Col. Club Hearings Near End

By MILDRED HALL

WASHINGTON — Final argument on the Columbia Record Club case will be held before members of the Federal Trade Commission here this week (May 13). Hearing Examiner Donald E. Moore, in October, 1964, recommended dismissal of all charges in the FTC complaint against the Columbia Club.

The FTC examiner wrote a thumping 300-page initial decision, exonerating the Columbia Club of all charges, and praising record club operation as beneficial to the general sale of records. Moore found no basis for the government attorneys' argument that exclusive licensing of outside labels could end in total LP monopoly by Columbia and other major clubs, or that Columbia Club prices were unfair to record dealers, or that the company sought a monopoly in the LP sales.

Moore said his findings were based strictly on the facts. He said the government attorneys had based their case on "what might happen" in the future, and on "emotional factors." Moore said

Continued on page 10

SEEBURG BOWS COPYRIGHT ARSENAL

See Expanded
Radio-TV Programming Dept.
Starting on Page 14.

COPYRIGHT BILL
talks delayed

WASHINGTON — The House Copyrights Sub-Committee has delayed hearings on the Copyright Revision Bill until May 27, 28, 29 and June 2, 3, 4. Schedule of witnesses remains unchanged.

KFWB, KEWB Win
Interim Renewal Ok's

WASHINGTON — The Federal Communications Commission has decided to grant Crowell-Collier Broadcasting renewal of licenses of KFWB, Los Angeles, and KEWB, Oakland, Calif. Renewals are conditioned on the outcome of the payola accusations made by Al Hoskey, California record distributor, April 1964, in his court suit against KFWB, and personnel of various other radio stations and record companies in Southern California.

The renewal will run only for the remainder of the regular term, ending Dec. 1, 1965. The Crowell-Collier station has been under investigation over a number of years. FCC has reportedly investigated the station for mismanagement, deceptive quiz shows, and payola charges, circa 1960, when payola scandals were at their height, and the anti-payola legislation was passed. FCC staffs have pointed out that since then, management has been replaced at the Crowell-Collier station, and the company has been trying to clear itself with the FCC (Billboard, March 6).

Billboard's Hollywood office reported investigators from the FCC were on the Coast in February studying Hoskey charges and the court files in the payola case.

and now... RUDY VALENTYNE
Roulette's Newest Singing Sensation!
Ready for immediate shipment
R-25299 / (S) R-25299
OLÉ
A GREAT SINGLE FROM HENRY MANCINI
"LA RASPA" c/w "SEÑOR' PETER GUNN" #8574 RCA VICTOR

www.americanradiohistory.com
ABC-Para Joins Club

NEW YORK—The entire LP catalog of ABC-Para Records (Impulse, Command and Westminster) will now be available for the first time through the Capitol Club Record.

Larry Newton, ABC-Para president, negotiated the deal with Alan Livingston, president of Capitol Records, and Edward Noble, president of the Capitol Club Record.

The ABC-Para deal marks the first time that such an exchange of club not its own. Other labels have made their entire catalog available to record clubs, but none of these labels approach ABC-Para in size.

Newton said that the label has pretty much exchanged record club distribution until now, only exceptions were a Ray Charles album on ABC-Para and two Impulse jazz albums on Command which were distributed through the Columbia Record Club.

What Deal Means

The deal calls for Capitol getting first crack at all ABC-Para product for record club distribution, Newton added.

To date, the closest ABC-Para has come to record club participation was the deal offered by its classical subsidiary, Westminster, which encouraged dealers in setting up direct mail operations to offer selected product at special prices (Billboard, May 8).

The ABC-Capitol announcement comes in the wake of a similar link between Decca and the RCA Record Club (Billboard, May 8). However, the Decca-RCA arrangement does not involve Decca’s entire catalog.

Initial offering through the Capitol club involves ABC-Para products on Impulse (Command and Westminster records.

Under the arrangement, the Capitol club will be able to dis-tribute product by Ray Charles, the Impressions, the Barry Sisters, Fontaines, Chetwynd Sales, Carol Channing, Carols Monty, Elton Brit, Gary Mc- Farland, John Coltrane, Shirley Scott, Charles Mingus, Ennio Morricone, the Ray Charles Singers, Tony Mottolli and the Robert DeCorrier Singers.

U.K.’s Acuff-Rose Starts Rolling

By CLAUDE HALL

NEW YORK—Acuff-Rose Music, Ltd., launched in England last March, is about to begin independent record production of British artists. U.S. Acuff-Rose was launched here in 1935 by the late Fred Rose, who has been hailed as the father of the country music field. Now, after a year and a half delay caused by Pye Records in Europe, will get first crack at the masters, Nick Firth, general manager of Acuff-Rose Music, Ltd., said.

Firth and Colin Berlin, manager of the agency division of European countries, will call on the British Isles on a personal tour this month. He will be on the lookout for British talent, for a large percentage of the British market is unknown and live shows. It was vital to the country field that the Program show be carefully and extensively promoted—particularly in view of the fact that New York lacks a country music outlet. The failure on this level is unfortunate.

The success of the show will add to the myth that country music cannot do well in New York. To counter this myth we may point out that Flatt and Scruggs—who were in the Program show—have played night clubs in New York. When Flatt and Scruggs played the Roxy recently, and the Parkway and the Fifties, and the Sures, and the Key and Country, and the Midnight Jamboree, and the Radio City and the Country Club, all in New York. New York is a tough town when properly promoted. Huck Snow, another star in the Program show, has played night clubs in New York.

When the new group, The Impressions, released was as far back as Frank Delaney’s Meadowbrook in 1951—and has turned away as many as 2,000. Snow and the late Jim Reeves played together on the Program show. This distance, and the pattern of success could be repeated here if shows were brought in with more careful planning.

It is necessary to learn from failures as well as successes. The lesson of the Program show is obvious: Don’t blame the act; rather, let us hope packagers in urban centers give their country artists a fair chance by providing adequate exploitation.

DEPARTMENTS & FEATURES

Hot 100 Chart, page 30
Top LPs Chart, page 40
Other Music, page 15
CDs, page 16
Breakfast Albums, page 38
Hits of the Week, page 36
Hit LPs, page 36
Hot Country Albums, page 12
Record Reviews, page 39
LP Reviews, page 40
Music & Record News, page 35
Country Music, page 35
Guitar World, page 41
New LPs, page 30
New Record Releases, page 39
R&B, page 35
Talent, page 40
Tribute, page 40
Telefon, page 40
Audio Video, page 30
Villa U.S., page 40
Goldmine, page 42
Radio TV Programming, page 15
Buyers & Sellers Classifieds, page 58

May 15, 1965, BILLBOARD
Columbia Chart(er) Member

NEW YORK—Columbia Record’s 1970 sales total, the highest in the company’s history, is now out, and it shows a sales longevity. Only eight of the 150 albums carried in this week’s issue of Billboard’s “Top LP’s” chart have been carried on the chart for 100 weeks or more. Six of the eight are Columbia albums.

Leading the list is “My Fair Lady” which has been on the charts since 1958. Following in order of longevity are: “Sound of Music” (25 weeks, and 4,100,000 copies sold), “April Love” (34 weeks), Andy Williams’ “Moon River” and “Other Great Movie Themes” (40 weeks) and Bennett’s “I Left My Heart in San Francisco” (148 weeks) and Andy Williams’ “Days of Wine and Roses” (104 weeks). Columbia’s original Broadway cast album of “Carmelit” was on the chart for 48 weeks and has now dropped off the chart in last week’s issue. The other 100-plus-week entries are Nat King Cole’s “Ramblin’ Rose” on Capitol with 102 weeks, and “The Way We Were” and “White Christmas” on the Warner Bros. label with 100 weeks each.

In this week’s picture, these Columbia albums shape up this way: “My Fair Lady” has 9,000,000 sales and 104 weeks on the chart. Album of the film version won a gold record from the Recording Industry Assn. of America in December when its sales exceeded $1 million within two months of release. The soundtrack album, incidentally, has been on the chart for the past 22 weeks.

The original Broadway cast album of “Hot Summer Night” has now over $1,250,000 sales and The Sound of Music” is now over 8,000,000 copies sold.

WB-Reprise to Give LP Program Personal Touch

HOLLYWOOD—Warner Bros., Reprise Records will bring its Fall LP program to distributor this year. A team of home office executives will conduct sales and promotion meetings for distributors and sales reps. If you happen to be in New Orleans, Royal Orleans Hotel, July 15; New York Hilton, July 21, and Los Angeles, July 23.

The executive team will include President Mike Malitoff, Marketing Director Jerry Friedman, Distribution Manager Bill Summers, national sales manager, and Joe Smith, Warner’s ’n’ ders single district managers.

“All distributors’ sales, personal and accounting personnel will attend the meeting. Sales and promotion meetings will be handled on a regional basis with a distributor’s entire sales and promotion force where particular problems may be attacked.

“With the market place becoming more competitive each day, it seems it feels the purposes of Warner Bros. and our distributors to get our message directly to the music retail sales people,” Summers said.

Vinton a Steady Chartist

NEW YORK—Booby Vinton, Epic Record artist, has developed into one of the most consistent sellers in the business. Vinton has appeared on Billboard “Hot 100” chart 96 out of 106 weeks, according to a recent chart analysis. The performer’s best week was March 9, 1963 through April 17, 1965.

The survey further revealed that Vinton has been on the Billboard’s top 50 for 86 weeks this year, and 46 weeks during this 96-week period. Out of a total of nine songs Vinton has been on the charts only one single failed to hit the top 20 and that missed by only one position—“I’ve Said It Again” and “Mr. Lonely.”

“The Vins’ played solo in the Cabaret Club, at the Copacabana.

‘Harlow’ Row Reaches Into Record Field

NEW YORK—The battle between Warner Bros. and Columbia Records over their movie versions of “Harlow” is spilling over into the LP field. The Warner Bros. version, released last week, has sold $1,000,000 worth of copies. Columbia Records released the soundtrack album of Sergeant Harlow’s “Harlow in the Big Apple” is now expected to have a good selling showing on a soundtrack album of the Levine production.

The score for Levine’s Harlow was written by Neal Hefti. The picture, scheduled for national release in the fall of 1967, stars Carroll Baker in the title role. According to Columbia, the “Sergeant Harlow” shot in Electronvision, has a score by Nelson Riddle, Al Ham and Alan Bergman; Carol Lynley plays the title role. The movie goes into release this week.

CMA to Stage Country Show in Chicago

By NICK BIRCH

CHICAGO—Amusement industry representatives drew plans last week for an annual country music spectacular to be put on by the Country Music Association at least once a year.

An all-star affair will be emceed by Andy Griffith. It will feature such artists as Roy Clark, Roger Miller, Denny登上, Tex Ritter, Johnny Bond, the Anita Kerr Singers and an orchestra. The show will be directed by composer-arranger Bill Walker. Aimi Levine, called the Sound of Country Music, is the third such annual event. Previous shows in New York and Detroit drew 1,200 and 500 persons, respectively.

The Chicago show will be held at the Tri-City Stadium, June 7 (Monday) and be staged (Continued on page 32).

OLIVER TO LIBERTY

HOLLYWOOD—Richard Oliver, who worked on Disneyland Storyteller Records three years ago, has joined Liberty Records’ advertising-merchandising staff. He will work with ad director Al LaVantar on a score of projects.

MILLS MUSIC MAKES SHIFTS IN PERSONNEL

NEW YORK—Mills Music made its first key personnel changes in over a year when Michael Passage purchased the interest of Utilities and Industries Corp. in the company for an amount not released.

Bernard Kalban was named manager of Mills’ educational department, Calgary; John B. Dorsey, who left to assume the educational post at E. B. Mark’s, is returning to Head of the Mills’ vice-president and general manager.


Mills has been in charge of advertising and promotion of Mills Music, one of its key divisions, and is now taking over the division’s complete financial responsibilities for Hansen Publications.

JAY-GEE FORMS R&B AFFILIATE

NEW YORK—Jax-Geek Records, the new label of the Jax Corporation, is being established to release rhythm and blues records. Port will have as Jax-Geek’s primary vehicle for artists and independent producers.

First release on Port’s r&b schedule is “Crying in the Chapel” by Al Ski.

NEW YORK—Shelby Singleton, vice-president of ad at Mercury Records, will marry Barbara Elizabeth MacCollum of Philadelphia Saturday (15). There will be a reception at Delmonico’s Grand Ballroom and the couple will live in New York.
INTRODUCING ON Hullabaloo
(Tuesday, May 11—NBC Television Network)
The Byrds
SINGING THEIR NEW COLUMBIA HIT SINGLE—THE SENSATIONAL BOB DYLAN ORIGINAL
"Mr. Tambourine Man"

Hullabaloo Produced by Gary Smith
New Offensive Launched To Help Small Retailers

WASHINGTON R. Rep. James Roosevelt, D-Calif., and Sen. Russell B. Long, D-La., both champions of small business, have launched a $1-million offensive to prevent another attack on dual distribution abuses. The legislators have introduced an amendment to the Senate Banking and Currency Committee on Domestic and Foreign Monetary and Credit Policy which would require the Federal Reserve Board to report to Congress on the effects of dual distribution on small business.

The amendment, which was introduced in the Senate Banking and Currency Committee, includes a requirement that the Federal Reserve Board submit a report to Congress on the effects of dual distribution on small businesses. The report is to be submitted within 90 days of the date of the amendment's passage.

The amendment was introduced by Sen. Long, who is a strong advocate for small business. He has consistently fought for small business interests in Congress, and has been a vocal opponent of dual distribution abuses.

The amendment is supported by a number of small business organizations, including the National Small Business Association, the Small Business Coalition, and the National Federation of Independent Business.

The amendment is also supported by a number of prominent lawmakers, including Rep. James Roosevelt, D-Calif., and Sen. Russell B. Long, D-La.

The amendment is supported by a number of prominent lawmakers, including Rep. James Roosevelt, D-Calif., and Sen. Russell B. Long, D-La.

The amendment is supported by a number of prominent lawmakers, including Rep. James Roosevelt, D-Calif., and Sen. Russell B. Long, D-La.

The amendment is supported by a number of prominent lawmakers, including Rep. James Roosevelt, D-Calif., and Sen. Russell B. Long, D-La.
Stop!!
HERE WE GO ON

Veep

FOUR EXCITING NEW CHART-BUSTING SINGLES LAUNCHING AN EXCITING NEW LABEL

"LOVEY DOVE"
The Previews
Veep #1215
Produced by Sonny Lester

"WHERE WERE YOU"
Bobby Boyd
Veep #1216
A Duke Niles Production

"WHAT TIME IS IT"
The Four Havens
Veep #1214
A Feldman, Goldstein, Gottleber Production

"THAT'S MY DESIRE"
Don Caron and Orchestra
Veep #1217
A Carone Production

Is here to stay!! It's backed by UA

United Artists

www.americanradiohistory.com
Seeburg Corp. Bows Copyright Arsenal

• Continued from page 1

or about $2,500,000 during the period.

Will Go to Operators

Gordon said that the performance

licensing policy of Seeburg's

Operated Phonograph Perform-

ing Co. (COPPS) will continue to

be turned over to the operators, probably—but not necessarily—through the Music Operators of America.

When this transfer takes place, Seeburg will still own the copyrights to the catalog. However, a lease agreement between the operator and his Seeburg distributor will provide that "during the term of this agreement no music licensing fees will be charged on music copyrighted by Seeburg Music Publishing Company, irrespective of possible changes in the copyright law pertaining to operated phonographs up to that condition that such records are played only as authorized in this agreement."

Contrast Provision

Another contract between the location and the operator provides that the location pay the operator as a starting fee for a 60-selection library, that the operator change the library approximately every 90 days and that the location conform to specified conditions with regard to sound reproduction.

Gordon turned in a splendidly

playing performance before the local operators, beginning at a slow tempo, and the history of the music machine industry and rising to a crescendo when he explained the COPPS set-up.

He pointed out that jube box companies have between $500,000,000, half of the total TV business, or more than the $275,000,000 in motion picture rentals and the $200,000,000 in radio billings. He added that of the two major performance right societies, BMI and the American Society of Composers, Authors and Publishers, Seeburg makes a great deal of control in BMI, while film companies control substantial portion of ASCAP firms.

Gordon said that in view of the $500,000,000 taken in annually by juke boxes, there is no reason why the music machine industry should not have more control of its own.

City BMI Rise

He explained the situation which gave rise to the birth of BMI. In 1940, Gordon charged, BMI's fee schedule was lower, and radio stations decided to oustasc BMI music and form their own society.

Broadcasters, Gordon added, were impressed with BMI's for and for the first year of their breach with ASCAP they had to depend largely on public domain while stations revenue fell at least 20 percent. When BMI was able to build a catalog, Gordon intimated that the COPPS contract would be turned over to the operator with the stipulation that the control of the ASCAP.

Right.

Gordon said, just as it was between $30 million and $35 million in 1940, and paid a year in records and pay $2 million a year in mechanical royalties.

When BMI was then

able to build a catalog, Gordon

said, it went out of the

business and radio stations, and film companies pay performance royalties, Gordon said, don't buy many records and the

RIAA Adds Six Members

NEW YORK — The Record Industry has added six new members, according to executive secretary Henry Brief. They are: Crescendo Records, Everest Rec.
s, the Longine Symphonette Recording Society, Request Records, Signet Records and Vice Jazz Records.

Feit to Amy-Mala

NEW YORK—Max Feit has joined Amy-Mala in the capac-

ity of comptroller and credit manager. Feit joined Amy-Mala after a seven-year tenure at Cadence Records in the same capacity.

STOP

reading someone else's copy of BILLBOARD

SUBSCRIBE NOW

The most consistently rewarding business investment you can make.

Please order your subscription to BILLBOARD for:

1 YEAR $13.00 2 YEARS $24.00 3 YEARS $39.00

Published every Thursday. Payment must accompany order. Add $2 per year for Foreign. New and Renewals Only. Full payment must accompany order in Canada.

Auto-Renewal Service:

If you choose this service, you will continue to receive your subscription at the current rate for as long as you like. We'll send you a renewal notice each year and bill the new rate. You may cancel at any time. The current rates are $13.00 per year for 1 year, $24.00 for 2 years, and $39.00 for 3 years.

Porter Leaves Song Legacy

NEW YORK—Cole Porter, who died last October, left a legacy of songs which were written between 1917 and 1952. Porter's music is typical of the songwriting of the late composer—lyricist's manuscripts, which were kept by Dr. Albert Sirmay, chief edi-

tor of Chappell, the music firm that owns most of Porter's copyrights.

Sirmay said, "I would call it the material a rich musical herit-

tage. There is enough material to stimulate any composer. There are dozens of excellent songs." John Wharton, Porter's attorney, has the unpublished songs insured.
Esther Phillips has a hit...

"and I love him!"

ATLANTIC 2281

growing all year
...breaking in area after area
...now a national smash!

and this hit kicks off her great selling LP.

"and I love him!"

ATLANTIC 8102 (Stereo SD 8102)

12 great songs done the Esther way...
Hearings on Columbia Disk Club to Wind Up This Week

*Continued from page 1*

he sympathized with small business dealers, but found their "injury" cases did not hold up in perspective of the industry as a whole (sales of singles as well as LPs). Also: "We can't sub-
ordinate over-all competition to the protection of small-business competitors."

Moore had some misgivings about the exclusive licensing arrangements' possible antitrust aspects. Government attorneys said the licensing contracts with outside labels could lead to total monopoly of LP records by leading clubs, if Victor and Capitol also took in outside labels. Mr. Moore finally decided the antitrust aspects were "ancil-
liary," or lesser antitrust activity. This type is permissible if the exclusivity is necessary to "pro-
tect a legitimate interest" and does not impose hardship on the licensed company or on the public.

**Arguments Set**

Argument on the Columbia Club case will be made for the company by Asa Sokolow, of the

New York firm of Rosenman, Colin, Kaye, Petsch,check & Freund. Argument for the government will be made by FTC attorneys Morton Needel-
man and Richard B. Levine. Briefs have been submitted to the Commissioners by both sides. The mammoth hearing record piled up 11,000 pages, 1,400 exhibits, in action which began in June, 1962, and went into eight months of hear-

Independent distributors and record retailers both claimed Columbia Club practices were harmful to them, during 1964: Roosevelt hearings on Dual Distribution—hearings which prodded the FTC into enlisting for the record industry, after long delays, in 1964.

