in an automatic speed changer which alters imperceptibly the rate at which the lights flash up and down the columns.

For convenience in servicing, two access doors are provided on the front of the score box. The product is now in delivery to distributors.

Hohbein to Head Dynaball Coin Sales

LEROY (DUSTY) HOHBEIN

SKOKIE, III.—The Dynaball Co. has appointed Leroy (Dusty) Hohbein to the newly created post of coin-operated amusement sales manager.

The announcement came last week from Sam Berger, president of the industry supply firm.

"This move is designed to enlarge our ability to keep up the closest contact with the trade," Berger said.

Hohbein, who is 36, comes to Dynaball from Empire Coin Machine Exchange, Inc., Chicago. His last position during 12 years with Empire was that of service manager.

FOR COINMEN:

• More News
• More Research
• More Ideas
• Faster Reporting
• Best Association Coverage

WEEKLY!

BILLOARD

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

Please enter my subscription to BILLOARD for:

[ ] 1 YEAR $15 [ ] 2 YEARS $28
[ ] New [ ] Renew
[ ] Payment enclosed [ ] 2 EXTRA issues for cash
[ ] Check or money order

Above subscription rates for countries outside U. S. & Canada. Overseas rates on request.

Name: ____________________________
Address: ____________________________
City: ____________________________
State & Zip: ____________________________
Type of Business: ____________________________
Title: ____________________________
Tennessee Pin Reprieve

By ELTON WHISNETH

NASHVILLE — A bill that would have crippled the Ten-
nesse coin-operated amusement game industry did in the Judici-
ary Committee of the State Gen-
eral Assembly here last week.

The Assembly is now ad-
journed for two years.

The proposal, introduced by Rep. Marvin L. Spruill of Mem-
phis, would have defined pinball games as a gambling device. Spruill told a Billboard corre-
spondent that he introduced the measure at the request of "a judge friend of mine who com-
pletely ignores minor pins and
pinball machines in his county."

Explain Implication

When the proposal became public some weeks ago, George

Seeburg Shuffles Staff

CHICAGO — Seeburg's ex-
ansion and the changing char-
acter of its training program were outlined by Jim Sievers, di-
rector of field engineering and

Leasing- Look at La. Distribs New Plan

By RAY BRACK

NEW ORLEANS — A new
equipment leasing plan instit-
uted recently by Operators Sales, Inc., here salesmen, is similar to the 90-day cycling of pin games (staging, changing locations) with shuffle boxes) in all locations.

The plan has already prompted several mail systems and Missippi operators to restructure their operations around the leasing arrangement.

The system, as outlined by the Seeburg-Williams outlet's John Truch-Flynn, is different from previous coin machine leasing plans in that aging equipment goes to the bottom of the ladder of decreasing profitability.

For this reason, the Opera-
tors Sales leasing set-up makes possible the quick and easy location of new equipment in marginal locations.

Upon learning of the new lease plan, Williams Electronic Manufacturing Corp., sales man-
ger Bud Turle predicted that the idea would "catch on throughout the industry."

"It's one of the greatest loca-
tions-upgrading ideas yet de-
vised," he said.

Under the arrangement, the operator may continuously alternate pin games in all his sites every four to six months and may cycle bowlers and shuffle boxes' every four to six months. A teaspoon of illustrates

PUBLIC RELATIONS

Get on the Civic Project Bandwagon

SANDUSKY, Ohio — Trans-
mitting public relations aspirations into action has proved difficult for many a progressive-minded coin machine operator. There-
fore, workable means of gaining favorable publicity merit full 
trade circulation.

Ohio Vending Company, broke through the PR barrier recently by getting involved in a teen-
age amusement center project here. The operating firm do-
nated a phonograph and amuse-
ment games to the project, for location in a new adolescent gathering place called "Trojan Teen Town."

The project, backed by busi-
ness and civic groups, set off ex-
tensive promotion with liberal mention of the Ohio Vending role. The effort has been a

Deluxe
KLUB POOL
IT'S HOT!