Rep. James Roosevelt (D., Calif.) and Sen. Russell Long (D., La.) have recently introduced new legislation to assure fair play in the dual dis-
tribution situation, when the independent must compete with his supplier for the same customers at distribution or retail level. (See separate story.)

Services Held

For Jones; 300 at Mass

HOLLYWOOD—Sphe Jones was consigned to a "humili-
ity in the clothing of a musical satir-
üt" at funeral services last Tues-
day. The 53-year-old artist died Sat-
urday (1) at his Beverly Hills home of emphysema, a respira-
tory ailment.

Over 300 persons attended the
Requiem Mass at a West Holly-
wood church. Jones, who re-
corded many records for RCA
during World War II, and most recently worked for Liberty Rec-
ords, appeared on TV and in

night clubs with his wife, singer Helen Grayco.

The band leader was hospital-
ized in March as a result of an
asthma attack at Lake Tahoe. He
is survived by his widow and four children.

4 Seasons, VJ

*Continued from page 3*

contract with Crewe. They then
signed a three-year contract with Mer-
cury that still has two years to run.

Vee Jay claimed it had not
violated the contract and was
entitled to all of the recordings
Mercury had made of the act. The 4 Seasons and Crewe coun-
tered with the claim that Vee Jay owed them royalties.

**U.K.'s Acuff-Rose Starts Rolling**

and publishing, in addition to working closely with Pye Rec-
ords on Hickory release. The firm is also instrumental in Brit-
ish tours of American acts. Bes-
ides the last European tour of
Roy Orbison, Firth said Acuff-
Roe had booked Orbison for a two-week July tour of Ireland
at the "highest money any single pop act has ever received."

American appearances by Brit-
ish artists and British appear-
ance by American artists are the resul-
t of a "reciprocal arrange-
ment" between Acuff-Rose offi-
ces in Nashville and in Lon-
don, Firth said. Tom Jones' ap-
pearance on the Ed Sullivan show May 2—the first of five—
was through this reciprocal ar-
rangeamento is slated for an American tour by the same path. Firth said Tom Jones is "the first of a flood" of Brit-
ish acts Acuff-Rose will bring to the States. Bookings will not be lim-
lited to Hickory or Py Artists. Mia Lewis, London Records art-
ist, may be brought to the U. S. "if everything works out well."

Firth said the British Acuff-
Rose organization is "in the black and doing extremely well." Among the catalogs han-
dled in England are Pamper and Signtone. In addition, the off-
line publishes all the writers han-
dled by the U. S. office, includ-
ing Acuff-Rose here.

British Acuff-Rose is doing a "marvelous business in Ireland." Firth said, "largely as a result of the appeal of country music there, which is a backbone of the U. S. Acuff-Rose organiza-

Firth said the booking part of Acuff-Rose soon hopes to
bring country artists to Ireland.

**New Essay Firm Bows Two Labels**

DAYTON, Ohio—A new re-

recording firm, Essay Produc-
tions, using both the Acuff and Essay label signatures, has been formed here, with offices at 1610 Alex-
ander Avenue. The firm has plans for establishing a branch office in the Paddock Center, Cincinnati, at a later date.

Headlining up the new company are singer Arvey Webster; Sonny Flaharty, former Decca and Epic recording artist, and Robert Dye and David Barthole-
meir, presently engaged in the sound recording business. Web-
ster will handle the bulk of the ad-
work for the labels, with Flaharty in charge of production. Dye will serve as chief engineer and Bartholomew as art director.

Initial release on the Acou-
label will be made May 15, with Janie Fuller on "A Few Days More" b/w "Everything Is Here But You." Upcoming sessions, according to Webster, will spot-
light the Fabulous Penetrations, the Jugglers, Paul Hopkins Jr. and the Young Americans, a group headed by Flaharty. Essay re-

recording firm, Essay Produc-
tions, using both the Acuff and Essay label signatures, has been formed here, with offices at 1610 Alex-

Travel to the Week

A jaunty revival of the old tune could
catch on very quickly. The sound is
kind of trick and the singing is cheer-
ful, just the thing to attract tours.

**CHESS RECORDS**

**Billboard** May 15, 1965

NOTICE TO JOHNS TUNES

CAPITOL SHOWBAND—BORN TO BE WITH YOU
(Morris, ASCAP)—This is the original smash hit
from Ireland. The Don Robertson side is given a
top rocking rendition. It's written all over it. Flip: "Far Away" (One Four Two)
Back to Top

**Argo** 5502

**SLEEPER OF THE WEEK**

Born To Be With You

The Capitol Showband

(Capitol, 5502)

ARGO

MAY 8, 1965

CAPITOL SHOWBAND—BORN TO BE WITH YOU
(Morris, ASCAP)—This is the original smash hit
from Ireland. The Don Robertson side is given a
top rocking rendition. It's written all over it. Flip: "Far Away" (One Four Two)
Back to Top

**Argo** 5502

**CHESS RECORDS**

**Billboard** May 15, 1965

NOTICE TO JOHNS TUNES

CAPITOL SHOWBAND—BORN TO BE WITH YOU
(Morris, ASCAP)—This is the original smash hit
from Ireland. The Don Robertson side is given a
top rocking rendition. It's written all over it. Flip: "Far Away" (One Four Two)
Back to Top

**Argo** 5502

**SLEEPER OF THE WEEK**

Born To Be With You

The Capitol Showband

(Capitol, 5502)

ARGO

MAY 8, 1965

CAPITOL SHOWBAND—BORN TO BE WITH YOU
(Morris, ASCAP)—This is the original smash hit
from Ireland. The Don Robertson side is given a
top rocking rendition. It's written all over it. Flip: "Far Away" (One Four Two)
Back to Top

**Argo** 5502

**CHESS RECORDS**
The Honey Wind Blows The Brothers Four onto the Charts.

Their Latest Hit Album

COLUMBIA RECORDS®
Magic Is the Secret Word to British Disk Producer Most

NEW YORK—Mickie Most, the young British disk producer whose releases in the U. S. have passed the million sales mark in the past four months, candidly admitted that English records aren’t what he wants. “However,” he pointed out, “we don’t want them too good because we try to get in a record in ‘magic’—something to make the kids say ‘I want to buy the record.’ Most, who was in New York recently scouting for new song material, feels that most of the ‘magic’ in a record comes from the song itself. ‘Singers are harder to find than singers,’ he said. To help in his continual search for songs and to handle his business affairs here, Most, who headquarters in England, has established a New York office in the Time & Life Building under the direction of Allen Klein, his business manager. Most now is a steady commuter between London and New York, coming here for a song or a business deal for even so short a time as a one-day stay.

His recording techniques are as varied as the artists whose disks he has been recording. He has recorded the Animals and Herman’s Hermits for MGM; the Meadows, Calvin James and Bobby Vinton for Epic; the Nashville Teens for London; and Brenda Lee for Decca. He has also recorded a new group called the Symbols which will soon have a record released here under the MGM banner. ‘Flush singer or group,’ he said, ‘has an idea of what the sound should be and I try to fit that idea to the song and to their style.’ To get the proper sound, Most will record his disks manually.

According to Most, the English sound of 1965 is an adaptation of the U. S. sound of several years ago with even that in mind he prefers to produce different singles for the English and American markets. ‘Even though the English groups are popular in America,’ he said, ‘England and America are separate markets and they will probably stay that way.’

**TALENT**

**PEOPLE AND PLACES**

Judy Garland has been set for an appearance at the Forest Hills Music Festival July 17, 1965. Bobby Rydell, now serving in the U. S. Army, has been selected as one of the top two acts of the nearly 1,000 just completing their basic training at Fort Dix. He’ll be back on the show circuit in late January. Tito Puente’s Latin Jazz-Artist and Revere begins a one-week engagement at the Village Gate May 11. The Teddy Wilson Trio and the Pepper Adams-Thad Jones Quintet will begin at the Five Spot Cafe May 18. Brenda Holloway, Tamia artist, makes her debut on ABC-TV’s “Shindig” show May 12. Emilio Pericoli, Italian recording star, will make his American debut at the Three Rivers Club, Syracuse, June 28.

Gow, Hughes of New Jersey last week presented the Four Seasons for a week at the Garden State Theater. In all, the group played five engagements.

**ENCHANTING STYLIST**

Edie Puts on Happy Face at Latin Quarter

NEW YORK—Edie Adams, who has a happy life to her voice, entertained Latin Quarter Tuesday (5) night in her first nightstand appearance in a year. Most of her act weaved around happy songs. She began with a ditty around ‘Pick Yourself Up’ while she stroked through the audience shaking their hands and dancing to her performance with another hand-shaking tour and another money.

In between were “Why Don’t You Write Me a Song?” or “It Sometimes” from a TV commercial, take-off monologues with Zsa Zsa Gabor, Jayne Mansfield, and Lisa Birdy, and a funny ‘Hedda Hopper’s Shoe’ song. Her best songs were “I’m a Woman,” which made her a star in England and the only ballad of the night, “He’s My Man,” from the show by the ‘I Want to be Happy’ producer.

The entire Latin Quarter show, under managing directors B. M. Loew and Lou Walters, presents some of the finest entertainment booked on at the Latin, with Miss Adams appearing through May 22.

**GARNER FOR CLUB CONCERT**

NEW YORK—Erroll Garner will give his concert performance in a nightclub for the first time when he opens at the Village Gate June 15, 1965. The opening concert, at the Village Gate May 20, “An Evening With Erroll Garner” will be presented with three performances on Friday, Saturday, and Sunday. It will be the pianist’s first New York appearance in four years. Mr. Garner has signed with the William Morris Agency.
EARLY MORNING RAIN

12 great songs and ballads

Come in Stranger
Early Morning Rain
Nancy Whiskey
Awake Ye Drowsy Sleepers
Marlborough Street Blues
Darcy Farrow
Travelling Drummer
Maude's Blues
Red Velvet
I'll Bid My Heart Be Still
For Lovin' Me
Song for Canada

VRS-9175 (Mono)
VSD-79175 (Stereo)

"As a team, without peer."
HIGH FIDELITY

Still selling merrily!

IAN & SYLVIA
VRS-9168 (Mono) & (Stereo) VSD-2113
IAN & SYLVIA — FOUR STRONG WINDS
VRS-9133 (Mono) & (Stereo) VSD-2149
IAN & SYLVIA — NORTHERN JOURNEY
VRS-9154 (Mono) & (Stereo) VSD-79154
New Griffin Show Aims at Carson

NEW YORK — The Merv Griffin Show debuts on syndicated television today (10) in the nation's major markets. The Westinghouse Broadcasting Co. plans to air the Griffin show on NBC's Johnny Carson Show which comes on at 11:30 p.m. EST. It has been announced that NBC plans to open its new TV format Tuesday, an NBC station, will be putting on the Griffin show following the Johnny Carson show, which goes on at 10:30-12 p.m. EST. The December 30 run made for NBC was a big success, but it is not known if the show will be taped for syndication or if it will be shown on WPIX.

WSM Deejay Makes Drivers' Lot Easier

NASHVILLE — Truckdrivers have a friend down South and throughout the Midwest who accompanies them through the long night stretches. His name is Bill Claiborne. Claiborne has been handling WSM Radio's all-night spot for about eight months. The 50,000-watt station is noted for broadcasts of the Saturday night Grand Ole Opry show from the stage of the Ryman Auditorium. WSM's all-night spot is called "Friday Night Opry" show. Claiborne picks up the ball after a half-hour religious program on Sunday morning at 1:30 and about 10:30 and 11:30 each weekday.

A key feature of the DJ show is his list of general news and weather reports that includes such names as Roy Acuff, Johnny Cash, Mother Maybelle, Carter and Kerri Wells. Visitors have been welcome, but Claiborne said he had to fix this a few weeks ago. "There were always 30-40 people in the hallway and spilling over into the room," Claiborne said, and the noise began to interfere with the program's professional aspects.

Claiborne also said that "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to provide the Opry and its stars—undoubtedly success. Claiborne also said, "I have the current releases of the 53 Opry acts and 30 outsiders."
Here it is!

My Name Is Barbra

Barbra Streisand

Columbia Records
Darvas a Producer

NEW YORK—Nicholas Darvas, of the dance team of Julia and Darvas and author of the book "How I Made a Million in the Stock Market," has branched out into record production. Darvas has on the market a jazz LP, "Life with Punch," released by World Artists, which was released on the Reveille label, stars Billy Baxter and Pat Brigh.
NOW PLAYING!
An important film from Columbia Pictures.
An exciting score by Neal Hefti.
A great soundtrack album from Liberty.

Two displays, special LP-promotion singles for theatre intermission play, tag lines on all newspaper film ads, and dealer co-op advertising funds are just part of the huge sales promotion campaign by Liberty Records and Columbia Pictures.

COMING SOON!! All the might and magnificence of "GENGHIS KHAN" from Columbia Pictures & Liberty Records


Vox Jox

Donald H. McGannon, president of Warner Bros. Record- ing Co., will receive an honorary doctor of laws degree from Creighton University, Omaha, May 31. He is to deliver the commencement address...

Three WRB stations—sales executive Richard Caruthers, promotions manager Bob Melling, and air personality Dan Reinh—have been named to positions with the Altona Junior Chamber of Commerce, Altona, Pa.... Gene Wilkey, vice-president CBS-TV and general manager of KMOX-TV, St. Louis, has been named to hold the position of 28th annual Gridiron Dinner to be held in St. Louis, Oct. 21.... Country star Eddy Arnold takes over as host of "ABC's Nightlife," sponsored by Nabisco, N. Y.'s WPTR Radio will co-sponsor a New York State Student contest with a station advertisement. ..."Jazz on a Summer's Day," a film created from a portion of the Newport Jazz Festival, will be aired over the CBS network June 10 as a special broadcast in the "Michel- lob Hour of Excellence" series.

SEGUE

Gene Wee, "Shineave" host from Pacifica, Sent, has signed a three-year contract with the station. He continues as a KFWB deejay.... Tom McLaughlin is holding down the morning DJ slot on KNOB, Los Angeles, for Al Fox, on leave to handle sales and promote jazz concerts. ..Mark Wayne takes over 6:30-9 p.m. and Tom Miller, 9-12 p.m., week days on KING, Radio, Seattle.... Joe Hillbrand has been appointed general sales manager of WJJK Radio, Detroit, WNBC, New York, and also WPBR, Philadelphia (1) a weather boat commanded by Capt. Alf Pederson, one of marine broadcasters, who begins on-the-scene reports of weather, sea, tide, etc., and fishing news in the New York area.... Kurt King, former WKWK & WRELAND, Va., an- nouncer, has joined Laurel Radio Network WHDJ, Indiana, Pa., nightly 5-10 p.m.... Larry James is now with WPGC Radio, Washington, D. C., former KEWJ, Topeka, Kan. ....Myles Poland, former DJ with WPWO, Cincinnati, has joined WBFP, Indianapolis.... Mort Fega airs with "Jazz Nocturnes" beginning Monday (17) over

STATIONS BY FORMAT

+ Continued from page 1

KOP-FM: ERP 57,000 watts. Simulcasts with KOGA.

KOFL: 50,000 watts. Metropolitan Tele- vision Co. station. ABC affiliate. Music format. Standard programming:

KORD: 50,000 watts. simulcasts with KLZ.


WEIS: 50,000 watts. simulcasts with WNBC.

YESTERDAY'S HITS

Change-of-programming from your librarian's shelf this week, depicting that the State Fair is only weeks away from this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago

May 16, 1960

1. Suck on You, Elvis Presley
2. The Soldier, Everly Brothers
3. Greenfield, Brothers Four
4. Night, Jackie Wilson
5. Good Time, Jimmie Jones, Cab
7. Little Girl Dance, Billy Idol, touring band
8. Creole of Love, Johnny Preston, Jew
9. Sink the Bismark, Johnny Horton, Jew
10. We'll Have to Stay, Jeanne Black, Capitol

R&B SINGLES—5 Years Ago

May 16, 1960

1. White Silver Sands, Bill Black's Combo, Hi
2. Doggin' Around, Jackie Wilson, Brunswick
3. Night, Jackie Wilson, Brunswick
4. Club Foot Boogie, Part 2, Grand Hl, Hi
5. Fortune Man, Baxter Brown, Fire
6. Mountain Time, Rhythm Sympath, Columbia
7. Mountains of Love, Harold Doran, Columbia
8. All I Could Do Was Cry, Bobby Byrd, Stax

KFWB to Country

SEATTLE—KFWB Radio, a FM Format station that has enjoyed much success, has announced a shift to a country music format that will feature an older listening audience, according to owner David M. Segal. Art Jacobson, general manager, said that the station's air personalities and broadcast hours will remain the same indefinitely. Offshore Radio stations owned by Segal are in Greenville, Miss. and Denver.

KDJ A Ups Power

OAKLAND, Calif.—KDJ A Radiocasting, Inc. has increased its wattage April 17 from 1,000 watts to 5,000. The daily market share with DJ shows by air personalities John Hardy, Rick Austin and George Oxford.

WMAS Goes All-Country

SPRINGFIELD, Mass.—WMAS Radio, the first and oldest full-time radio station in the city, changed Monday (1) to an all-country format according to President Julian Gross. The change was due to the success of sister station WEXT, West Hartford, Conn., with a country format. WEXT will air two weeks before WMAS.

Ohio Radiomen to Hold Farley

DAYTON—The Ohio Association of Broadcasters will hold its 1965 spring convention here May 13-14. Among those speak- ing will be Ir Hayes, director of management services for the National Cash Register Co. in Dayton; Edward Bleier, vice-president of station buying and sales, ABC-TV; Robert Palmer, vice-president of Cunningham & Walsh, Inc.; Karl Mullin, vice-president of station relations, ABC Radio; John Caroll, president of Soundtrack Re- casting, Flint, Mich., and Bill Cheshon, public relations director, WTV, Steubenville, Ohio. Dan Darnell, general manager, WLOD, Dayton, and Don Sailer, vice-president and general manager, WING, Day- ton, will be co-chairmen.

but the music format will be popular among the station's audience with WMAS part of the day.


KOUS: FM-Construction starting im- mediately. Plans are indefinite as yet.

Gross bought WMAS in May 1965, and started the station WEXT Septem- ber 1963.

The change to country was without comment from Gross said, but he "never experienced such spontaneous response." He said that he knew there was a good- sized audience for country music in the area, but he'd never "thought of it as being this big, this faithful, this friendly." When artist in the new venture.

Clare Hall

COMING
There’s a lot of clever ad copy that would fit in with this record’s clever title, but we thought we’d just say.....

JAN & DEAN HAVE ANOTHER SMASH
‘YOU REALLY KNOW HOW TO HURT A GUY’

and “It’s As Easy As 1, 2, 3”
#55792

-produced by Jan Berry
for Screen Gems, Inc.

www.americanradiohistory.com
Teichiku Co. to Triple Capital

TOKYO — Teichiku Records, Deca's affiliate and a subsidiary of the Matsushita "National" Electric Co., will triple its capital to 60 million yen ($167,000) to meet expanding business. The total number of new shares to be issued is 85,400, at par value of 5 yen (14 cents), 695,200 shares will be allocated to the present shareholders at a rate of two

U.K. Inde in Folk Swing

BY ANDRE DE VEKEY

LONDON — Transatlantic Records, indie founded by Cam- bra, Jin, Hertel, Heine, and Joseph four years ago in his home, has moved to the central part of the city. The event was celebrated by a party (29). Specializing in folk and jazz, Joseph reports an 85 percent increase in folk album sales in the past year. Ten percent of this is in the imported Folk- ways albums which Transatlantic handles in the U.K.; 75 percent is their own folk pro- duction.

Artists include the Ian Campbell Folk Group from Scotland, the Dubliners, and a new Brit-

ich folk singer and guitarist, Bert Ganch. The latter's LP sales are doing well as a result of playing at the numerous folk clubs around the country. A new LP from the Dubliners, folk singers from Ireland, has advance orders of 3,000. Joseph sees a growing market for home- grown folk material. The interesting fact is that with little or no consumer promotion, this type of material finds a ready market among followers whose age group ranges from 18 to 30. Transatlantic also handles U.K. distribution of Storyville (Scandinavia) and put out central department albums on the Folk- ways label with a budget label, RAYMOND DOBBE.

PARTY HERALDS CBS OUTLET IN LONDON

LONDON—Almost every im- portant in the British music business—apart from rival company executives, of course—attended a lavish reception here at which CBS officially launched its own outlet. Press and R&R representatives mingled with the 400 guests headed by CBS president Gerhard Lichtenstein, vice-president Harvey Schein and European operations vice-president Peter de Rougeman.

American CBS artists present included Tony Bennett, Frank If- sang, Bob Dylan (accompanied by his own manager, Roger Tom Wil- son) and Terry Threlfall.

European guests included M. Mikaeli, CBS, Germany; Rolf Oberg, Philips, Stockholm; Roger Lindeberg, Music Fizer, Helsinki; Haukon Tveten, Nor- sak Phonogram, Oslo, and W. and J. Masters, CBS, Amsterdam.

Contributors to the event included Ray Charles, the Beatles, Maurice Gibb of the Bee Gees, Jimi Hendrix, the Rolling Stones, John Mayall, and other top artists.

RCA Hosts Japan Dealers

NEW YORK — RCA Victor executives here played host last week (3-4) to 18 record dealers "a day in Japan". They are visiting the U. S. and Mexico City under the joint sponsorship of the Victor Co. of Japan and the RCA Victor Recording Division, George Marquis, president and general manager of the RCA Victor Recording Division, offici- ated at a lunch last Monday (3) greeting the visitors from Japan. Other executive on the hosting duo were Dario Soria, division-president of the international liaison department and Jack Burgess, division-president of commercial sales marketing division. President Victor Peggy March served as hostess.

The dealers are the winners of the Victor Record Dealers' Grand Campaign Contest, a

New Uruguay Group

LIMA—A Uruguayan group of women and a three-piece band, "Las Bambusas" and Roberto Hector, have introduced a new rhythm, the "chaker," for teen-agers in Peru, Chile, Bolivia and Argentina. They are on the Sony Radio label here. Their second LP has been sold strongly in the Lima area.

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Because of Bosnia, four Japanese LPs have been withdrawn from sale here. They are the comedy records of famous "nakashiki". Musician Osamu Yamada and "Yakinnyaku" Willard "Isakla" Vokjocka, director of Naka- jum House, now operates a successful record company. This is the new company, Pianissimo, which has more than 600,000 records in circulation. Its general manager is two business partners, S. and M. Nanki, and the international music department by RAYMOND DOBBE.

In preparation for additional increase in capitalization in the near future, the firm is intro- ducing a sounder of its authorized capitalization 240 million yen ($670,000) to the coming general shareholders meeting.

On the heels of the above-reported Teichiku and Nippon Gramaphone's capital increase to 350 million yen, the company is ready to hike its capital to 370 million yen. This means that Nippon and Columbia, respectively, have a paid-up capital of 110 million yen. RCA Victor in Japan has $464,000, Japanese disk companies are developing a record business, and they are making the record business a booming business.

2 COSMONAUTS HUE BCAUD

MOSCOW—Gilbert Becoe was given a recital under French European Broadcasting Union auspices, in the light of French week in the Moscow Philharmonic. The two cos- monauts Valentina Tereshkova and Andrias Nikolov as guests of the event. The first of four was attended by French participants in the film, music art and fashion programs.

COL.—SG SETS PUBLISHING FIRM IN U. K.

LONDON — Columbia Pic- tures-Screen Gems catalog—will be sold to a new company by some of Britain's top publishers—will be setting up its own company here. Herbert Moelis, Columbia Pictures-Screen Gems' president in charge of the sales depart- ments, was here last week to open the publishing business with his own per- sonnel.

Moelis is also trying to obtain sales and catalogs from other publishers.

HERMANSKOFF, 12TH STREET, N.Y.C.

The Animals return to the Ed Sullivan Show at the conclusion of their U.S. tour. Ken Stewart.

(Continued on page 76)
What the world needs now is love, sweet love,
It's the only thing that there's just too little of;
What the world needs now is love, sweet love,
No, not just for some, but for everyone.

A brand new, important single with an age-old, important message.

The combined genius of Burt Bacharach and Hal David wrote and produced it.

The unlimited vocal talent of Jackie De Shannon delivers the message as it was meant to be delivered.

“WHAT THE WORLD NEEDS NOW IS LOVE”

#66110

Imperial
INTERNATIONAL NEWS REPORTS

This Week's
NEWSMAKERS
Around the World

BILLBOARD PLAYED HOST recently to three Scandinavian music representatives. Left to right: Borje Ekberg, artist manager based in Stockholm; Mike Gross, Billboard associate editor; LIL Lindfors, of Sweden's Karosel-Polydor label now studying the American music business; Paul Ackerman, Billboard music editor; and Brigitta Peschko, American representative for Sweden's Metronome Records.

CBS PROMOTION MAN Paul Muller is shown presenting the CBS soundtrack LP of "My Fair Lady" to John Offringa, the 100,000th visitor to the showing of the movie in Amsterdam, Holland.

Highlights of CBS Party

AMONG THE MORE than 300 people attending were many artists, industry people, and CBS affiliate and distributing companies in Europe, including, from left, Tito Burns, London manager of Bob Dylan; Joan Baez, Bob Dylan, Goddard Lieberson, CBS president; and Mrs. and Mr. Al Grossman, Dylan's manager.

TONY BENNETT TURNS on the old charm with a song for a rapt audience.

ANNIE ROSS is greeted by, from left, Morris Levy, Goddard Lieberson, and Harvey Schein while CBS press officer Roger Easterby, center, looks on.

... At GRRA Awards Fete

DARCY GLOVER, right, sales manager for Philips Records, accepts an award for Bob Dylan for Reg Reed, left, and Ian Dove, center.

EMI's 12 awards were accepted by Len Smith, right, commercial manager. Ian Dove, left, presented the awards while Reg Reed, GRRA president, looked on.

THE AWARD for "Tokyo Melody" by Helmut Zacharias was accepted by W. Riemer, managing director of DGG, Great Britain. Presenting was GRRA chairman John Scarborough, left. Frank Smyth looks on.

BOB DYLAN's "Freewheelin" award was accepted by Morris Levy, right, managing director, CBS Records. Presenting was Reg Reed, left, and Ian Dove.

BRITISH DECCA'S two awards for Sir Winston Churchill set and Jim Reeves' "I Love You Because" was presented to Colin Borland, right, Decca assistant sales manager. Ian Dove presented the awards. Reg Reed, GRRA president, looks on.

Louis Benjamin, Pye managing director, was one of the speakers at the dinner and his comments were obviously enjoyed by Alan Freeman, right, and GRRA chairman John Scarborough.
SUCCESS!

THE SOUND, THAT SPELLS SUCCESS!

CONGRATULATIONS TO

BERT KAEMPFERT AND DECCA USA

ON THE WORLDWIDE BREAKOUT

OF »BLUE MIDNIGHT«
THEN WILL GO ON TREK
Japanese Combo to Play At Monterey Jazz Fest

TOKYO—In compliance with a request made by Jimmy Ryan, KFC, San Francisco and a member of the Monterey Jazz Festival Committee through Kyodo Kikakun, a combo organized by Sleepy Matsuno, tenor; K. Irie, re- p; G. Sera, piano; H. Shiraki, drums, will be sent to perform

at the Monterey Festival in September. After the festival, the group will appear in San Francisco, Chicago and other major cities for three weeks.

Receiving information that the trip was approved, the combo featured this year by Harry James, Louis Armstrong and Dizzy Gillespie, K. Irie, a talented trumpeter, was added to the combo. Masatomi Kikakun performed alone in last year's festival, playing with American musicians. This will be the first appearance of a Japanese combo in the U. S.

LEON GABAT, president of Vogue Records, right, seen upon his ar-

rival from France during a New York conference, confirmed that his company's international music-record repre-

sentative, seated far left, is in charge of sales of this type of records in the U. S.

Festival Forms H. K. Concern

SYDNEY—Festival Records Pty. Ltd., has entered the export market with the establish-

ment of Festival (Far East) Ltd. in Hong Kong. The Hong Kong firm will distribute records from various American, English, Japanese and Australian catalogs, all mea-

sured by Festival Records in Australia.

The Australian label is a subsidiary of News Limited, a national newspaper, radio and TV company.

Negotiations for the establish-

ment of the Hong Kong firm were completed between F. C. Marks, Festival's executive di-

rector, and the Jardine Mathie-

son organization in Hong Kong, and the Borneo Trading Company in Singapore, for dis-

tribution rights in their respective territories.

Dyno Records will represent Festival in the Philippines. All pressing will be in Fes-

tival's Sydney plant, while pack-

ets will be produced by Cun-

beree Neopressers, Sydney, another News Limited subsidiary.

New CRMA Leader Named

MONTREAL—The Cana-

dian Record Manufacturers Association has elected George L. Kane, vice-president, and managing director of Qual-

ity Records Ltd., president for the coming year. George J. Harrison, vice-president and gen-

eral manager of Canadian Records, is vice-president; Har-

old Moodie, chairman of Canadian Records of Canada, is secretary.

Two new members were wel-


A key point discussed was the possibility of a super-speed industry. It was agreed that Canadian companies would wait for action on the part of their affiliates in the U. S. before moving in this direction.

Moelis in London

LONDON—Herb Moelis, vice-president in charge of admin-

istration for RCA Records, is leaving for Columbia Pictures-Screen Guild resentment here Saturday (24) to set up a publishing office.

The London office will pub-

lish and exploit its own library and will pick up catalogs and other records from other countries.

TCF IS USED BY 20TH-FOX

LONDON—A story in last week's issue will be clarified. Specifically quoted Bunny Lewis, British producer, as saying that United Artists will be the only producers to use the TCF label. Actually, the TCF label is used by United Artists Records for distribution of product of other firms. Phob Lewis quote should have cited 20th Century-Fox, not United Artists.

JACKIE LEE

“I Cry Alone”
5-0087
Perry's got a great new album!

New from Nashville! Como sings 12 pop hits with a country flavor! Featuring his great new single "Dream On Little Dreamer"

MUSIC CAPITALS OF THE WORLD

- Continued from page 20

30... Connie Francis arrives here May 20 for a 10-day stay, and radio and TV dates are being set for her. Connie's manager, George Scheck, will set up British dates for May 27 and 28. She is here now. Lee Schofield has quit his job as advertising and promotional manager for Philips Records here. He is with the new Australian manager, Andrew, who is here now. Lee Schofield has quit his job as advertising and promotional manager for Philips Records here.

Tony's Los Angeles logo, The Hit Artists have sold 25,000 copies of a record, a result of the Norwegian Silver Disk for 25,000 sales is only given to artists selling the amount in Norway. The first to receive Munaf's prize is Boleslaw, whose "Amor de Negros," has sold 25,000 on the Decca label in the U.S. "The Last Time" by The Rolling Stones (Decca) and "Rock and Roll Music" by The Beatles (Parlophone) are No. 1 and 2 on the Swedish pop parade.

Popular Swedish singing quintet, Sven-Ingvar, recording on the Philips label, has achieved the Norwegian Gold Disk for 50,000 sold "Vivere," which has spent 10 weeks on the charts. The group has two plates on their own label, "Vivere.

To everyone's surprise, the Philips label has sold "Pepes de Cire, Pepes de Sou" by France Gall, this year, "Eurovision Song Contest Winner, reached No. 1 on the hit parade here (but

R gives artists who sell 25,000 copies of a record, regardless of the country (the Norwegian Silver Disk for 25,000 sales is only given to artists selling the amount in Norway). The first to receive Munaf's prize is Boleslaw, whose "Amor de Negros," has sold 25,000 on the Decca label in the U.S. "The Last Time" by The Rolling Stones (Decca) and "Rock and Roll Music" by The Beatles (Parlophone) are No. 1 and 2 on the Swedish pop parade.

Popular Swedish singing quintet, Sven-Ingvar, recording on the Philips label, has achieved the Norwegian Gold Disk for 50,000 sold "Vivere," which has spent 10 weeks on the charts. The group has two plates on their own label, "Vivere.

To everyone's surprise, the Philips label has sold "Pepes de Cire, Pepes de Sou" by France Gall, this year, "Eurovision Song Contest Winner, reached No. 1 on the hit parade here (but

There is only one proven program for overwrapping albums, and that is the Croyvay Y-Film Program — it has been used on over 250,000 LPs, and it's the best way to serve the self-service market. Why do the major labels prefer this overwrapping program? Because it includes film, fully automated equipment, and service. The quality of Croyvay Y-Film is a proven fact. Its sparkling, form-fitting appeal stands up to the rough and tumble of self-service — sells albums for you. Ride with a winner — check into the Croyvay Y-Film Program today!

300,000,000 ALBUMS PROVE THIS PROCESS!


The impetus package for self-service audio!

W. R. GRACE & CO., CROYVAY DIVISION, DURHAM, N.C.
everything is new but the name

- great new sounds!
- finest artists!
- new outstanding packaging!
- newly recorded for today's growing market!

The Economy Line Designed for Maximum Impulse and More Repeat Sales

Designed to retail for $1.36 in both monaural and stereo

The Riviera Orchestra

OUT OF LOVE—LEROY VAN DYKE
For the millions of fans of today's Country and Western music, here is one of the top stars singing ten heart-breaking, chart-breaking favorites. Included are such big hits as "Borns To Loss" and "I Love You So Much It Hurts Me," giving Van Dyke his best showcase to date.

MORE MORGANA KING/MORGANA KING
Nobody can sing the blues like Morgana King! And she is singing many of the songs that made her famous, from the wonderfully wistful "Why Was I Born?" to Cole Porter's brilliant "Down In The Depths (On The Nineteenth Floor)," a neglected melody that she turned into a dramatic standard. There are eight other compelling selections, each ideally suited to Morgana's uncanny singing style. Real music lovers will rejoice!

THE WORLD'S GREATEST LOVE SONGS—THE RIVIERA ORCHESTRA
Richard Rodgers, Lorenz Hart, Oscar Hammerstein, Hoagy Carmichael—the list of composers reads like a musical Who's Who, and their songs—"A Time For Us," "Let's Fall In Love," "Two Sleepy People," "All The Things You Are"—all constitute the world's greatest music about love. And something new and exciting has been added—the dramatic presence of The Riviera Orchestra—making this collection an unparalleled treat for all music lovers.

THE WEST COAST ACTION SOUND WITH THE BUDDIES
Go Go with the Buddies! Here straight at the wildly growing rock market, here is an album that combines today's favorite pop music styles—beat, folk and especially surf sounds. The Buddies have a distinctive, driving sound and the sorts of young American will be tuned in strong. Album includes "It's Surfer Around The World" plus nine other teen-inspired favorites. It's a must for any dance party!

THE WORLD'S GREATEST MELODIES—THE RIVIERA ORCHESTRA
Included in this album are such all-time favorites as "Yesterday," "I'll Never Find Another You," "Stella By Starlight," "Facelift," "I Love A Rainy Night," "I'm Gonna Love You Just A Little More Than Yesterday." This album is a pleasure to hear and a delight to savor. Make an ideal gift, too.

THE WORLD'S GREATEST TORCH SONGS—THE RIVIERA ORCHESTRA
"You Stepped Out Of A Dream," "Laura," "Deep Purple." "Fever" and "Fever" are just a few of the ten most Beautiful love songs which are included in this album. And they are performed tenderly and movingly by the lush Riviera Orchestra. This is music that forms a lovely part of basic music libraries. It's an album worth recommending to anyone looking for the best in instrumental favorites.
This Week

1 2 MA VIE—Aline Barriere (Isis); Eric Richard (Isis Jockey—RCA)
2 3 UNFREUND—ER M SIENTO BIEN—Beatles (Parlophone—CBS)
3 4 FRAU FING—Bacharach (Parlophone—CBS)
4 5 IL SEUR—Gaetano Cacace (Nordal—CBS)
5 6 MA JOUTE—Jean-Michel Jaunet (Juliette—CBS)
6 7 BEATLES—The Beatles (Capitol—CBS)

CABALGATA *

1 2 TICKET TO RIDE—Beatles (Columbia)
2 3 MR. BOONDOCK YOU'VE GOT A LOVELY DAUGHTER—Bobby Fuller (Capitol—CBS)
3 4 SILHOUETTES—The Silhouettes (Decca—CBS)
4 5 GAME OF LOVE—Warne McMillan (RCA)
5 6 THE ROYAL BAND—The Royal Band (Decca—CBS)

YOU'VE HAWAIIAN EIN GOLDFINGER—TAXI

1 2 TICKET TO RIDE—Beatles (Columbia)
2 3 MR. BOONDOCK YOU'VE GOT A LOVELY DAUGHTER—Bobby Fuller (Capitol—CBS)
3 4 SILHOUETTES—The Silhouettes (Decca—CBS)
4 5 GAME OF LOVE—Warne McMillan (RCA)
5 6 THE ROYAL BAND—The Royal Band (Decca—CBS)

FRENCH-CANADIAN RECORDS

1 QUE EST-ON BIEN—Paul Anka (Decca—CBS)
2 JE ME SOUVIENS—With (CBS)
3 LA RUE POUR LE JEU—The Beatles (Capitol—CBS)
4 CONFESS—Neil Diamond (Decca—CBS)

RICHARD & THE LAVENDER SERIES

1 I'M A MILLION DOLLAR BABY—Elvis Presley (Capitol—CBS)
2 I'M A WOMAN—Elvis Presley (Capitol—CBS)
3 I'M A MAN—Elvis Presley (Capitol—CBS)

THE EIGHTH–

1 YESTERDAY—The Beatles (Parlophone—CBS)
2 HERE COMES THE SUN—The Beatles (Parlophone—CBS)
3 LONG AND WINDING ROAD—The Beatles (Parlophone—CBS)

JOHNNY HODGSON

1 THIS YEAR'S GOODBYE—Jerry Vale (Capitol—CBS)
2 I'M IN LOVE WITH A STAR-SKINNED SMOKE-BROWN EYES—Frankie Avalon (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS YEAR'S GOODBYE—Jerry Vale (Capitol—CBS)
3 I'M IN LOVE WITH A STAR-SKINNED SMOKE-BROWN EYES—Frankie Avalon (Parlophone—CBS)

ROY ORBISON

1 OH SO SWEET—Roy Orbison (Parlophone—CBS)
2 OH SO SWEET—Roy Orbison (Parlophone—CBS)
3 OH SO SWEET—Roy Orbison (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)

JOHN DENVER

1 THIS FALLING—John Denver (Parlophone—CBS)
2 THIS FALLING—John Denver (Parlophone—CBS)
3 THIS FALLING—John Denver (Parlophone—CBS)
Just released... from England...

5 MORE *LONDON* \*PARROT* CHART BUSTERS!

Marianne Faithfull
THIS LITTLE BIRD  #9759

Val Doonican
I'M GOING TO GET THERE SOMEHOW  #9753

Mia Lewis
WISH I DIDN'T LOVE HIM  #9756

Michael Chaplin
I AM WHAT I AM  #9757

Noel Harrison
BARBARA ALLEN  #9755
CMA to Stage Country Show In Chicago

■ Continued from page 1

by CMA for Chicago's sales marketing executives.

Purpose is simply to showcase the talents and broad appeal of country music. Some 1,500 persons from advertising, radio and assorted industries will be on hand.

Such dignitaries as Gov. Frank Clement, Tennessee; Gov. Otto Kerner, Illinois, and Mayor Richard J. Daley, Chicago, are expected to attend.

"We want people to know that their music fans don't walk around in cowboy hats and boots— they're from all walks of life," said George Dubinetz, WJJD general manager, country-formatted radio station here.

Billboard Publisher Hal Cook, a CMA vice-president and chairman of the event, termed last week's planning session here "extremely gratifying."

Attending were representatives from radio stations WJJD, WLS and WGN, and such record companies as RCA Victor, Columbia, Capitol, Decca and Mercury. Mrs. Joe Walker, CMA executive director, was hostess for the luncheon meeting.

Door prizes given out by CMA at the Juke show will include a Tennessee walking horse and numerous country musical instruments. A recording of the show will also be made by CMA.