• 5/8 inch tournament top frame
• Five inch chrome plated leg levelers
• Epoxy painted steel corner sections
• Separate maximum security coin box
• Coin return—SSC 75843
• Two color combinations. Blue and white, Cardinal red and white

Irving Kaye Co.

365 Prospekt Place, Brooklyn 38, N.Y.
Tel. Sterling 3-1200

WORLD WIDE... YOUR ONE-STOP
SUPERMARKET FOR MUSIC— VENDING— GAMES

RECONDITIONED
SHUFFLE ALLEYS

CHICAGO COIN

UNITED

HEAD OFFICE

7537 W Fond Du Lac Ave.
Chicago 45, III.

TEXAS 1/3 QLD RIV. 595
gold filled
695
s1230 100 sq. in.

SPECIAL BALLY CLUB SHUFFLE ALLEY...$50

DISTRIBUTORS FOR SEEBURG—UNITED—WILLIAMS

Terms: 1/2 Down, Bal. 8th Draft or C.O.D.
We carry the largest line of Pinball, Slot Machine, Arcade and Vending Equipment. Write for Complete List!

April 3, 1965, BILLBOARD

SPRINT AND CONSOLE MODEL PIANOS were added to Seeburg's home entertainment line recently and proved to be stock favorites at the firm's annual meeting last month. Dan Collins, vice-president in

charge of Seeburg's home entertainment division, termed it "another step forward in providing product that represents sound value for our dealers and a value in sound for our customers." Seeburg's new produces pianos and organs (home entertainment division), coin-operated phonographs, vending equipment, hearing aids and games through its Williams and United subsidiaries.
Elliptical, One-Hole Pool Table
Introduces to Eastern Trade

North Bergen, N. J. — Pool, a geometrically exact game of angles, was thrown a curve Saturday (20) when Beton Enterprises, Inc., unveiled for the trade here a new elliptical pool table. The nine-ball, coin-operated game has only one pocket. The manufacturer is the Great Lakes Game Corp. headquartered in Crystal Lake, Ill.

The unique, egg-shaped table was designed by a college student, Art Frigo. He graduated last June and is now busily involved demonstrating the game table. But the idea came to him over a year ago as the result of a math project while attending Union College in Schenectady, N. Y.

The concept of the Elliptipool table is that two points on the surface of an ellipse, Frigo said, whereby a line over one point rebounds from the side and crosses over the other point. On the Elliptipool, one of these points is the pocket.

Bert Betin, head of Beton, threw a buffet to introduce the table in this area and three new radio remote-controlled coin games—a dice game that can be played from any bar stool or table and features a view board that hangs on the wall like a picture; a pitching horseshoe game and a tic-tac-toe game with the same features. The three games are manufactured by Orbit Engineering, Fort Lauderdale, Fla.

Present at the gathering was Bill Weikel, area sales manager for Orbit and president of the Great Lakes Game Corp.

NAMA Adopts Nine School Standards

Chicago — For vending industry mechanics training programs have been ratified by the National Automatic Merchandising Association of directors.

"Only those programs meeting all the standards will be endorsed by the association from now on," said J. Richard Howard, NAMA president.

The nine categories are:
1) What motivated the training program and planning?
2) Does the area to be served offer adequate employment opportunity for trainees?
3) Will the new program duplicate existing programs?
4) Are qualified trainees available in the area?
5) Is the training school properly accredited?
6) Is there a count on aid and co-operation from the industry?
7) Is the proposed curriculum a good one?
8) Are efficient and experienced instructors available?
9) What will the program cost and how will it be financed?

Business firms and school or government authorities may request copies of the standards free of charge by writing the NAMA, 7 South Dearborn St., Chicago, Ill.