All-Industry Project

The recording will be an all-industry project with RCA cutting the record, Columbia pressing it, and Mercury and Capitol co-operating on the packaging.

Nick Biro, Billboard, was named head of a publicity committee consisting of Johnny Sippe of Mercury and Mary Edgin of Pick-Congress. Morris Diamond of Mercury heads a radio-TV promotion committee consisting of Mauri Lathowers, Capitol; Fred Scardino, Decca, and Fred Salem, Columbia.

Talent Set for N.Y. Folk Fest

NEW YORK—One of the highlights of the first New York Folk Festival at Carnegie Hall here Sunday, June 20, will be the presence of Carl Sandburg's "American Songbook." This program is being adapted by folk-singer-writer Billy Edd Wheeler, and features Buffy Sainte-Marie, Mississippi John Hurt, the Greenbriar Boys, Jessie Colin Young, and Wheeler, plus other important folk artists to be announced later.

Wheeler, who recently experienced considerable success with his "Ode to the Little Brown Shack Out West," will take two other appearances at Carnegie Hall, including the four-day festival, beginning June 17, on the "Grassroots to Bluegrass to Nashville" tour with Friday (R) and on Saturday's "Contemporary Singer-Songwriters" concert.

Wheeler, who records for Kapp Records, resides at Swannanoa, N. C., in the spring and summer and in New York in the fall and winter.
RIGHT NOW!!!
the
Number One
C&W RECORD IN THE NATION!!!

Del Reeves
sings
"The Girl on the Billboard"
UA824
Produced by Kelso Herston
Director of Artists and Repertoire—Nashville Division
and it's on
UNITED ARTISTS
RECORDS
of course.
NASHVILLE SCENE

By DON LIGHT

Hank Williams Jr. sustained painful burns of the face and upper body recently when the radiator cap blew off his automobile. The mishap occurred near Knoxville while Hank Jr. was on a road trip to a show date. . . . Harold Arnold recorded an album under the direction of Decca's Owen Bradley last week. Morrison is a regular member of the Wilburn Brothers TV show which is currently shown in 20 markets.

Tomplott and the Glaser Brothers helped their parents celebrate their 40th wedding anniversary in their hometown, Spudding, Neb., during a recent road trip. . . . "Grand Ole Opry" star Roy Acuff, Jimmy Riddle, Curley Fox, Jim Edward Brown, Billy Walker and others whipped an all-star team from the radio-TV personality ranks here in a recent benefit softball game.

Columbia artist and Pampers Music writer, Chuck Howard, recorded last week under the direction of Frank Jones. Howard is the writer of the recent Ray Price hit, "A Thing Called Sadness." . . . Warren Robb, Pueblo, Colo., c/dj singer-songwriter, moved to Nashville to pursue a recording career with Enterprise Records and a writing contract with Glaser Publications. Signed by the Bob Neal Agency here, Robb's new release on Enterprise is "Mind Over Matter. . . . "The Furor Young Show," syndicated radio open which began its second year April 5, now runs on 30 stations in Texas, Louisiana, New Mexico and Mississippi. Featured are Faron Young, Tomplott and the Glaser Brothers and Darrell McCall. WKDA early a.m. deejay, Doc Holiday was sidelined last week when he broke his left foot while playing with his children in his own backyard. . . . RCA Victor recording activities last week included album sessions for Connie Smith and Hank Cochran.

Chuck Atkins Floyd Cramer and Anita Kerr Quartet are currently on a 10-day tour of England, Belgium and Holland. . . . Herb Shacher has announced the opening of new offices at 801 17th Avenue, South. Shacher recently signed Slim Whitman to an exclusive management contract. Country star, who will host ABC's "Night Life" this week. The Tennessee Playboy is currently in the c/dj charts with his RCA recording of "What's He Doing in My World?"

Wright Loses Leg

DALLAS — Charles Wright, veteran agent and song promoter, will leave St. Paul Hospital here this week, following amputation of his right leg due to a diabetic infection. He will return to his home, 3415 Waterloo Place, Assisting Wright in placing and leasing material during his confinement were Paul Cohen, Kapp Records, Nashville; Fred Stryker, Briarcliff Music, Hollywood; and Joe Dyson, Cedarlane Music, Nashville.

"I CAN'T REMEMBER" when I heard CONNIE SMITH sing better. . . . "I DON'T REMEMBER" when BILL ANDERSON wrote a better song. . . . "I CAN'T REMEMBER" when we received more action initially on a new release. . . . "I JUST REMEMBER" when we recorded the tracks.

Jones Routed Through May

ABILENE, Tex. — George Jones and the Jones Boys started out here last week on 13 one-nighters in theaters through the Texas territory. They follow a string of dates on the East Coast, then double back through Louisiana and Texas, where the tour ends the last week in May. Negotiations are now on for Jones and his lads to appear in a movie and a new TV series, according to Jimmie Klein, of the Jimmie Klein Agency here, who handles the Jones group exclusively.

Chuck Chellman Joins Monument

NASHVILLE—Chuck Chellman has left his post at Starday Records, where he served as vice-president in charge of country promotion, to join Fred Foster's Monument Records as vice-president in charge of merchandising. The change became effective May 1. At Monument, Chellman replaces Johnny Sippel, who left there recently to join Mercury Records in Chicago as director of publicity.

In his new duties at Monument, Chellman will no longer deal exclusively with country music. He will be selling Roy Orbison and Boots Randolph in both the country and pop fields, and in the country field will rep such artists as Grandpa Jones, Harlan Howard and Jimmy Driftwood.

Before joining Starday Chellman was associated with Decca Records in Cleveland and Mercury Records here.
THE GOOD SINGLES GET THE AIRPLAY!

CILLA BLACK
I'VE BEEN WRONG
BEFORE 5414
England's talented George Martin
arranged this great song.
It opens with a piano-sonata
background and builds from
there into another big hit with
airplay to match.

BUCK OWENS
BEFORE YOU GO b/w
(I WANT) NO ONE BUT
YOU 5410
Before You Go is getting strong
Country & Western airplay.
Backed by a great tune getting
excellent Pop airplay! A big
double hit for Buck!

LOU RAWLS
THREE O'CLOCK IN THE
MORNING b/w
Love is Blind 5424
This talented blues stylist has
arrived, with a unique singalong
version of one of the great
standards of all time. Rhythm &
Blues, Good Music, and Top 40
stations are all playing this one.

THE FOUR FRESHMEN
WHEN I STOP LOVIN' YOU 5401
They've come up with an
exciting new contemporary sound
and the airplay shows it.
Top 40 and Good Music stations
all over the country are
picking up this one!
NEW ALBUM RELEASES

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

CHORUS: ROOOG (Sedalia & Warsaw Polish National Philharmonic Syn. Orch.); B3 184444

CAMERON

The Raghe Style of PERRY RECHTELET; CAL 577, 578
PINE TREE KING & HIS BAND WITH REDD STEWART—Country Son Dance; CAL 576, 577, 578
LONG JIM—‘‘Your Heart’’ and Other Great Favorites; CAL 578, 579
CAPITOL

THE NAT KING COLE STORY; SLC 1613
KING CRUISE—Plays The Hits Made Famous By Sam Cooke; T 2341, 2342
ROBERT SMITH—Never Love You; T 2325, 2326
THE NEW SEEKERS; T 2219, 2219
WILLIE NELSON—Pickin’ Up My Heart; T 2335, 2336
WANDA JACKSON—Blues In My Heart; T 2336, 2336
SOPHIE & THE GIANTS—Keep Holding On; T 2357, 2357
SHELLEY MARINE—QUINTET & BIG BAND—Wanna—That’s Cool; T 2312, 2313
ALL MARMALDE—Everybody Else Is Taking My Place; T 2319, 2319
LIZA MINNELLI—As A Woman, As A Man; T 2271
THE WANDS—Love Of OZ; T 2286, 2286
BETTE MIDLER—Bette’s Girl; T 2216, 2216
THREE ‘N’ ONE—I Won’t Be Wanted Long; T 2214, 2214
VANILLA FUDGE—The World Of Country Music; SWP 1003
NANCY WILSON—Today’s Way; T 2201, 2201
FARRAH FAWCETT—Falling In Love; T 2207, OT 2207
CAPITOL

THE GREAT SWF SOUNDTRACK ‘‘Soundtrack From The Great Waltz’’—WAR IS COLLECTIBLES—AND REVIEWERS; 1 13288

EM

CARL WENDOLI—The Art of Modern Singing; CTM 1900

(Continued on page 44)

BREAKOUT SINGLES

YOU GAVE ME SOMEBODY TO LOVE...

Dawn Lewis, Warner Bros., 5619 (Hill & Range, BMI)
JUST YOU...

Sunny & Cher, ALA 6246 (Five-West-Columbia, BMI)
HOLD ON BABY...

Sonny Bono, Blue Cat 112 (Epic, BMI)
POOR BOY...

Royalesse, MGM 13327 (Chas. Columbia, BMI)

YOU TURN ME ON (Turn On Song)...Ira Whittaker, Tower 127 (Butler, BMI)

THEN I’LL COUNT AGAIN...

John Tillerman, MGM 13346 (Ridge, BMI)

BELLS IN MY HEART...

Richie Havensland, Imperial 46215 (Travis, BMI)

QUEEN OF THE SENIOR PROM...

Vagha Monroe, Kapp 669 (Rhondaco, BMI)

PLEASE, STOP THE WEDDING...

Los Johnson, Big Hill 584 (Aberbach, BMI)

RIBBON OF DARKNESS...

Marty Robbins, Columbia 43258 (Wilmark, ASCAP)

LAURIE DON’T WORRY...

Frankie Ford, RCA Victor 8316 (Gallito, BMI)

IT WAS EASIER TO HURT HER...

Garnet Mimms, United Artists 848 (Rittenhouse-Watson IV, BMI)

I’M GONNA CRY TILL MY TEARS RUN DRY...

Irma Thomas, Imperial 61016 (Rundholzer, BMI)

DARLING TAKE ME BACK...

Roy Paulard, United Artists 856 (Murcho, BMI)

ROY DRUSKY

and Priscilla Mitchell

Sing a new hit single about

the love triangle

YES, MR. PETERS

ROY DRUSKY

and Priscilla Mitchell

Sing a new hit single about

the love triangle

YES, MR. PETERS

#72416

I know, you can’t talk, but it’s no secret!
Everyone knows about us.

ROY DRUSKY AND PRISCILLA MITCHELL—Mercury 72416.

The twosome is planning a tryout behind the guy’s wife’s back.
Some story line. Could be a sensation.

ROY DRUSKY AND PRISCILLA MITCHELL

Mercury 72416.

BILBOARD, May 15, 1965

36
Out of the Picture
Nobody Thought
Was Possible

FANNY HILL
(A FILM BY ALBERT ZUGSMITH)

COMES
THE HIT
RECORD

TOMMY LEONETTI
sings

"I REMEMBER HER SO WELL"
( THE THEME FROM FANNY HILL )

RCA VICTOR
The most trusted name in sound

ARRANGED AND CONDUCTED BY
CLAUS OGERMAN

PRODUCED BY
ANDY WISWELL

PERSONAL MANAGEMENT:
DICK LINKE

PUBLISHED BY
HELIOS MUSIC CORP.
1619 BROADWAY
NEW YORK, N. Y.
**ALBUM REVIEWS (continued)**

**BREAKOUT ALBUMS**

- **NATIONAL BREAKOUTS**
  - WHIPPED CREAM & OTHER DELIGHTS
  - HAWAIIAN WEDDING SONG
  - THE GENIUS OF JANKOWSKI
  - SONGS FOR THE JETSET

- **NEW ACTION LP's**
  - HUSH, HUSH, SWEET CHARLOTTE
  - DO I HEAR A WALTZ?
  - GLEN MILLER TIME—1965
  - THE NEW ELDORADO TOUCH

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is hand-by-hand special pick. Each pick is noted in its respective category. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

**SPECIAL MERIT PICKS**

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

**POP SPECIAL MERIT LIVE**

ACE CANNON LIVE

_RH 31052 (M); SHL 32035 (S)_

Ace caught in live performance at his Ranch House. The songs that he sings are set in the style of the audience. He offers a popular hit song that is popular with both young and old.

**POP SPECIAL MERIT**

RAINT DAY

_Kai Windling, Verve V-8582 (S), V-86320 (S)_

Kai's Raining Day mode is the "rain" and whimsical. Mostly with a beat, their song style is long lasting and over smooth vocals and harmonies. The special feature "Enchanted Garden" is a perfect example of a rainy day.

**THE SOUND OF VOICES**

John Caves Singers, Parrot PFS 2000 (S)

A listener delight. A fine blend of voices, original music that has been commercially successful. The release is a new and separately marketed for the album.

**MOZART**

SYMPHONIES NOS. 30 & 31

Philadelphia Orch. (Ormandy), Columbia 6127 (N); AS 6722 (S)

The performers are topnotch and the orchestra under the baron of Ormandy is marvelous.

**SIBELIUS & BRUCH VIOLIN CONCERTOS**

Zino Francescatti/New York Philharmonic (Bernstein) (Schippers), Columbia ML 1051 (AL: ML 1073 (S))

The Sibelius work is given the remarkable Francescatti treatment while,汾梨 with the overwhelming, and allowing for some real exposition of music. The Bruch piece is less demanding, though more emphatic, and here again is an excellent performance, dominated by tone and interest.

**RAVEL: RAPSODIE ESPAGNOL; DURUFLÉ: NOCTURNES**

Philadelphia Orch. (Ormandy), Columbia ML 6097 (AL: ML 6497 (S))

Ormandy moves the orchestra to new heights in these colorful attentions. The rhapsody is gathered with skill and style, achieving a full-blooded, free-swinging presentation. The Ravel works tops with rhythm and undercurrents of energy. The Tem- ple II Mass is clavelled and fine tone and imaginative phrasing.

**FOUR-STAR ALBUMS**

The four-star rating is awarded two LP's with sufficient commercial potential in their respective categories to merit being listed with most others and are handled in that category.

**LOW PRICE POPULAR**

THE GREAT KAI TING WINDING SONGS Harmony 2069 (M); V-8620 (S)

**POPULAR**

BEAT CITY

Various Artists, Polydor 127 648 (S)

Soul Song and More Soul

William Stoneman, Time 128 (M)

**CLASSICAL**

HAYDN: TRUMPET CONCERTO IN E FLAT/LEONARD BERNSTEIN: CONCERTOS

Robert Starkey/Stanislawski Philharmonic (Ormandy), RCA Victor LM 9904 (M); LSC 9915 (S)

PORTER: VIOLA CONCERTO/
PITTONI SERENADE

Victoria Symphony Orch. (Dellino), Doro D 410 (M); D 418 (S)

PANERI: SOLO NOVELEMA/DELLI: ROSA SERENADE

Victoria Symphony Orch. (Dellino), Doro D 413 (M); D 414 (S)

**MOBOS: LIFE OF FRANKIE & JOHNNY/MACGOWELL: INDIAN SUITE NOS. 1, 2/NAVARRO: TRUMPET CONCERTO**

Victoria Symphony Orch. (Hendel), Doro D 408 (M); D 409 (S)

**BROCK: THREE JEWISH POEMS/POWELL: BRAMLEY NGER/ MASON: CHANCELLOR**

Victoria Symphony Orch. (Hendel), Doro D 409 (M); D 410 (S)

**DVOARAK: DUMKY TRIO; OP. 96/SHOSTAK: TRIO IN C MINOR; ORPI: TRIOS 2/2/CAST: TRIO SERENADE**

David Stouthes/Straubengel/Kreisler, Op. 78 (M); MCM 2074 (S)

**RAVEL: TRIO IN E MINOR/CHOPIN: TRIO IN C MINOR, OP. 8**

David Stouthes/Straubengel/Kreisler, MCM 2069 (M)

**TZARA/VOLNY VIOLIN CONCERTO**

Leopold Kagan, Monument ML 2608 (M)

**ZIP CODE SPEEDS YOUR PARCELS**

1. Packages are shipped by direct route.
2. They are handled fewer times.
3. There is less chance of damage.
We hate to brag, but it's a fact that over 300 million people watch Hanna-Barbera's animated cartoons on television each week! And the merchandising of Hanna-Barbera characters did a whopping 120 million-dollar business last year. Now these highly successful Hanna-Barbera cartoon characters are available on HANNA-BARBERA RECORDS' Cartoon Series. These albums are a $1.98 product comparable to any $3.98-$4.98 product on the market. They are shrink-wrapped and ready for immediate merchandising! Heard enough? If you want to hear more, contact Don Bohanan at 213-466-1371 in Hollywood. (He'll talk your leg off.)


49¢ each.
"WE WANT A WORD WITH ALL YOU RECORD MEN, GR-R-R-R!"

We Have Five Albums That Are Really Tigers

1. The Supremes
2. The Supremes Where Did Our Love Go
3. The Supremes A Bit of Liverpool
4. The Supremes We Remember Sam Cooke
5. The Supremes Country Western & Pop

So Buy 7... Get 1 FREE, and Sic 'Em

TAMLA/MOTOWN RECORDS
2648 W. Grand Boulevard, Detroit, Mich.

P.S.: DON'T FORGET OUR NEW SINGLE
"BACK IN MY ARMS AGAIN"
Motown #1075
Nonesuch Sees Sales of Million For Year; 55 Albums in Catalog

By AARON STERNFIELD

NEW YORK — Nonesuch Records, Elektra's budget classical label, sold a million dollars worth of classical recordings this year on the basis of a program that is in its second year.

That's the opinion of Jack Holzman, Elektra president. Nonesuch, a subsidiary of Atlantic, started in its first year and has built up a catalog of 55 albums.

Last year, the label issued its first set—five Bach Harpsichord concertos listing for $14.50. It reissues to follow. Please see other packaged product.

Similar Success

Holzman stresses there is some similarity between markets for large-volume packaged records (covered by Elektra) and budget records (covered by Nonesuch). He points out that he makes dry goods products are generally better educated than other record buyers, and thus the record buyers, and thus they're generally in the college-age group, give or take a few years.

In addition, buyers of folk records often are people of cultured tastes and limited bankrolls. Hence, they are good prospects for budget classical product.

Holzman prefers to call the Nonesuch titles as "less expensive" rather than "budget" product. Instead of the $1.98-2.98 stereo titles planned for the classical and stereo, all Nonesuch disc lists for $2.50.

Selling Price

He feels that the few cents more in the cost of the disc do not justify a $1 price difference. He also feels that the different between the $1.98 and $2.50 price on monaural product makes it possible to plonk extra money on tapes, engineering, liner notes and artwork for the cover.

Holzman began working on the Nonesuch line early last year when he discovered that he had "creative lulls" with his Elektra product. He feels that a market for moderately priced classical records existed, and that this market could be satisfied through tapes provided by European labels.

Last year, Holzman went to Europe where he picked up tapes from Club Fransduo France, the Swedish Virtuosi, and issued 10 LPs.

Nonesuch's Point of Purpose

His original promotional material said: "One thing we will guarantee is that repertoire appearing on Nonesuch will be new, not old, and very often not appearing elsewhere. We are not interested in releasing another "Pathétique," "Eroica," "Unfinished" or similar overworked reissues. We will issue what we like, and our tastes lean heavily toward music of the next century, music of the Renaissance, medieval and moderns."

One of the keys to the Nonesuch line is that it is a new approach to the classical business.
"A Big Blooming Musical Hit!"
—McClain, Journal American

"A fully delightful evening. Tommy Steele shines as Broadway's new star."
Leonard Lyons

"Broadway has a new smash hit musical. It is a captivating, rousing song and dance fandango that wins the audience with its opening number."
Morrison, Variety

"A delightful song, story and dance celebration... should lighten anybody's heart."
Chapman, News

"A tuneful, foot-tapping beguiling exercise in nostalgia... captivating."
Lewis, Cue Magazine

"Glows with good humor... it radiates a kind of decorous exuberance."
Taubman, Times

Stock Up Now on the Original Cast Album
RCA VICTOR
(The most trusted name in sound)
FEST FEATURES FIVE OPERAS

FLORENCE—Twenty performances of five operas are the highlights of the two-month Musikanten Festival that is now in progress. In addition there are bullletin, concert and theatrical performances during this month and June. Operas are Rossini’s “Il Signor Bruschino”, Verdi’s “Don Carlo”, Puccini’s “Turandot”, and Puccini’s “Tosca”, with the company’s own production of the latter.