Weikel Heads New Co.; Leaves Fischer

Chicago — Bill Weikel, long-time national sales representative here for Fischer Manufacturing Co., has terminated his relationship with the firm to take over as president of Great Lakes Game Corp., a design, engineering and sales organization.

Weikel announced his decision to leave Fischer with "mixed emotions." He noted that he had been associated with Fischer for over 10 years, but times change and so do people.

"In short, we have agreed to disagree — and that's the way it is," Weikel said.

Orbit & Elliptipool

Great Lakes solely handles the Orbit line of remote games as regional sales representative for the Midwest and Northeast, and is national sales agent for the Elliptipool coin-operated game manufactured exclusively for Great Lakes by Getham Engineering Equipment Co., Marked Tree, Ark.

Weikel, who is joined in his firm's sales efforts by Pat Parris, has been handling showings of the Orbit line around the country. Included in the line are the Tic-Tac-Toe, Horse Shoes and Galloping Dominoes models.

Bill Weikel... "agreed to disagree."

Push Seeburg Tents' In Tin City Area

Besides the Minneapolis locations, Lieberman reported one in St. Paul, two in St. Cloud, two in Columbus, Ohio, one in Winona and one in Hibbing, all in Minnesota. Six others are in Sioux Falls and Aberdeen, S. D.

Severe winter weather since the April 1st opening delayed somewhat the development of this program in the upper Midwest, but it is well satisfied with the reception to date.

The cost for a typical Minnesota installation is about $3,900.

One of the Minneapolis spots is a food and beverage place catering to the young college crowd. The others are cocktail lounges, with or without food.

The Seeburg display van will arrive in Minneapolis April 1, to begin a swing through Lieberman's territories of Minnesota, North and South Dakota.

MOA Seeks Action

Continued from page 55

performance rights organizations—ASCAP and BMI—rather than the actual owners of the music.” MOA feels the performing rights organizations "are huge monopolies which now operate under federal antitrust decrees and their current positions would be strengthened by this legislation to the disadvantage of the small businessmen who operate these machines (juke boxes).

MOA feels that the performance of music by the playing of records on a juke box is private and not public performance. This is an arguable point, MOA says, because the person who selects and pays for the music does so for his own enjoyment. MOA

The juke box operator association notes that operators now pay about 40 cents per record to music companies which it argues is a monopoly.

The bill seeks to give the Federal Communications Commission authority to limit record purchases and to require that the operators of juke boxes be paid a percentage of the sales of records. The bill contends that this will enable juke box operators to include higher prices for records without loss to the consumer.

Coming Soon:

April 3—Georgia NAMA Council annual meeting, Midtown Holiday Inn, 174 Piedmont Avenue, Atlanta.

April 3-5—National Packaging Exposition, Chicago.

April 10-12—NAMA Council annual meeting, Sheraton-Belvedere Hotel, Chase & Chicago Boulevard, Baltimore.

April 14—St. Joseph Valley Music Operators Association 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.

April 25—Illinois Coin Machine Operators Association meeting.

May 16—Music Operators Association of North Carolina meeting, Meeting Motor Inn, Charlotte, N. C.
IF YOU... really want to be with it...
PUT IN A ROWE DISCOTHÈQUE— and dance your way to the bank!

UP TO 400% EXTRA PROFIT
You'll not just double but quadruple your profits with this irresistible money-making combination—ROWE and KILLER JOE! Crowds-in-the-know really go-go-go for Rowe and Killer Joe. Put in the ROWE authentic Discothèque, sponsored by Killer Joe,

ROWE EXCLUSIVE! Stereo-Round, the sound of the big band—stereo at its finest. Anywhere—any place in the room, Stereo-Round gives you music with the big sound.

Rowe exclusive! Stereo-Round, the sound of the big band—stereo at its finest. Anywhere—any place in the room, Stereo-Round gives you music with the big sound.

HERE'S WHAT ROWE GIVES YOU!
89 EXCITING PROMOTIONAL PIECES... Complete merchandising package to establish your Discothèque...Killer Joe 6-foot blow-ups...Drinking bar...bar...streets...pluses...many interior decorations...Newspaper ads...radio spots.