The Festival’s main venue is the Teatro della Scala, with performances at the Teatro La Fenice and the Teatro Comunale. The Festival’s orchestra, the Orchestra del Teatro alla Scala, is conducted by Daniel Barenboim, with Riccardo Muti as his assistant conductor. The Festival’s director is Nello Pagliaro.

The Festival also presents a series of concerts, including the premiere of a new work by the Italian composer Giuseppe Verdi, and a number of recitals and chamber music performances.

The Festival’s website provides information on upcoming events and ticketing details. For more information, visit www.musikantenfestival.it.
11
more proven winners
from Vee Jay

IT'S WONDERFUL TO BE IN LOVE  The Ovations  GW 113
SINCE I DON'T HAVE YOU  Betty Everett & Jerry Butler  VJ 676
IT WAS NICE  Jimmy Hughes  Fame 6407
GONNA BE READY  Betty Everett  VJ 683
WITHOUT LOVE  Little Richard  VJ 665
STAY IN MY CORNER  The Dells  VJ 674
YOU’VE GOT THAT MAGIC TOUCH  Gary LeMel  VJ 687
LOVE BELONGS TO EVERYONE  Sandy Wynns  CH 14002
OO WEE BABY, I LOVE YOU  Fred Hughes  VJ 684
THAT’S WHAT I’LL GIVE TO YOU  Jimmy Boyd  VJ 686
MISS YOU  Scott Douglas  T 9048

29,998
-11
29,987
**European Success Paves Way for Lopez**

**Reprise Artist Makes It Big In One Year**

By ELIOT TIEGEL

Trini Lopez, who really made it big in the U.S. during the last year, has been accorded the European acceptance of "If I Had a Hammer." As his manager, Bullets Durgon explains: "Trini caught on fast in Europe because the people liked his sound and beat." Durgon said he found it aggravating attempting to convince American booking agents that Trini had been a success on his own merit in Europe in 1964 and deserved showcasing there. "They didn't want to believe our European success," Bullets said. "They thought it was manufactured.

But in little over a year the 29-year-old Dallas singer had broken attendance marks, set the European single and dancing Along with his infectious melody style and traveled more than 800,000 miles to earn $180,000. At the Olympia Music Hall in Paris, the Reprise artist reportedly stole the spotlight from the Beatles, earning more encore than the Fab Four. In Berlin 23,000 persons crammed an arena to hear him sing. In Buenos Aires he drew 60,000.

More of the same occurred in Holland, Spain, Italy, France, Portugal, Rico, New Zealand, Australia, England, Germany, Monte Carlo, Beirut, Canada and Mexico. In Mexico City he broke the attendance record at the Terraza Casino and earned $80,000 for two weeks' work.

Trini's success in Europe can be directly traced to the single, "If I Had a Hammer," called from his debut LP for Reprise. This LP was cut live at PJ's, a Los Angeles night spot.

A call by Pete Fellerman, Reprise's license in Holland, to Mo Ostin, Reprise general manager in Burbank, Calif., explaining that "Hammer" had everyone excited, alerted the record company of a developing enthusiasm for Trini in Europe. If Trini could appear on the Eurovision TV Show "Grand Gala de Eurovision," the record could break wide open all over the Continent.

Durgon did go to Europe after ending a two-year engagement at PJ's and his appearance on the TV show excited other Europeans.

Durgon relates it was "thrilling to hear European audiences, many of whom couldn't speak English, singing along with Trini on such hits as "Hummer," "America," "This Land Is Your Land" and "Rambin City." "It reminded me of a revival meeting," Durgon said. The effect worked and through advance radio exposure, audiences memorized the lyrics and came in person to see the young American with the Latin accent, the infectious rocking beat and the happy voice. Accompanying Trini on his first European tour were David Shriver, bass, and Mickey Jones, drums, since replaced by Gene Riggio.

Trini returned to the U.S. his first East Coast break-through occurred at Basin St. East in New York, where he was placed on the bill with the Shepperds Brothers. This appearance resulted in national television exposure and bookings at Harold's, Reny Mil, Kelly's, Chicago; Windy City, Boston; Latin Casino, Philadelphia; The Off-Broadway; Sun Francisco; Flamingo, Las Vegas (at $12,000 per week for three weeks), and the Eden Room, Miami Beach. Trini's first major booking after PJ's was at Cal-Neva for $2,000. The club has him booked this year at $15,000 per week.

**The World of Trini Lopez**

**Disk Exposure Is Key to Lopez Success**

By MO OSTIN

General Manager, Reprise Records

Trini's simplicity of style and animal kind of excitement are the basics behind his success in the record industry. His Latin background is one key to his unassuming manner and interesting accent and also adds to his personality.

Trini is the best example of an artist made successful by records. I don't think there is any one whose career has been advanced faster on records than Trini. We go right to the very beginning with him when Don Costa called and asked if I was interested in hearing a sensational new singer.

The reason for recording his first album live before an audience was to capture precisely the kind of excitement he was generating at PJ's.

After we recorded his first album we didn't have exactly what we wanted. I called Frank Sinatra and told him we didn't get national recognition if he was restricted to PJ's. I asked about giving him bookings either in the Sands or Cal-Neva and Frank said if he believed in him he'd give him this support. A booking at Cal-Neva in 1963 was the springboard which took him out of the local area.

The second step was his fantastic acceptance in person in Europe. His record of "If I Had a Hammer" was sensation of Holland which prompted an appearance on the television program "Grand Gala De Disco" which opened the doors for European concerts.

In the language barriers, Lopez is probably the number one artist in Holland. Most Dutch can understand his music and play his records.

Lopez has gone beyond merely being a singer in front of two guitars and drums. At his first Basin St. East appearance in New York last year he added new instruments to the act. He's been asked, on records to see if he can go in different directions.

**Trini Lopez Disography On Reprise**

**Films, College Concerts Next in Line for Lopez**

Under Bullets Durgon'segis, Trini Lopez is now being geared toward motion pictures and college concerts in the U.S. If things continue at the same unrestricted pace, Lopez will earn close to $1 million this year, according to Durgon. His income in 1964 was $40,000. The year before, Lopez's earnings were $20,000.

Royalties from Reprise Record's total better than one-third of this total income, Durgon revealed.

The future for Trini is a five-year contract with 20th Century-Fox Films for a picture a year. Lopez offers to do low-budget teen-age trend films," Bullets said. "We're anxious to have Trini remain a star a long time by putting him on records to see if he can go in different directions.

**Costa Sees Bright Future for Trini Lopez as Ballad Singer**

Don Costa heard Trini Lopez at PJ's in Los Angeles in 1963 and signed him as an artist with his production company. He then placed the singer with Reprise Records. Here is his analysis of the ingredients in Trini's style which account for his mercurial success.

By DON COSTA

Trini Lopez will be the biggest ballad singer in America within two years. I'm absolutely convinced of that. Trini's style involves the ability to communicate to his audience and make them feel that they're part of the act. Some of the things he does come under the heading of community singing. He sings (Continued on page 48)

**PHOTO 1—Senior Lopez with a Mexican sombrero symbolizing his triumph in Mexico City; 2—Meeting backstage at the Olympia in Paris with Maurice Chevalier and Charles Aznavour; 3—With U.S. disk producer Don Costa in Hollywood; 4—Twisting down the streets of Sydney, Australia with a local actress; 5—The moment of truth when recording for Reprise; 6—Performing an impromptu singalong in a Roman restaurant; 7—with idol Frank Sinatra, one of the most enthusiastic Lopez boosters.**

**Trini Lopez Discography On Reprise**

**Albums**

<table>
<thead>
<tr>
<th>R/S</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>R/RS 6093</td>
<td>Trini Lopez at PJ's</td>
</tr>
<tr>
<td>R/RS 6103</td>
<td>More Trini Lopez at PJ's</td>
</tr>
<tr>
<td>R/RS 6112</td>
<td>On the Move</td>
</tr>
<tr>
<td>R/RS 6125</td>
<td>The Latin Album</td>
</tr>
<tr>
<td>R/RS 6134</td>
<td>Live — At Basin St. East</td>
</tr>
<tr>
<td>R/RS 6147</td>
<td>The Folk Album</td>
</tr>
<tr>
<td>R/RS 6165</td>
<td>The Love Album</td>
</tr>
</tbody>
</table>

**IMPORANT DUO: Management Bullets Durgon peers out from behind the shoulder of his top money attraction.**

**Under Bullet's Durgon'segis, Trini Lopez is now being geared toward motion pictures and college concerts in the U.S.**

**BILBOARD, May 15, 1965**
Trini:

We are very proud of you, and proud to be part of your success.

Bullets & Raymond
Films, College Concerts
Next in Line for Lopez

in a quality picture he can have a sustaining power instead of running into a cheap, quickie film which is a passing fancy. Twentieth has the same feeling about Trini as does Durgom and partner Ray Katz. Several story ideas have been discussed but persistent Bullets has not approved any scripts yet. The plan is to develop Trini as an actor who happens to sing.

Lopez's first film appearance with his idol, Frank Sinatra, occurs in "Marriage on the Rocks" for Warner Bros. Lopez plays himself, performing on a club before the featured actors. As a result of Lopez's heavy European traveling last year, Durgom is keeping the artist in the U.S. He plans to solidify that feeling here which came after a triumphant stand at Bab- sin St. East in New York last year. Until then, Durgom had a difficult time convincing American bookers that his act was an authentic European smash and could produce the same SROs.

So Trini will tour with the Ford Caravan to college campuses, plus opening in September at the Show Boat, a private club in Sacramento, Calif., "at the highest cover for a non-gambling club." Durgom has ever earned Road experience through the Ford Caravan "can only enhance Trini's career," Durgom believes. "These dates are training now for future television and film roles," he added.

Costa Sees Bright Future for Lopez

well, in tune, and with a definite jazz feel.

Like most kids his age who grew up in the rock 'n' roll era, he should really only have this orientation. But he doesn't. He has a natural, instinctive jazz feel with a little of Louis and Ella in his style.

He has to learn a few things about phrasing or really knowing where to breathe. But he sings with such driving spirit that even in ballads he's almost out of breath trying to get the point across.

I've developed a closer relationship with Trini than with any other artist because I've seen him develop right from the beginning. When Nino Tempo took me to hear him at P.J.'s, I felt the electricity he generated. The people were standing 10 deep around the stand. Trini's rhythm voice was sensational.

P.J.'s at the time was a hangout for a&c men. I can't recall how many people saw him in 1959. It was everyone who came up to me since and said they should have signed him. I don't think they took him seriously.

Recording Trini has been the easiest assignment for me. Each album gets harder as the material becomes more complex. Trini only picks songs he can wait on. There is a definite danger in doing ballads (Trini's latest LP is "The Love Album") but it's something he's never done before and wanted to do very badly.

Vanguard Subsidiary

change in pricing policy—$1.98 for both monaural and stereo.

Everyman doesn't use tapes of other labels. Every release is recorded for Everyman, or it is picked up from the catalog of its predecessor or from Vanguard. Demonstration and Vanguard albums are re-packaged for Everyman.

Vanguard Classical Catalog

While Vanguard has a reputation as top folk label, about 75 per cent of the 1,000 items in its catalog are classical. Hence the budget line benefits from the catalog and the reputation of the parent label.

The current Everyman catalog features such maestros as Sir John Barbirolli and the Halle Orchestra; Sir Adrian Boult and the Philharmonic Promenade Orchestra of London, and Mogens Woldbye, Vladimir Golschmann, Felix Prohaska and Mario Rossi, all conducting the Vienna State Opera Orchestra. Selections are those most readily identified by the classical record buyer.

FM Radio

Corsack leans heavily on FM radio for advertising, and he makes sure that all top stations, trade papers and consumer books print his notices.

Corsack finds that the budget classical line will sell in areas not generally strong in classical sales. For example, he points out, Vanguard sales are relatively strong in the South, where consumers will spring for a $1.98 better album now and then but will blanch at shelling out $3.98 for more esoteric music.

With 79 records in the Everyman catalog to date, Corsack figures that another 25 releases will be made during the course of the year.

Best Wishes
TRINI
May you have many more Hits!

LAREDY MUSIC
-6 Green Street Newark, N. J.
Pioneer MA 3-5084

he was born with rhythm

he has a great musicality

he adapts himself to any kind of an audience

I admire Trini very much.

Congratulations-Pedro Vargas

Sincerest Wishes
to Trini,
a Great Entertainer
and Friend

Nat Wise
Distinctive Shirtmakers
3504-3 Sunset Strip
Los Angeles, Calif.
90066
Phone: 652-5870

BILBOARD, May 15, 1965
Trini's first recorded effort rapidly became an R.I.A.A.-Certified Million Dollar Album Seller. Every entry since has never failed to occupy the charts. Reprise is proud and gratified to have shared his remarkable tenure in the Win column!

Reprise Records

TRINI LOPEZ • THE LOVE ALBUM

Copyrighted material
**HITS OF THE WORLD**

**Continued from page 28**

**NORWAY**

*Denotes local origin

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Ticket To Ride</td>
<td>Beatles (Parlophone) - Ersin Lycke</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Poupée de cire, Poupée de son</td>
<td>France Gall (Philips) - Matta</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>The Last Time</td>
<td>Rolling Stones (Decca)</td>
</tr>
</tbody>
</table>

**PHILIPPINES**

*Denotes local origin

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>The Girl From Panama</td>
<td>Mario Marero (Philippines) - C.L.栓</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Lollipops &amp; Roses</td>
<td>Sue Lawrence (CBS) - Mercury, Inc.</td>
</tr>
</tbody>
</table>

**SINGAPORE**

*Denotes local origin

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Red Roses For A Blue Lady</td>
<td>Vic Dana (CBS)</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Tea Break</td>
<td>Queen (CBS)</td>
</tr>
<tr>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>The Special Years</td>
<td>Val Domingo (Decca)</td>
</tr>
<tr>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Keep Searching</td>
<td>Del Shannon (Starday)</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>I Believe</td>
<td>Russ Kirby (Decca)</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>Wanna Dance With You</td>
<td>Johnny Long &amp; The Juniors (Philips)</td>
</tr>
<tr>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>Reelin' N Rockin'</td>
<td>Don Cherry (CBS)</td>
</tr>
<tr>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>Softly As I Leave You</td>
<td>Monty Moreno (Columbia)</td>
</tr>
<tr>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Good Night</td>
<td>Roy Orbison (CBS)</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>Silverheels</td>
<td>Herman's Hermits (Decca)</td>
</tr>
</tbody>
</table>

**SOUTH AFRICA**

*Denotes local origin

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Tired Of Waiting For You</td>
<td>The Kinks (Per)</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Cold Wind</td>
<td>Sidney Shaw (Per)</td>
</tr>
<tr>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Curfew Now</td>
<td>Gerry's Louder (Columbia)</td>
</tr>
<tr>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>Come Tomorrow</td>
<td>Manfred Mann (EMI)</td>
</tr>
<tr>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td>Torture</td>
<td>The Rolling Stones (London)</td>
</tr>
<tr>
<td>6</td>
<td>8</td>
</tr>
<tr>
<td>The Bell Rings</td>
<td>Johnny Gray (Capitol)</td>
</tr>
<tr>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td>I Could Easily Fall</td>
<td>Cliff Richard (Columbia)</td>
</tr>
<tr>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>Do What You Do Do Well</td>
<td>Ned Miller (Decca)</td>
</tr>
</tbody>
</table>

**SWITZERLAND**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Let's</td>
<td>Robert Delgado (Philips) - Gary</td>
</tr>
<tr>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td>Downtown</td>
<td>Petula Clark (Vegas) - Gerry</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Rag Doll</td>
<td>Four Seasons (Philips) - Accred</td>
</tr>
<tr>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Das Ist Die Frage</td>
<td>Aller Fragen - Cliff Richard (CBS) - Abroad</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Door</td>
<td>A. E. Hammen (Galaxie 13) - Melita Brandt (CBS)</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>Schlafend Sind Die</td>
<td>Von Der Heide - Peter Alexander (CBS)</td>
</tr>
<tr>
<td>7</td>
<td>13</td>
</tr>
<tr>
<td>Klin Annabelle</td>
<td>Renee</td>
</tr>
</tbody>
</table>
Thank you

Mr. & Mrs. Trinidad Lopez

for giving us

Trini Lopez

Don Costa

Don Costa Productions, 237 W. 54th St., N. Y., N. Y. 10019
dance craze has been launched here by the Muns Co., the "Quiddu." 

The Reforma Intercontinental Hotel
Where Trini makes his home in Mexico City

Congratulations
TRINI

Pepe & Rene Leon
mail orders from Detroit, Buffalo, Rochester, and even New York City. The Jammers, the Harvey Goodman Family, and the Mar- lins will present the spring gospel music concert in Kitchener June 3, Ottawa (4) and at Massey Hall in Toronto (5). Henry Mancini and the New Christy Minstrels will appear at the Orpheum Centre for a week in November. The Canadian Broadcasting Corporation Radio Network's summer schedule, including "CBS Meter- mora," will have a "magazine" format. It will deal with all aspects of the world of music. The record industry will get its share of attention. CBS summertime radio will also offer "Music in Canada," which will cover the history of music from the country's earliest days to the contemporary scene.

HOLLYWOOD
The value of bringing beautiful models, followed by photographers around to radio stations, was evidenced last week by Warner Bros. new promoter man, Mike Shepherd. Traveling around L. A., on a promotion for the soundtrack LP from Electronovision's "Har- low," Shepherd brought an attractive model wearing clothes of the designer into radio stations to pose with station personnel. The photo resulted in spins and general interest in product, said Shepherd.

The New Orleans Jazz Band of California presents Kenny Ball of England and Pete Daily of Chicago in concert Friday (18) at American High School. The club, which meets every month, will hold its June gathering at its new home, the Santa Ana Elks Lodge. Repeat Records, Loag Bench first in its lucrative pick-up process, releases its first Hawaiian LP, "The Aloha State Featuring Eddie Bush on the steel guitar. Bush is one of Wismon's popular musicians on the instrument. Accompanying him are Elmo and Corlis Johnston, guitar; Mokulani, bass, and John, guitar, label's ad- ministrative. Composer and lyricist Guild held its 10th annual dinner-dance Monday (3) at the Beverly Wil- shire Hotel. Pete Rugolo, entertain- ment chairman, presented the band, with Jack Marshall and Jack Sheldon. Andy Russell and Jerry Young have formed Joyce Productions to handle disc, film and TV deal. Russell is currently at the Sahara, Las Vegas. It is his first U. S. appearance since leaving Holly- wood in 1955 for Mexico.

New director of the Pasadena Playhouse and College of Theater Arts is Dr. C. Lowell Lera, formerly of the Theater Communications Group. Ford Foundation has announced a new, comprehensive, professional resident theater company in Southern California.

Liberty Records will distribute by the Explosions, paired with the Burton label. First single is "Cry, There's a Reason," due June 1. Reprise's teen trio of Dino, Desi and Billy, debuts on "Shindig," May 12.

ST. LOUIS
Regal Sports, Inc., which just brought 20 in a big show headlined by Jackie Wilson, Solomon Burke and Ben E. King, has another attraction slated for May 21 at Kiel Opera House, with Radio KOKO, sharing the sponsorship. Billed as "C. C. Potts' Show of Stars," the show features Gary Lewis and the Playboys, Buddy Holly, Bobby Goldsboro, the Bill Black Combo, Bobby Goldsboro, the Crystalites, Chad & Jeremy and the Reflections.

Folk fans, who turned out in healthy numbers for a recent Jamm Band concert at Washington U. Field House, may have another attraction in the Sunday (2) Kiel appear- ance of the Oscar Brown Jr. Trio. The group's West Coast tour- nee for two appearances for a performance with the St. Louis Symphony Orchestra, recent host of Danny Kaye, in a special concert. The Metropolitan Opera visits here May 17 and 18 in a per- formance of Puccini's "Turandot" and Verdi's "Aida." May 21 will be the opening of the 47th season for the Municipal Opera. Anita Gillette, Lawrence Brooks and Clarence North lead the musical "Curtains Me in St. Louis.

EARL PAIGE

PHILADELPHIA
John H. Stiles, Luther Randolph, Weldon McBranch and James Bishop establish Silvertone Music, quartering at the offices of Universal Record Distributors. Jules Zaldin, who operates the section rooms at the Hotel Phila- delphia, is turning concert promoter of the in-town feature shows. He is also booking the hotel's 3,000-seat ball- room. His first promotion is the touring "Shindig" show in concert presentation May 41 with two shows scheduled ... Harry Ross, vice-president of David Rosen Inc., in charge of the company's record distribution department, is in Puerto Rico this coming week to arrange promotional ties.

MAURICE H. ORODENKER

MEMPHIS
Jerry Lee Lewis, riding a crest of popularity, is at Warner, New York and New England states. He plays Yale University May 13, will be on TV in New York May 13, New York, and New England states. He plays Yale University May 13, will be on TV in New York ... Ace Cannon is plugging his new single, "Sea Cruise," on a Florida tour. He is booked for two weeks in Cleveland in June, one week at the Whiskey A Go Go Club, one week at Reeves, Frank Wilson and His Gene Simmons are also touring in Florida with separate shows . . . Wille Mitchell, Hi Records star, has hit digitally with his new single, "Buster Brown" and "Wood- cherries Ball." By selling fast to juke box operators and teen-agers, reports Popular Tunes Record Shop.

Linda Gail, sister of Jerry Lee Lewis, who was signed for four weeks for a "Shindig" tour, was sent a hit with the show director, who signed her for the rest of the tour—total of six weeks and four days . . . Liberman will per- form at the Arkansas State House Show at Little Rock May 12-13. The Righteous Brothers will head- line the Coliseum show (15) which will feature the Beau Brun- mels, Linda Clark, Bobby Freeman, Mike Patterson and the Fugitives. Booking agent for the show, Charles Parrish of Nash- ville, said he will also bring in Frank Craver, Chet Atkins and Roy Rogers.

Law to Produce 'Beverly Hills' LP

NASHVILLE — Don Law, co-owner of the popular show for Columbia Records here, has been pegged by label executives to produce an album by the cast of the CBS-TV series, "Beverly Hills.

Law made a recent trip to Hollywood to map out plans for the music-comedy package. He will soon return to Hollywood for the actual recording session.

Many International performers have appeared on my show and of these . . . Trini Lopez was one of the most outstanding talents."

Best wishes, Trini: Raul Astor

Watch the Raul Astor TV show on channel 34 KMEY-TV Sunday, 9 p.m., Los Angeles, Calif.
“GRAND OLE OPRY” performer Jimmie Widener looks at Billboard’s advance Hot 100 chart backstage at Ryman Auditorium, Nashville. The advance chart is provided as a special service for the Country Music Capital. Widener plays bass in the band of country star Hank Snow, who opened at New York’s Paramount Theater Friday (30).

Syracuse Show Big
SYRACUSE, N. Y. — Some 6,000 country music fans jammed County War Memorial Auditorium here April 23 for a pickin’ and singin’ festival sponsored by Station WSEN. Featured were Ernest Tubb and the Texas Troubadors, Loretta Lynn, and Ferlin Husky. Jack Andrews, Melvin Talent, Inc., vice-president, booked the show.

Time-Mainstream
NEW YORK — Time-Mainstream Records, continuing its foreign expansion program, has become affiliated with Arione Records in the Benelux countries and Nippon-Columbia Records in Japan.

Malin to Marks
NEW YORK—Don Malin has been appointed educational director and co-ordinator of publications, sales and production of the Edward B. Marks Music Corp. effective May 3.

New CMA Members
CINCINNATI — Officers and directors of the Country Music Association, with headquarters in Nashville, last week put the official okay on 31 new members, bringing total memberships to well over the 1,600 mark. New members, as reported by Mrs. Jo Walker, CMA executive secretary, are James L. Bego, Metairie, La.; James V. Beutelle, Perryburg, Ohio; John Brock, Harrodsburg, Ky.; Jim Brunner, Winslow, Conn.; Billy Cole, Duluth, Minn.; Skeeter Dodd, Everett, Pa.; Buster Hewkin, Cuba, Mo.; George Johnson, Burlington, N. C.; Buddy Jones, Quechee, Vt.; Mrs. Vanell Keating, Austin, Tex.; Laura R. Lagge, Dickenson, N. D.; George Leslie, Don Mills, Ont.; Jean Matthews, Nashville; Tom Mccusker, New York; William Nelson III, Harrisburg, Pa.; Frank O'Donnell, Auburndale, Mass.; Howard Rash, Nashville; Steve Reeves, Babylon, Long Island, N. Y.; Dean H. Wickstrom, Pomona, Calif., and Seymour Rosenberg, Nashville.

Congratulations to Trini Lopez
from where it all began—Marshall Edison's YE LITTLE CLUB Beverly Hills, Cal.

Best wishes to one of our all-time favorites

Trini Lopez

The Smith Family

HAROLD'S CLUB
Reno, Nevada
EVERY ONE SEES AND USES IT
BILLBOARD'S BUYER'S GUIDE
COMING AUGUST 7 • ADVERTISING DEADLINE JUNE 28
THE ONLY SEPARATE BUYER'S GUIDE IN THE MUSIC INDUSTRY
COMPLETE INTERNATIONAL INFORMATION ABOUT RECORD
MANUFACTURERS • MUSIC PUBLISHERS • RECORD DISTRIBUTORS • ONE-STOPS
• RACK JOBBERS • RECORD IMPORTERS AND EXPORTERS • DEALER ACCESSORIES AND SUPPLIES
• PRINTERS OF RECORD JACKETS • PROCESSING PLANTS • SLEEVES • LABEL MANUFACTURERS • MACHINE
SHOPS • MATERIALS MILLING PLANTS • TRADE ORGANIZATIONS • MUSIC LICENSING ORGANIZATIONS • PRESSING PLANTS • POLYETHYLENE
BAGS • PROMOTION AND PUBLICITY • RECORDING STUDIOS • TAPE MANUFACTURERS • TAPE DUPLICATION • SHIPPING SERVICES • PRINTERS
AND LITHографERS • ENVELOPES AND MAILERS • DIRECT MAIL SERVICES • DESIGN AND ARTWORK • THE PEOPLE, THE COMPANIES, THEIR ADDRESS AND
TELEPHONE NUMBERS • INTERNATIONAL STATISTICAL SURVEY • THE TIME IS NOW • THE PLACE IS BILLBOARD'S INTERNATIONAL BUYERS' GUIDE • END OF MESSAGE
Dealers Builds Mail Campaign

WASHINGTON — Spotted small signs throughout the store at traffic points, encouraging shoppers to join the store's mailing list, has paid impressive dividends in additional sales volume for Robert Bialeck, of Discount Record Shop, Bialeck, who reported recently that when many record album customers started asking when the store would hold its next sale. In each case, Bialeck promised them the formula is, of course, debatable. However, Jack Jones has made an interesting proposal. The playback-only machine can be produced considerably cheaper than the record-and-playback video tape unit. For the record business and the home entertainment equipment business it could open a vast new market of visual recordings. It's coming, and it's something to start thinking about.

USD Wind Tape

PUBLIC AUCTION

ONE OF NATION'S BEST EQUIPPED RECORDING CO'S

Auctioneers

Radio & Recorders

1411 North McDannell Pl.
Studio 110

Biloxi, Mississippi

APPROX. $315,000.00 EVALUATION

PUBLIC AUCTION

Tape Recorders, Control Consoles, Microphones, Stands, Projectors, Cameras, Steiner Pans, Duplicators, Turntables, Machine Shop...100's of desire items to choose from!

For Free Illustrated Brochure

Contact:

OSTRIN & OSTRIN AUCTIONEERS

415 E. 125th St.
Los Angeles, Calif. 90021

May 15, 1965, BILLBOARD

57
NEW PRODUCTS

- Continued from page 57

tape, has come out with a new line of 3-inch, 5-inch and 3-inch automatic threading tape reels called E.Z. Wind. The user need only touch the tape to the reel under firm's new patented process. Sample kit is available from the manufacturer for $1.

Six-Tube Radio

STANDISH

ADMIRAL'S STANDISH has AM/FM tuning, two speakers, tone control and phono jack, fruitwood veneer cabinet and sells for $44.95.

Table Radio

GOLDEN CLASSIC

ADMIRAL'S GOLDEN CLASSIC has five transistors, one diode, walnut-grained cabinet, develops 1,000 milliwatts of power and sells for $50.
**BULK VENDING news**

**Monster Charms—How Are They Doing?**

**By RAY BRACK**

**CHICAGO**—There's not an operator or distributor here who will give you an argument on this point; monsters are not nearly as big as the trolls.

The success story of the decade, the troll capsule merchandise of 1964 captured the fancy of the kids as nothing has since the hoodoo loop. "A once-in-a-lifetime item," was the way local businessman Henry J. Michalski put it, "one of those phenomena which you can't explain."

Michalski doesn't believe that trolls will be "anything like the trolls or the Beatles were last year."

**Conspicuous Lack**

Said past National Vendors Association president Bob Kantor, "The business is conspicuous with the lack of a real hit item right now. We're in kind of a doldrums, monsters included."

"Nothing is really new now," Michalski agreed. He blamed it on the weather. "The bad weather has kept the kids inside."

"Yes," said Jack Nelson of Logan Distributing Co., "the spring season is six weeks late because of foul weather." Nelson estimated that the monster product will hit the Chicago market at about 50 percent of the troll rate.

"But there's a greater variety of monster merchandise," he continued, "with tens of repeat purchases.

**Difficult Comparison**

"Monsters aren't doing 40 percent of what the trolls did," observed Paul Crisman, National Vendors Association president and principal with King and Co. distributors. "But comparison between monster and troll product is difficult. You must remember that trolls were strictly capsule items, while monster merchandise is available in 1-cent rings and buttons as well as capsules."

Crisman added that it is too early to tell if the monster product has reached the peak or if the demand is just beginning. He predicted that kids will be finding unopened packages for some time yet.

"Too Early to Tell"  

Vernen Kroghman of the Vend-Master Co. reported that he is just starting to vend monster rings and buttons. "It's too early to tell how well they will go," he said.

Beyond the trade, here agreed that monsters are one of several good money-making charm types available today. There was less agreement on whether the monster peak has been reached yet. However, all respondents agree that many hobby shops are selling kits for building grotesque monster figures for a hobby market which is increasing the market. The monsters don't appear to be as yet and the bulk operators don't expect them to do so until late summer.

Shannon, who has built his operation around a colorful Irish theme, will be quick to see possibilities in the monster charms and bottlenecks to location owners, requesting that they point out these new items to young customers at every opportunity. Shannon got excellent co-op from all of his customers.

West Coast

**THE NCV A Convention in Chicago**

The NCV A convention in Chicago claimed a lot of attention on the West Coast and the area was well represented by all of the members of the National Vendors Association present.

The convention was held at the Westin Pavilion, and the organizers also held the shindig at the Chicago Hilton. The convention was held at Acme Vending Co., left early in the week by the track for the convention.

The convention was held at West Coast Enterprise, and two of the industries, Leo and Harry Weinert, took over the backer team while Leo Weinert and his wife, Harriet, were in the Midwest. Al leaves to San Francisco.

Preston Combs and his wife, Kellie, have a trip to Acapulco. They will be away for a month or so.

Ronald L. Zole, executive secretary of the National Vendors Machine Operators Association, announces the opening of new offices in the Metropolitan Building in Beverly Hills. Both are in private law practices and are sharing a suite of offices. The Zolos, Eugene and Sheila, are soon to help their son, Bob, celebrate his second birthday.

Shel- don Robertson, one of the board's members, is expanding his route.

Maurice Cramer of N/C Vending announced plans for the opening of Vending in June. Joe Angelle, of Joe's Vending at Seal Beach, Calif., is planning to visit his brother in Santa Barbara.

**SAM ABBOTT**

---

**Market-by-Market Survey**

With few exceptions (notably the troll), public acceptance of a given bulk vending merchandise is not very high. Local circumstances frequently contribute to a patchwork-appearing national market picture. A case in point is buyer response to the "monster" phenomenon. A national survey, installation one of which appears in this issue, uncovered varying operating experience with the product in scattered markets. In these and following reports, our readers will be exposed to much data that should prove invaluable in planning for the peak summer months.

---

**BULK BANTER**

**WEST COAST**

The NCV A convention in Chicago claimed a lot of attention on the West Coast and the area was well represented by all of the members of the National Vendors Association present.

The convention was held at the Westin Pavilion, and the organizers also held the shindig at the Chicago Hilton. The convention was held at Acme Vending Co., left early in the week by the track for the convention.

The convention was held at West Coast Enterprise, and two of the industries, Leo and Harry Weinert, took over the backer team while Leo Weinert and his wife, Harriet, were in the Midwest. Al leaves to San Francisco.

Preston Combs and his wife, Kellie, have a trip to Acapulco. They will be away for a month or so.

Ronald L. Zole, executive secretary of the National Vendors Machine Operators Association, announces the opening of new offices in the Metropolitan Building in Beverly Hills. Both are in private law practices and are sharing a suite of offices. The Zolos, Eugene and Sheila, are soon to help their son, Bob, celebrate his second birthday.

Sheldon Robertson, one of the board's members, is expanding his route.

Maurice Cramer of N/C Vending announced plans for the opening of Vending in June. Joe Angelle, of Joe's Vending at Seal Beach, Calif., is planning to visit his brother in Santa Barbara.

**SAM ABBOTT**

---

**RAT FINKS**

Buy direct from manufacturer and save.  
Per 35 bulk in orders of 5M and up. $6 per M under 5M.  
Send 15, cash with order, balance C.O.D.

Samples furnished upon request.

**PLASTIC CHARACTERS CO.**  
Box 203, Lawrence, Mass.

---

**NORTHERNWEST**

Model 60 Bulk-Pak  
Will not skip or jam because of specially designed gear and housing.  
Instantly adjustable limiters.  
No Dull Colors!  
No Tab Gum!  
The most popular in bubble gum machine.

**VENDORS DIST. CO.**  
462 Madison Ave., Menomonee, Wis.  
Phone: USA Code 901-1215-1116  
Manufacturing, Distributing, Inc.

---

**BILBOARD,** May 15, 1965

---

**YOU COUNT MORE WITH OAK**

WRAPPED GUM VENDOR  
This new concept in vending dispenses paper wrapped merchandise without stacking. "Walk of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Model machine, the new Wrap Vending Machine accommodates any of the wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tufoh which assures you trouble-free operation. Oak's wrapped gum vendor measures 16", high, 8" deep, and 8" deep. Wt is 74 lbs.

18.95  
F.O.B. Los Angeles

---

**Birmingham Vending Company**  
520 Second Ave., North  
Birmingham, Alabama  
Phone: Motel 4-7528

---

**MEN WHO READ BUSINESSPAPERS MEAN BUSINESS**

---

**Copyrighted material**

---
PRODUCT PROGRAMMING PERKS UP CHARM SALES

The bulk operator who is hip to what the kiddies will be watching on television and at the neighborhood movie matinee can reap unprecedented profit by making sure related product is in the right machines at the right time.

For example, a Midwest operator who makes a practice of watching the newspaper TV listing carefully saw that a local station planned to air a series of old "horror" movies during afternoon kiddie viewing hours. He acted accordingly, "programmed" his machines with monster-type charms and one-cent items in great quantities for a month and was hard put to meet the demand.

Another example, an Eastern operator, also a avid newspaper reader, saw that the James Bond thrill movies were soon to open in neighborhood theaters during matinee hours. He made the Ian Fleming inspired charms available in quantity with disastrous results.

Although the manufacturers are alert to national TV and movie trends, only the operator and distributor can capitalize on local "programming" possibilities. The whir and deals for kids are short-lived. One month they'll watch James Bond heroes on the screen and boycott their imagination with the appropriate charms.

The next month "The Greatest Story Ever Told" moves into the local theaters, creating a unique demand for Bible charms and other religious symbols.

Timeliness is the key to "programming" profit.

---

Vendall Opening Set For June 4-6

MINNEAPOLIS — Vendall Distributing Co. here will hold its second annual open house for operators June 4-6 at the Hotel Sheridan here.

Earl Grout of the firm said: "The open house will give operators from the upper Midwest an opportunity to see the latest in bulk vending equipment and candy, gum and ball merchandise, and pick up new merchandising ideas.

An informal clinic for operators is set for Saturday afternoon, June 6.

Approximately 500 invitations are going out to operators in Minnesota, North and South Dakota, Iowa and Wisconsin.

Grout said the area trade is anticipating an "excellent 1965," despite severe winter and flooding that marred the first three months and a half months. Grout expects the year will end well ahead of 1964 figures.

He credited the 1965 increase to "new bulk vending operators and new ideas from the charm and gum manufacturers."

The uptrend in business was noticeable by mid-April, when operators' volumes began rising. One operator took in $100 more in one week than any previous week of this year," Grout reported.

Vendall is now devoting a 2,500-square-foot street corner area to displaying charm machines, along with machines in this space, which is adjacent to its original area, was acquired following a fire a year ago that gutted what had been a corner restaurant. The renovated space greatly increased the window display area for Vendall.

Denver Firm Loses $20 To Burglars

DENVER—One of the rare burglary cases reported in Denver bulk vending industry occurred on the night of April 19 when Star Vending Co., operating and distributing headquarters, was entered.

The burglar netted only $20 for his pains in cutting through the back wall of the company. After burglar Andy Anderson reported. While all of the papers in the office were scattered about, chairs tipped over, etc., none of the games in the showroom, or any of the pool tables, which are a specialty sideline with Anderson, were damaged.

BULK VENDOR

NEW YORK — Bulk Vendor Inc. has just introduced a new metal coin box, the Versatile 77, which has been designed to accommodate a variety of bulk vending machines. The box is made of heavy-gauge, hard-drawn steel and features a sliding door to prevent theft. It can be used for dispensing coins, paper goods, and other items.

The Versatile 77 is available in various sizes and can be easily added to existing vending machines. The company offers complete installation services and training for installers.

Available with 1c, 5c, or 10c coin acceptors, the Versatile 77 is ideal for small to medium-sized operations. The company also offers a range of other products, including bulk coin boxes, bulk vending machines, and accessories.

MISCELLANEOUS

CONNECTICUT:

A Survey of State Business Regulations

Eighth in a series on State regulation legislation bearing on the operation of bulk vending machines, this article describes the licensing and regulation of vending machines, any person deriving income from more than three vending machines is an "operator" and must obtain a license of a license and an operator's license.

Application for an operator's license must be made to the Commissioner, Department of Consumer Protection. The fee is $25 for each license. The commission, servicing and transport facilities of each application are checked by State investigators before a license is issued. The State enforces stringent vending health regulations.

The annual per machine license fee for equipment dispensing confections and nut meals is 10 cents per unit. All other machines are licensed at the rate of 50 cents per machine per year.

For full details and printed copies of State regulations, contact Francis M. Gersz, Deputy Commissioner, Department of Consumer Protection, State Office Building, Hartford 15, Conn.

HARTFORD, Conn. — Under Public Act Number 576, which concerns the licensing and regulation of vending machines, any person deriving income from more than three vending machines is an "operator" and must obtain a license from the State and an operator's license.

Application for an operator's license must be made to the Commissioner, Department of Consumer Protection. The fee is $25 for each license. The commission, servicing and transport facilities of each application are checked by State investigators before a license is issued. The State enforces stringent vending health regulations.

The annual per machine license fee for equipment dispensing confections and nut meals is 10 cents per unit. All other machines are licensed at the rate of 50 cents per machine per year.

For full details and printed copies of State regulations, contact Francis M. Gersz, Deputy Commissioner, Department of Consumer Protection, State Office Building, Hartford 15, Conn.

Please rush complete information prices on North American SUPER SIXTY Ball Gumball Vender (as illustrated) as well as other North American machines.