ROWE AMI DIPLOMAT... the musicconsole with the big, live sound of Stereo-Round that makes your place an authentic Discothèque...and makes you authentic dollars.

KILLER JOE PROGRAMMING!
200 selections give you...more program flexibility...more continuous music...more...of what your customer wants.

Rowe® AC MANUFACTURING
Troy Hills Road, Whippany, New Jersey

FOR FULL DETAILS, NO OBLIGATION, CALL YOUR ROWE DISTRIBUTOR
Schroeder to Fischer PR, Sales Post

The first really new and practical Score Rack design in coin machine history ... a boon to servicemen ... a powerful new sales point for operators! Lazy Susan Score Rack swivels ... turns in either direction for Score Rack servicing from either side of the game! Thoroughly tested and proved effective in actual location operation, Lazy Susan adds service fun and a bold ... no need to disturb location by moving game. Servicing is faster and easier.

SEE—TRY LAZY SUSAN SERVICING FOR YOURSELF. VISIT YOUR CHICAGO COIN DISTRIBUTOR NOW!

In the News

BOSTON

Discotheque has hurtled in here like Christmas. Operators say it has sparked the greatest revolution in the music business since 45's. Dave Baker of Melo-Tone Vending Co., Inc., Somerville, has had seven going for several weeks, has installed them elsewhere and has some upcoming. Some spots with good clientele find it as background music and don't even dance to it; others relish the live music; some use it strictly for dancing and others find various uses for the new medium. Says Baker: "Discotheque has and will open up locations which would never have had a juke box in the place. . . . Others are being benefited from it are Greg Pappas Al Strahan of Mohawk Music in Greenfield, who has placed 15; Walter Graudsky, also of Greenfield has 6. out, and E&R Music Co. in Brockton with a . . . Bob Green, W. S. Music Co. Boston (Seabury), who has just returned from a business and pleasure trip to Puerto Rico, says they are selling two a day and that location owners are actually coming in to see the machines.

Manager Marshall Caras at Trumount Automatic Sales Corp. (AMI), who has just received his Master's Degree in Business Administration and is now studying history criticism, is also enthusiastic about the response to Discotheque. "I'm even rushing out to get up drapes for the Discotheque decor in locations, and Trumount is backlogged on orders," says Caras. "They're even using them in turnable form," he adds. But everyone isn't enthralled with Discotheque. One such operator is Bill Sweeney of Cape Cod Music & Vending, Inc. Out of all of the equipment at the Air Force's Olin Field as well as a nice community business on the Cape Cod Canal at Buzzards Bay. He can't find a use for the area and will stay out of it for the present.

CAMERON DEWAR

UPSTATE NEW YORK

From Buffalo, Rochester, Syracuse, Troy, Albany and points west, some 50 operators drove to Newark, N.Y., last Tuesday (23) for a combination sales meeting and service school at the Balotta Enterprises, Inc., offices. Hosted by company officials John Blotta and Joe Agrillo, the operators took instruction on Winter phonograph equipment and viewed the Elliptipool unit, the new Billiards Research and Development unit, a U.S. and the new remote controlled games just introduced by Orbit Engineering of Florida. Also on hand were Blotta bank personnel Jim Heeter from Buffalo, Bob Catlin from Al-

Knight in on Ground Floor

-Continued from page 55-

stalled a single game on the wall, where most of the patrons in the bar or in the booth area can see it in operation. Standard procedure is simply to give the door to operate the game to the waitress, who drops it into the coin chute, or in the case of bar patrons, to the bartender. Then the patrons pass the transmitter back and forth to position X's and O's in a love game, or attempt ringer in pitching horseshoes with the same effort than pressing a button.