NATIONAL COMPANY

ADRESSES:

City of coupon, clip and mail to:
H. B. Hutchison, Jr.
1745 N. Defoor Rd., N.E.
Atlanta 7, Ga.
Or T-4000

BULK VENDOR

Topper Deluxe Used \nEXCELLENT CONDITION \n$8.50
F.O.B. Chicago

Confection Specialties

5326 Belmont—Chicago

NEW VICTOR 77 GUMP & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Three patents and designs protect this unique vend- ing machine. Coin operated, one insertion of 25 cents produces a round, two inch, 5" and 1/2" capsule. Advantages: no breakage, no jamming, no plugging. The machine is compact, easy to install, and practical for pool halls, lounges, and amusement establishments. It is ideal for college dormitories, and is an excellent trade maker.

Complete Line of Confections, Inc.

600 West Madison St. Chicago, Ill. 60661

PRICE \n$39.00
WRITE FOR COMPLETE DETAILS

LOGAN DISTRIBUTING, INC.

HARRY INDUSTRIES

(414) 631-3361

MANNING, S. & S.

PIZZA BRUSSEL SPRINGT CUPS

TOURBON, M.

15 May 1965, BILLBOARD
Stockpile Ready Vs. ASCAP, BMI

SEEBURG BOWS COPYRIGHT ARSENAL

BY RAY BRACK

Chicago — This outspoken claims being made by the International Nickel Co. about its new coinage alloy and slug rejector were challenged last week by coin machine industry engineers.

One vending industry authority, who asked that he not be named, described as "preposterous" the assertions of Inco vice-president Frank LaQue about his company's silicon-nickel magnetized coin and "electric" slug rejector.

As reported in Billboard last week (May 8), LaQue described the Inco coin as efficient as 8 out of 10 inches of plastic in reducing coin acceptance, mechanisms, provided a special tape was applied to the rejector.

LaQue acknowledged that the electronic slug rejector invented by LaQue would accept silver coins and the new Inco coin in a way that could revolutionize the vending industry.

Vending Industry Rejects LaQue's remarks to Billboard followed an announcement by National Rejector Association including rejecting the Inco coin with specimens beneath vending industry standards of acceptance. The NAMA statement clearly and elaborately for fear too much information about the Inco entry would lead to occasions to be submitted to the NAMA executive director Thursday in an inaugural list of new coinage of tests that the Inco specimens were accepted by members of the NAMA testing subcommittee on coinage, with results indicating performance of the industry's traditional rejector for first pass and 100 percent second pass.

Serving on the NAMA technical committee on coinage, among others, are representatives of Coin Acceptors, Inc., St. Louis; National Rejectors, Inc., St. Louis; and Reed Electro-Mech Corp., Rockford, III.

Found Wanting

According to Hugh Sackett, assistant to National Rejectors' vice-president Fred Wallin, several specimens were tested by the firm and found wanting.

"It is difficult to generalize on how far the samples fell short of the traditional 95 percent initial and 100 percent second pass standards," Sackett said, "because of the variety of specimens and nature of testing procedure." He added, "Frankly, we strive for standards higher than those traditionally used.".

In commenting on the Inco tape which reportedly would convert existing equipment to accept the Inco coin, Sackett stated that National Rejectors has tested it and found that it doesn't perform as well as Inco would perhaps like it to.

Chicago Showing

Sackett said that it was his understanding that the new Inco rejector would not accept current U.S. silver coinage. He reported having seen an early model of the device in the office of the Secretary of the Treasury in Washington, and said a re-packaged version of the device was displayed at a closed showing in Chicago recently.

THE FIRST U.S. MODEL of the French-inspired Scopitone cinema machine is examined by a pretty little French girl in a Parisian street.

National Rejectors has not yet released models of the rejector for testing. Sackett said: "We have no as to which, the NR spokesman declared. "If Inco submits a workable coin specimen, we'd eagerly endorse it as an alternative. If there are more than three alternatives we would be delighted."

"Will Test More"

Reed Electro-Mech's Ray Buisker also acknowledged receipt of Inco coin samples for tests. All tests failed to minimum standards. He said Reed Electro-Mech would probably be testing more Inco specimens.

"I'll consider the price," he commented, "so you can understand that we cannot announce how a specific sample performs in our tests."

Inco conversion tape, Buisker said, showed some promise in a small sampling of coinage machines that might be unacceptable in a wide perimeter.

Field Conditions

Explained the engineer, "We must define exactly what we are trying to field conditions."

Buisker said he has no opportunity to examine the Inco rejector.

"Goodman, Coin Acceptors executive, informed Billboard that company president Charles Goodman denied that there was only the company official authorized to comment on the Inco coin specimen. A meeting of the technical committee of the National Rejectors Association was held.

Scopitone Produces U.S. Model: Continues Growth

CHICAGO — Scopitone, the French cinema juke box, is continuing its slow but steady push into the U.S. with the introduction of its first American model. The unit is being manufactured by Tel-A-Sign, Inc., here, the firm which holds North American rights to the machines. National distribution is by Scopitone, Inc., a Tel-A-Sign subsidiary, headquartered in Miami Beach.

Jay Weiss, Scopitone vice-president, said that some 1,000 of the French machines have already been put on location in this country. Weiss said that Scopitone has some 30 distributors and dealers generally through non-machine channels.

The Scopitone machine offers customers a choice of 36 three-minute films at 25 cents per selection. The firm started with French film but has since concluded agreements with U.S. producers.

Weiss said Scopitone now of-
Only Seeburg
Rec-O-Dance records provide the continually shifting dance rhythms you must have to make real money with Discothèques.

Seeburg programming starts right in the records themselves.

Equally important, a set of Rec-O-Dance records provides a whole evening’s continuous dance programming. Fast numbers. Slow numbers. Old dances. New dances.

All the contrasting rhythms needed are there in proper sequence, in exciting multi-channel stereo.

The rhythms properly change to always keep some people dancing while others are eating, drinking and listening.

Only Rec-O-Dance albums provide this uninterrupted, purposeful dance programming. They’re the only records in the world designed from the word “GO” for Discothèque play!

These records are not for sale.

They may only be leased.

The operator receives an original set of ten records, and three replacement sets of ten records (a total of 40 records—240 selections) during a one year period for $60. Replacement sets are issued every 90 days.

Make certain you get them from your local Seeburg Discothèque Distributor.

www.americanradiohistory.com
**ITALIANS PLAN PIN BILL TEST**

By Samuel Steinman

Rome—With passage of the anti-pinball law by the Senate and its approval by the President, the Italian law as now regarded as almost inevitable, the Pinball Association is laying the groundwork for its appeal to the courts to delay enforcement of the law.

As now worded the law specifically bars all coin-operated machines which are mechanically-operated and those which offer prizes either in cash, tokens or re-play. Only exemption is for jube boxes and for the popular two-bowling alley game which is manually operated.

The appeal, however, may be based on the fact that automatic pin-actings in bowling alleys make these automatic games. Forced closing of bowling alleys by the law might put up the unjust discrimination against pinball machines. A law aimed primarily at fruit (i.e.) machines, many machine distributors feel. The avenue of attack is being studied but the proposal for attacking bowling alleys is currently regarded more highly than others.

Although the primary purpose of the law is to stop gambling in clubs open to the public, no serious effort is being made to curtail the many premises throughout Italy where off-track betting is permitted. Italian racetracks have both pari-mutual machines and licensed bookmakers. Betting stores take cash bets and pay off on pari-mutual odds. All are licensed for their operations.

---

**Coin Machine Export Chart**

November 1964

<table>
<thead>
<tr>
<th>Country</th>
<th>New Phonographs</th>
<th>Used Phonographs</th>
<th>New Gramophones</th>
<th>Used Gramophones</th>
<th>Amount</th>
<th>Gross</th>
<th>Sales</th>
<th>Totals</th>
</tr>
</thead>
</table>
| W. Germany       | $314,639        | 12              | $2,365          | 21              | 362    | $198,575 | 885   | $515,779  
| Japan            | 94,153          | 69              | 22,625          | 524             | 348    | 192,076 | 474   | 309,413   
| Switzerland      | 33,139          | 439             | 197,066         | 474             | 188    | 230,216 |      |          
| France           | 8               | 472             |                 |                 |        |        |       |          
| Canada           | 61              | 638             | 133,825         | 69              | 1,978  | 179,890 |      |          
| Belgium          | 49,752          | 543             | 61,590          | 73              | 349    | 177,096 |      |          
| Greece           | -165            | 56,597          | 2               | 184             | 54     | 58,930  |      |          
| Australia        | 98              | 1,275           | 97              |                 | 45     | 65,610  |      |          
| Switzerland      | 14              | 69              |                 |                 | 40     | 40,903  |      |          
| Norway           | 8,111           | 69              |                 |                 | 69     | 69,893  |      |          
| Sweden           | 29              | 388             | 31              | 58              | 31     | 31,796  |      |          
| Italy            | 6               | 64              | 27,855          | 66              | 29,851 |        |      |          
| Denmark          | 2               | 64              |                 |                 | 64     |        |      |          
| Netherlands      | 10              | 8,142           | 6,600           | 73              | 14,034 | 28,776 |      |          
| Mexico           | 32              | 1,210           | 18              | 57              | 58     | 114,020 |      |          
| Other Countries  | 96              | 66,924          | 36              | 1,853           | 38     | 114,020 |      |          
| Totals           | 1,041           | $713,384        | 558             | $715,445        | 4,124  | $1,439,044 | 5,723 | $2,328,773 |

---

**EUROPEAN NEWS BRIEFS**

Juke Box Dish

GUETERSLOH, West Germany—Ariola has introduced a special selection of juke box dishes.

The district has needed the longstanding complaint of Ger- man juke box operators that they are treated as the stepchildren of the German music industry. Ariola will make specific juke box dish recommendations and will work with the juke box operators to produce dishes with special juke box appeal.

Included among the selections are titles under the Hansa label, which is distributed by Ariola, and the current juke box offers are “Cecilia-Let’s” with Heike Roemer, “Hab dich mit dir verloren” (Hansa) with the Continental Brother, “Fauch” with the Renegades.

---

**N.C.M.D.A.**

The Growth Association

Attention, All Operators... Don’t be a “Controlled Operator”! There are no “One Stops” in the equipment business. Get ALL of the FACTS—OR THEY’LL GET YOU EVERY MANUFACTURER’S products have good qualities. CALL UP “ALL” of your area distributors and then exercise your freedom of choice rights.

Distributors... Now is the “Time” to move up to membership in your trade association. (N.C.M.D.A.)

Importers... In N.C.M.D.A., it’s the people that make the big difference!

The Mantle of Distinction is Membership in N.C.M.D.A.!

The National Coin Machine Distributors’ Association

50 North La Salle Street, Chicago, Ill. 60602

---

**SOME 200 OPERATORS, location owners, military club managers and public officials watch Seaborg introduce its discophone program in Honolulu’s Sandbox Lounge. The evening was sponsored by R. F. Stenstrom Distributing, Inc.**

Frank Sullivan, Former Op, Dies

West Memphis, Ark.—Frank Sullivan, prolific phonograph operator in the West Memphis area who retired six years ago, died last week of a heart attack. He was 65. He leaves his widow. They had no children.

Sullivan had been in the business more than 30 years and was widely known by operators and distributors all over the Mid-South area.

When he retired six years ago he sold his route. The 80 pieces of equipment, valued at about $70,000, were bought by a Miami operator who exported them to South America.

Mid-South Vend Firm Is Sold

MEMPHIS—William V. Forsythe, owner of Forsythe Vending Co. at nearby Millington, Tenn., bought out Mid-South Vendors, Inc., for a reported $70,600, it was disclosed recently.

The transaction involved about 150 juke boxes, pinball and vending machines.

Owners of Mid-South Vend- dor, Inc., Jack Goldenstern Sr. and Jack Goldenstern Jr. Jack, had been active in operating the business with Don Sproose, president of the corporation.

For Forsythe it is a major move toward continuing expansion. He is now one of the larger vending operators in the state. A highlight of the new route is a bevy of vending machines on the Memphis State University campus.

Forsythe was for eight years an alderman in the Millington city government. He is active in the Mid-South Vending Co. and last year received its “Man of the Year” award for his efforts in assisting the new industry to Millington.

Challenge Inco Coinage Claims

Continued from page 63

subcommittees of the NAMA “blue-ribbon” Committee on Coinage was scheduled for today (10) in Chicago. According to NAMA publicity director Walter Reed, the meeting was to be one of the group’s frequent conferences and nothing urgent was to be taken up.

Meanwhile International Nick- el Co., utilizing radio spots in Chicago, New York City and Washington, D.C., began ex- tracting the properties of its new coin last week.

And in the Nation’s Capital, Treasury officials further de- layed recommendation of altered coinage to Congress. It seems safe to assume, however, re- ported Billboard’s Washington correspondent, Jack Goldenstern of- ficials are pretty much decided on what they will do.

Inco and other coinage-inter- est parties have begun to con- centrate on Congress.

BILLBOARD, May 15, 1965
ROCK-OLA MAKES PHONOGRAPHs THAT KEEP YOU HAPPY!

Full Dimensional Sound—Add Full Dimensional Sound to the Princess Royal at any time. Takes just minutes to install. "Steps-up" the locations—without investing in a completely new unit.

Princess Royal, Model 424—with Full Dimensional Sound. 100 selections, stereo-monaural. Beautiful, compact... at home anywhere. For locations where the ultimate in sound and compactness is required.

Phonette Remote Speaker Wallbox—gives personal listening pleasure and volume control. Permits programming of LPs or singles, 33 1/3 or 45 RPM records. Reproduces stereo, too. Famous Rock-Ola quality. The only really compact unit.

New Princess Royal. (Shown Above) Model No. 424—plays 100 selections of 33 1/3 or 45 RPM, 7" albums or singles, stereo or monaural intermixed mechanically. Beautiful... Compact. Famous Rock-Ola quality. The only really compact unit.

With Rock-Ola phonographs, you get the widest choice of options in the business! You get the equipment you want and can use! For example, the Princess Royal Stereo-Monaural Phonograph is so compact it fits anywhere. You can easily add the Full Dimensional Sound Speaker system to satisfy the very finest locations. Mechanical intermix permits programming in any bank, in any sequence. And for the ultimate in phonographs Rock-Ola offers the prestige stereo-monaural Grand Prix. Rock-Ola is famous for dependability. No obsolescence! Interchangeable parts for fewer service problems! Get into more locations with the phonographs that keep you and your locations happy—Rock-Ola!

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

Look to ROCK-OLA for advanced products for profit

Copyrighted material
Stancraft Disk Vender Test Pays Off in St. Paul Store

By ROY WIRTZFIELD

ST. PAUL—Initial tests by Stancraft of its 45-rpm record vender have proved quite successful, a company spokesman said last week. The unit is placed just inside the main entrance of McClellan’s Variety store in downtown St. Paul.

The Stancraft record vender carries 80 different selections with a capacity of 400. The record is not played—just vended. The operator can set eight different prices—from 5 cents to $1.50. The McClellan test machine is set at 95 cents per disk. Stancraft said the machine is moving product despite the fact that nearby discount stores sell singles for 79 cents.

Danny Thomas, Stancraft’s sales head, noted that a juke box operator might use the machine to sell new records at one price and his used disks at a second price. Thomas noted the machine would be an ideal companion to a phonograph.

Says the Salesman

Thomas indicated that Stancraft has about 500 units on location throughout the U. S. A number of coin machine distributors have been named, including United Distributing Company, headed by Henry Jacobs, Milwaukee; H. Frant Distributing Company, Houston; M. J. Stanley, Seattle; Advance Distributing, Seattle.

When answering ads...

Say You Saw It in Billboard

Distribute Williams

DOUBLE PLAY BASEBALL

... and catch the biggest location collections of all! Here's why:

• 1-2 or 3 inning adjustable

• Light-the-name feature

• Extra inning

... and the animated double-play features that are the talk of the industry!

SUTHERLAND DIST. CO.

2718 McGee Truflferry, Kansas City, Mo. (816) HA 1-7746

126 E. Nine Ave., San Antonio, Texas (512) CA 6-6300

3002 Perdido, El Paso, Texas

715 N.W. Fourth St., Oklahoma City, Okla. (405) CR 6-3861

1243 N. 9th, Corpus Christi, Texas

Operate Williams

DOUBLE PLAY BASEBALL

... and catch the biggest location collections of all! Here's why:

• 1-2 or 3 inning adjustable

• Light-the-name feature

• Extra inning

... and the animated double-play features that are the talk of the industry!

IN ST. LOUIS YOU CAN RENT ‘Double Play’

Ask About Our Rental Plans

CENTRAL DISTRIBUTORS INC.

154 Olive St., St. Louis, Mo. (314) HA 1-0301

Distributes for NORTHWESTERN Bulk Vending Equipment

Illinois Association To Meet May 22, 23

CHICAGO—Featured at the meeting of the Illinois Coin Machine Operators Association here May 23 will be a panel discussion involving Vend magazine editor and publisher G. R. Schreiber; Music Operators of America executive vice-president Fred Granger, and Russell Talbot, Chicago tavern owner and past president of the State Licensed Beverage Association.

According to ICMOA president Bill Pons, the business panel will cover such topics as public and customer relations, what operators can do for locations and other areas of operator-location relations.

The Sunday business session will convene at 1:30 p.m. at the Conrad Hilton Hotel. A hospitality meeting will be held on Saturday evening, May 22, at the same hotel.

MEMO TO MANUFACTURERS & DISTRIBUTORS

Special late form makes possible the inclusion of all new products at one time. Write now and list all specifications. All products will be included at one time. Write now and list all specifications.
IT'S NO SECRET!
Every Music Operator Knows
the Juke Set pays to hear records they want to hear...

Cash Box - Billboard TOP 100

Big-name artists...hot singing groups who sell records by the carload...top pop music heard daily over the airwaves...instantly recognized names and tunes that have always kept your popularity meters spinning. The JUKE SET won't buy the imitation, they won't play the imitation! And...it's the real thing - not imitation you get from ROWE distributors...records of big-name artists...hot singing groups...pop music...names and tunes...the choice is yours!

Program your DISCOTHEQUE for the JUKE SET...give your customers what they want - records hot off the charts...music for sale to everyone - everywhere...let 'em hear it (and dance to it) on equipment tailor-made for the finest DISCOTHEQUE - available at ROWE AC DISTRIBUTORS everywhere!

Write to your Rowe Distributor about the tremendous promotional package...89 exciting pieces to transform your place into authentic Discotheque.

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

FOR FULL DETAILS, NO OBLIGATION, CALL YOUR ROWE DISTRIBUTOR
Denver School Graduates 12

By BOB LATIMER

DENVER—It was graduation day April 23 for the first 12 students trained by the Institute of Coin Operations administered by veteran mechanic Jack Moran, of Apollo-Stereo Music Systems here.

Moran, who set up the school last year with the objective of supplying well-trained men to meet the need for game and phonograph mechanics in Denver, received excellent cooperation from Denver distributors. They supplied games and phonographs as well as vending machines, and hired four of his students before they completed the course.

Job offers came in for the entire student body, most of them offering hourly or weekly pay well above the usual scale.

"We're attempting to upgrade the profession as a whole," Moran said. "And we've gotten even better results than we had expected."

Each student received a gold embossed diploma which read: "This certifies that (name of student) has been a student in the Institute of Coin Operations, and has satisfactorily completed the course of instruction in this School and that he has been examined and found qualified in the subjects of the course and is hereby awarded this diploma as an acknowledgment of his thorough knowledge and proficiency in the repair and maintenance of coin-operated machines."

Gotham Coinmen Pledge $17,000 in UJA Drive

NEW YORK — Pledges for the New Machine Coin Division's United Jewish Appeal Drive passed the $17,000 mark last week, with 483 tickets to the June 19 event honoring Al Miniaci sold to date. A sellout crowd of 700 is expected at the Shaler-Hilton Victory Dinner.

Addendum of this feature of the year's banquet will be a buffet to hold during the affair. Among the prizes will be an electric oven donated by Seeburg; a free trip for two to Las Vegas, with a journeyman and the Sands Hotel; $500 worth of Columbia records.