Because patrons, naturally, must learn to play the same fast attempting to stop a horsehoe in a scoring box as it goes through the air or freezing as X or an O into the appropriate square in fact- tion. Knight takes a unique approach to the problem. He hired Miss Sue Philum, for business, is an ex-Marine Corps fighter pilot, a graduate of West Point, West Point College, he has 10 children. "In the past, Schroeder will seek a closer working relationship between Fischer and its distributors," Fischer said.
Here are More Little LP’s

Rock-Ola, Epic and Okeh bring you five great new releases sure to boost location volume. Available only in 7” LP’s.

Here’s a wide range of selectivity that lets you satisfy every customer listening taste ... in full dimensional stereo sound from the prestige Rock-Ola Grand Prix phonograph or the compact Princess Royal phonograph, Model 424.

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

If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play phonograph, and the new compact Princess Royal 100-Play phonograph, then drop by your Rock-Ola distributor soon. You’ll see that Rock-Ola again delivers outstanding design, beauty and versatility in a stereo, monaural phonograph. Both phonographs play 7-inch LP’s, singles, 33 1/3, or 45 R.P.M. records in any intermix.

New before such unsurpassed selection, versatility and dimensional stereo sound, too.

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie, Chicago, Illinois 60651

Look to ROCK-OLA for advanced products for profit
One exciting record is "Oliver," a Top LP that has been reissued.

**POP SPOTLIGHT**

**DEAR HEART**

Andy Williams, Columbia CL 2304 (S), CS 9183 (S)

Start off with his hit "Dear Heart." Andy offers 11 additional record-sounding hits performed in his distinctive rich, warm voice.

**BOOK SPOTLIGHT**

"The Blue Rose" is a love song for all time.

**BILLY VAUGHN**

MEXICAN PEARLS

Billy Vaughn, Dot DLP 5630 (S)

Music to do everything by! Easy-listenin', soft moods and relaxing instrumentation add up to much enjoyable listening and dancing. The album title may be Richard's favorite, but it's a shame that his name is not included in the promotional information. Selections include "Blue Orchid," "Love in Mexico," "If I Ever Lose You" to top it off.

**JAZZ SPOTLIGHT**

**THE BLUES ROAR**

Raymond Ferguson Orch., Hi-Lite stream 5/404 (S)

A powerhouse package loaded with fresh material and rich sound. "The Blues Roar" and "Right Time" are two arrangements that are worth listening to. Dick's soft playing in collaboration with a fine rhythm section provides fine, relaxed listening. The emphasis is on the sound of the instruments, such as, "Tidbit on the Blues," "Blues in a Minor," and "Goin' with the Blues."

**JAZZ SPOTLIGHT**

**JAZZ N' SAMA**

Milt Jackson, Impulse A-70 (Ms), A-50-70 (S)

A very impressive collection of songs, much of it worth listening to. Dick's soft playing in collaboration with a fine rhythm section provides fine, relaxed listening. The emphasis is on the sound of the instruments, such as, "Tidbit on the Blues," "Blues in a Minor," and "Goin' with the Blues."

**CLASICAL SPOTLIGHT**

**VERDI: LA FORZA DEL DESTINO**

Leonynae Price, RCA Victor LM 6413 (Ms), LSC 6413 (S)

This magnificent opera provides indifferent results with an excellent vehicle. The soprano has been praised in some operas on the market, but on this LP, she is not at her best. Dick's soft playing in collaboration with a fine rhythm section provides fine, relaxed listening. The emphasis is on the sound of the instruments, such as, "Tidbit on the Blues," "Blues in a Minor," and "Goin' with the Blues."

**NEW GENERATION**

**JAZZ N' SAMA**

Milt Jackson, Impulse A-70 (Ms), A-50-70 (S)

A very impressive collection of songs, much of it worth listening to. Dick's soft playing in collaboration with a fine rhythm section provides fine, relaxed listening. The emphasis is on the sound of the instruments, such as, "Tidbit on the Blues," "Blues in a Minor," and "Goin' with the Blues."