FOR SALE

3 Bally Touchdowns
Chrome rails, chrome door.
Like new.

3 Bally Funways
Chrome rails. Free play and meters.
Like new.

ANTHONY MUSIC CO.
Phone day or night: 300-4129
30 W. Third St., Columbus, Ohio

New! Side-Mounted SCOREBOARD

- Scores 15-51 points only
- Cabinet Finish: in walnut or cherry
- "Game Over" light flashes on completion of game
- Light control switch built in, does not affect playing
- Completely self-contained
- Easily serviced
- Custom colors and styles - call now
- Quick delivery on order

$249.50

Also available OVERHEAD SCOREBOARD 15-21 and 59 points. $165.50

MARVEL Mfg. Company
2865 W. Fullerton Ave., Chicago, Ill. 60647
Phone: 3252-2424

D&R Ends Quarter With Record Sales

CHICAGO — D&R Industries, Inc., operators of the "double-pocket and bumper pool" concept, have announced a record for the sales of March.

For March and in turn for April through the first of April, they recorded a 14.2 per cent increase in the sales of March. In turn for March and in turn for April, they recorded a 14.2 per cent increase in the sales of March.

Record high sales for March and April were recorded for the company, which operates on a national basis. This is the first time in company history that the company has achieved such a record.

Remote Unit Service

- Continued from page 61

FOR COINMEN:
- More News
- More Research
- More Ideas
- Faster Reporting
- Better Association Coverage

This Week Every Week in Billboard

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

"Subscribe Now!"

BILLBOARD, 110 North Sixth Street, Cincinnati, Ohio 45214
Please enter my subscription to

1 YEAR $15 2 YEARS $25

Address
City State Zip
Type of Business

Better View of Big League

FOR READERS WHO REPORTED that Billboard's photo of Chicago Coin's new baseball game, "Big League," was ambiguous in last week's issue, we again print a photo of the product as a service to our readers seeking to examine its features.
Rowe Picks Shaffer For Southern Ohio

WHIPPANY, N.J.—Shaffer Music Co., with headquarters in Columbus, Ohio, has been named as Wurlitzer Manufacturing Co.'s distributor in Southern Ohio. Shaffer will handle the full Rowe line.

Shaffer was formerly a Sears, Roebuck & Co. man for nearly 20 years. In welcoming Shaffer, Jack Harper, Rowe president, said that he considered Rowe's key outlets.

Negotiations for the move were made here last week by Ed Pollak and Tom Reid, heads of the distributing company, and Jack Harper, Rowe president, who said that Rowe would be one of Shaffer's key outlets.

N. H. May Bon Sunday Drinks

CONCORD, N. H.—A bill introduced in the House of Representatives by Rep. John Redner of Concord for repeal of a law enacted a few weeks ago to permit Class A restaurants to sell cocktails on Sunday.

Juke box operators were pleased with the original legislation because it put restaurant lounges on the same footing as hotel lounges.

FOR SALE

Bally Deluxe Bowler (Shaftley) Alley...$75

Bally Deluxe Jumbo Bowler (Shaftley) Alley...$75

Universal Eagle Shuffle Alley...95.00

Sure Shot 4-Player Shuffle...65.00

All games ready for locations. Send ½ deposit to Guarini

1211 W. 4th St. Lewiston, Pa.

BAN PEALERS SOLON ARGUES

CONCORD, N. H.—There would be more live musicians and less music from juke boxes, pianos and organs in New Hampshire's cocktail lounges, under a bill sponsored in the legislature by Rep. Laurence M. Pickert of Keene. In most establishments now, according to Pickert, the "canned" type of music is provided by out-of-State musicians. His measure would ban banjo players from the discos and keep the joints open.

Wurlitzer Ships Six New Wallbox Models

NORTH, TONAWANDA, N. Y.—A new line of wallboxes—designed to fit a variety of phonographs—is now being distributed in six different models.

Some models are equipped with twin stereo speakers, top-mounted, others with two scanners requiring this type of wallbox.

A service feature is that the cover may be removed by turning the key and lifting off. The selector switches and motor assembly are all mounted on a pivot which allows the entire unit to be swung out. The unit remains operative while under servicing.

The Flaryak is removable by taking out only one thumb screw. The relocation of two screws on the printed circuit board is all that is necessary for the conversion of each 10 LP selections to single play.

Wurlitzer Service School Class of 28 Graduates

NEWKARK, N. Y.—The first graduating class in Wurlitzer's five-day training school for juke box mechanics, conducted at Veigel Business Institute here, received their diplomas last week.

Present for the ceremonies were Wurlitzer's sales manager Bob Bear, with Harry Greg, Hank Pickett and Bob Winters from the factory and John Bilotta, local Wurlitzer distributor.

Other dignitaries at the graduation were Dr. Milton Elfrun, mayor of Newark; Bud Cowan, owner of radio station WACK; Newark; Tom Conte, dean of the Veigel Business Institute, and Dennis Hyland, Billboard.

Instruction included two days on electrical circuitry, taught by Ross; a day on mechanical aspects, taught by Gregg, and a day on associated equipment, with various specialty workers in attendance.

The final day was devoted to a review and tests.

Bilotta hopes the school will be the forerunner of a permanent coin machine training academy in the Newark area.


SHUFFLEBOARD AND SOLON officials conclude negotiations for the former representing Rowe in Southern Ohio. Left to right: Ed Shaffer, Fred Pollak, Jack Harper, Ed Claffey, Tom Reed and Jerry Marcus.

BIGGER PROFITS NOW WITH ROUBLE-FREE COIN-OP POCKET BILLIARD TABLES by National of N. J.

CORONET

Manufactured to exacting professional standards.

1. Picture Window Ball Return

2. Decorator Designed for Beauty

3. Solid Slate Base

4. Trouble-Free Upright

Write for FREE Color Brochure or Phone 301-479-9100 for Coin-Op, Professional, Billiard Lounges and Home Tables. The models in Coin-Op Table Shuffleboards also available.

May 15, 1965, BILLBOARD
New Coin Changer

ST. LOUIS—Coin Acceptors, Inc., has announced development of a solid-state electronic 15-cent coin changer which has a creditising system, no moving parts and is offered with a five-year written guarantee.

Instead of an electro-mechanical stepper of the type used on conventional vending equipment, the new unit (EA9400) utilizes an electro-pack featuring silicon diodes and silicon transistors, requiring no moving parts. The manufacturer claims the unit can be installed on any make or model vendor. Operators, company engineers declared, need no electronic knowledge to maintain the changer.

The Solidast, as the unit is called, features all of the company's standard accretements.

1. Pearlman Heads Hospital Drive

PHILADELPHIA—The participation of the music machine operators and distributors here in the campaign of the National Jewish Hospital at Denver will be led by Irv Pearlman, president of L. J. Morgan Co., leading one-stop record operator, Ruben Rosen, chairman of the Philadelphia Committee for the free, non-sectarian hospital at Denver, announced the appointment this week of Pearlman as an industry representative for the records and the music machines industry.

COINCO PRESIDENT, Claude Triesman, displays new changer housing.

DISCOTHEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discottheque programming.

HOT 100

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>COUNT ME IN</td>
<td>Gary Lewis &amp; the Playboys</td>
<td>Liberty 55778</td>
</tr>
<tr>
<td>I'LL BE DOGGONE</td>
<td>The Beach Boys</td>
<td>Capitol 5395</td>
</tr>
<tr>
<td>BABY THE RAIN MUST FALL</td>
<td>Marvin Gaye</td>
<td>Tamla 54112</td>
</tr>
<tr>
<td>YOU DON'T WANT TO KNOW</td>
<td>Gene Pitney</td>
<td>RCA Victor 8496</td>
</tr>
<tr>
<td>ALL THE RIGHT PLACES</td>
<td>Tom Jones</td>
<td>Pye 7673</td>
</tr>
<tr>
<td>IT'S GONNA BE ALRIGHT</td>
<td>The Dixie Cups</td>
<td>Red Bird 10-034</td>
</tr>
<tr>
<td>BEAUTIFUL WOMAN</td>
<td>The Beagles</td>
<td>Autumn 10</td>
</tr>
<tr>
<td>REELIN' AND ROCKIN'</td>
<td>Frankie &amp; Sherry</td>
<td>Epic 5786</td>
</tr>
<tr>
<td>THE GIRL I'M THINKING OF</td>
<td>The Animals</td>
<td>Modern 1005</td>
</tr>
<tr>
<td>SPRINGTIME IN PARIS</td>
<td>The Animals</td>
<td>Modern 1008</td>
</tr>
</tbody>
</table>

SPOTLIGHTS

YOU REALLY KNOW HOW TO HURT A GUY | Jan & Dean | Liberty 57592 |
I CAN'T HELP MYSELF | The Four Tops | Motown 1076 |
BRING IT ON HOME TO ME | The Animals | MGM 13390 |
DON'T STOP BELIEVING | The Animals | Warner Bros. 5629 |
WHEN IT'S ALL OVER | The Animals | United Artists 8611 |

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP'S

Pep Vocal

Sam Cooke—Sam Cooke at the Copa, Vol. 1—RCA Victor

Sam Cooke at the Copa, Vol. 2—RCA Victor

The Impressions—The Impressions Greatest Hits—ABC-Paramount

Rhythm & Blues

Bill Doggett—Wow!—ABC-Paramount

Country & Western

Porter Wagoner—The Blue Grass Story—RCA Victor

Red Foley—Red Foley's Golden Favorites—Decca

Kitty Wells—Kitty Wells' Golden Favorites—Decca

Vt. Approves Sunday Snort

MONTPELIER—Vt.—A liberalization of Vermont's drinking laws, which will probably increase juke box operations in the area, has been approved by the State Senate and sent to Gov. Philip Hoff for his signature.

The bill authorizes retail sale of beer and wine in stores on Sundays from noon to 9 p.m., and also extends the Sunday drinking hours in restaurants from noon to 9 p.m. At present, the restaurants may serve drinks with meals between 11 and 8 p.m.

Since Governor Hoff had said he would sign the bill, the liberalization of the drinking law was expected to become effective on April 25.
W. Memphis Council OK's $5 Annual Pin Ordinance

WEST MEMPHIS, Ark. — City council last week unanimously passed an ordinance placing a $5 yearly tax on pinball machines. The ordinance provides a $2.50 fine for operators who fail to pay the city privilege tax.

Councilmen at first wanted to pass an ordinance banning the machines, but City Atty. W. H. Dilleshaw told the body that the State Supreme Court had ruled recently that no city in the State had the right to outlaw the machines.

The high court held the machines were legal amusement games subject to tax but not abolition. The court said municipalities could assess a tax not to exceed the State tax of $5 a year.

The West Memphis tax goes into effect Jan. 3, 1966. Half that amount, however, must be paid by operators this year on each of their machines.

Principal operators at West Memphis are George Johnson, Ace Music Co., and Don Burden, Don's Music Co. Other operators are Louis Jack Berger, Berger Amusement Co., and Thomas Sinclair, Crown Amusement Co. None opposed the tax ordinance.

A kron Smokes

AKRON — The Bell Cigarette Co. here has hiked its king-sized cigarette vending price to 35 cents per pack. Regulars stay at 30 cents. Other operators in the area are expected to hike their prices shortly.

Seeburg Releases Select-A-Rhythm

CHICAGO — Select-A-Rhythm, Seeburg new portable electronic accompanist, provides a variety of 18 rhythms and can be fed into most amplifiers or amplified instruments. The unit can also function as a metronome.

A product of Seeburg's musical instrument division, the unit sells for $289 and is available from Seeburg's franchised dealers which also carry the firm's line of electronic organs and pianos.

Gottlieb's 2-Player Hi DOLLY

- A-B-C-D Feature Lights "Due-Rate-Targets" for Super High Score
- 3 Different Ways to Make A-B-C-D
- Out Ball Scores 100 Points When A-B-C-D Is Made
- Holdover of A-B-C-D Scoring Stimulates Repeat Play
- "Shoot Again" Feature Scored on "Star Target"

All New:
1. Colorful "Seeburg" pop bumper caps
2. "羡Vine" Angled Plastic Bumper Caps
3. Bright Plated Steel Plunger Housing
4. Extra Heavy Duty Bell Lift Shaft
5. Planting Playfield Plastic Stops Wearage
6. Painted Metal Lightning Door For Added Security
7. "High Cuts" Playfield Finish for Enhanced Life
8. Playfield "Auto-Champs" Also Plays Three or five ball play - match feature available with twin coin slots

The Digitally Designed Hi-Dollies rock to the world's best 35,000 songs.

D. Gottlieb & Co.
1140-30 N. Kostner Avenue - Chicago, Illinois 60651

MOA CROSSES FINGERS FOR AL HURT

CHICAGO — "There's a strong possibility" that Al Hurt will appear at Music Operators of America's convention floor show next Sept. 13 here, according to Fred Granger, executive vice-president. Granger said Hurt had indicated he would be very happy to appear if notified in time. Granger said the notification was immediately given and the association is very hopeful he would accept. Granger indicated a favorable decision had already been given by RCA Victor, Hurt's recording firm.

Advertising in Businesspapers MEANS BUSINESS

May 15, 1965, BILLBOARD
Fischer Expanding Manufacturing Facilities

TIPTON, Mo.—Fischer Manufacturing Company, Inc., has begun construction of a factory annex which will provide 12,000 additional square feet of production facilities. It was announced last week.

The announcement came from Frank Schroeder, head of the coin-operated equipment division of the company. Fischer manufactures a complete line of billiard tables and rebound pool tables.

The new building is scheduled for completion by late summer.

Schroeder also announced that Fischer's six-pocket tables are now being shipped with new "snatch" die cast, chrome leg levelers.

"This will minimize breakage," he said.

On all models in the Empress billiard table as well as the Regent line, Schroeder said, foreign top rails with inlaid diamond markers were included beginning May 1.

Illinois Cigarette Tax Hike Bill Stalled by GOP

SPRINGFIELD, Ill. — Gov. Kerner's tax program, which includes a proposed increase in cigarette tax from 4 to 8 cents per pack, has been sidetracked by the GOP-dominated State Senate Revenue Committee.

A Republican spokesman admitted that the action was taken to force co-operative action by Democrats on the long-delayed reapportionment of the Illinois House.

After State coin machine industry representatives testified last week in opposition to the proposed cigarette tax increase, Billboard reported that a remap-budget bill "still" was brewing between Republicans and Democrats.

(Billboard, May 8)

Senate majority leader W. Russell Arrington (R., Evanston) was quoted as saying Republicans intended to block the governor's tax legislation until further developments in the General Assembly on State reapportionment.

Kerner's article, as presently drawn, would give cities the authority to collect up to 3 cents for themselves on each pack of cigarettes.

As a NAMA statement to the Senate Revenue Committee criticized this feature of the legislation, declaring that if passed the law would make it necessary for each route man to carry on his truck a separate inventory of 75 different cigarette brands for each city in which he services machines.

Texas Operator Has Luck With Part-Time Help

DALLAS — The operator plagued by inability to find the solution to his local trade school, according to A. M. Covarubbias, operator in suburban Oak Cliff, has been successfully met.

Covarubbias, with some 200 locations split among amusement machines and phonographs, experienced the usual high turnover of mechanics until five years ago, when he hit upon the idea of visiting a local trade school which trains journeymen, radio, television and electronics repairmen, and offering interested students "part-time" work at attractive hourly pay. This was done with the full co-operation of the school and its instructors.

Covarubbias capitalized on the fact that many of the students need an extra source of income in order to complete their trade school courses. Consequently, he was able to hire five students, who worked during after-school hours on Saturdays and Sundays.

From the original five, Covarubbias retained one man who decided to remain in the business. Two years later, from another five "part-timers," hired in the same way, he obtained another full-time employee. In this way, through hiring one group of students after another, Covarubbias has developed a staff which, he says, can be counted upon to remain on the job.

In the event of any turnover, he feels that the trade school will solve the problem again.

Akron Operators Elect New Prexy

AKRON — The Summit County Music Operators Association recently elected Stan Lucas president of the eight-member group.

Vice-president of the association is George Malick. Anthony Castle is secretary-treasurer.

The members meet the first Tuesday of every month for a combination business and dinner gathering.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
PAC Names Two Distribrs

THOUSAND OAKS, Calif.—Pacific Amusement Co., manufacturers of kiddie ride, have announced the appointment of distributors for Canada and the San Francisco Bay area.

Handling the firm’s products throughout Canada will be Dale Distributors of Vancouver. The Bay area outlet is Coinway, Inc., of Oakland.

The appointments were announced by Lynn Shubert, sales manager for the manufacturer.

No Juke Box With Park Food Contract

BURLINGTON, Vt.—The Burlington Park Commission has recommended that the contract for the concession at Municipal (North) Beach be awarded to the Guardian Food Service Co. of Salubury, Conn., which plans to install a battery of vending machines and snack bar, but no juke box.

The decision ends a controversy that started when Richard Del Hayes of Burlington, who operated the concession for the past three years, insisted that a juke box be included in the new contract.

Park Supt. William J. Keogh, however, replied that he and the Park Commission were inclined to keep all or part of the juke box operation for the city.

Later, Keogh said the Park Commission’s decision to recommend the concession contract for the Municipal Food Service Co., was made because Del Hayes, the only other bidder, had demanded the juke box concession and had reservations as to the amount of the down payment.

The Park Department wanted a percentage of the gross sales and a $1,250 down payment, which would be non-returnable and applied to the city’s share of sales.

Coming Soon:

May 12—St. Joseph Valley Music Operators monthly meeting, 130 N. Ironwood Dr., Mishawaka, Ind.

May 13——NAMA Tennessee State Council annual meeting, Hotel Peabody, Memphis.

May 16——Music Operators Association of North Carolina meeting, Manager Motor Inn, Charlotte, N. C.

May 18——Associated Buyers Club of Chicago meeting, Northerntown Res., 73rd and North Avenue, Chicago.


June 3-5——North Carolina Vending Association Convention, Ocean Forest Hotel, Myrtle Beach, S. C.

June 5——NAMA California State Council meeting, Anaheim, Disneyland Hotel.

June 12——NAMA Wisconsin State Council meeting, Milwaukee, Hotel Pfister, Wisconsin Assn. at Jefferson.

June 14——Omaha Coin Operators Association meeting, Omaha.

Seeburg Factory Service School Classes Filled Through June

CHICAGO—Officials of the Seeburg Corp. have informed Billboard that factory service school sessions are fully enrolled through June. A lone exception is the Cigarette Venders School on the Seeburg 485 and William- liamsburg W2051 and LB20 scheduled for May 24-28.

Applications from servicemen are being received for July and August, however. The schedule for those two months is as follows:


Aug. 2-6: 66th school; LP Console and Consolette.

Aug. 9-14: 67th school; Cold Drink Vender and Coffee Vender.

Aug. 16-21: 68th school; Cold Drink Vender and Coffee Vender.


Aug. 30-Sept. 3: 70th school; LP Console and Consolette.

Seeburg pays half the round-trip transportation, all hotel, meal and local transportation expenses of each accepted trainee.

Each class is limited to about 15 men. Application is made through Seeburg distributors, with a distributor recommendation required.

CHICAGO COIN'S

BIG LEAGUE

2-PLAYER

BASEBALL GAME

Available in Novelty and Replavy Models

- Brilliant "PERMATIZED" Finish on playfield—resistant to wear and scratches.
- Gheat-proof Front Door

LOADiED WITH ACTION

AND ANIMATION!

- 1st and 2nd PLAYER TEAM STANDINGS FEATURE
- 7 HIT AND RUN TARGETS
- ALL TARGETS INCREASE IN VALUE WHEN LIT
- 10 EXTRA RUNS SCORED when words "BIG" and "TEAM" are both lit
- 10 EXTRA RUNS SCORED when player advances his Team Standing

(Order from your Chicago Coin Distributor Now)

ORDER FROM YOUR CHICAGO COIN DISTRIBUTOR NOW!

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

May 15, 1965, BILLBOARD
Flying Operator

KANSAS

Ronnie Cazel, of Ronnie's Amusement Service, Wichita, will double facilities within next two months, adding 1,000 square feet for more office, storage area and shop space. In the business seven years, and starting with one machine, Ronnie has been expanding continuously ever since. At 29, he's one of youngest operators in Kansas. He has four employees. A new man, Neil Phillips, is slated to attend Rock-Ola training school at Manhattan, Kan., in May.

Mark Blum, of United Distributors, Inc., Wichita, reports most operators in the city have raised cigarette machine price to 40 cents (effective May 1) in line with new State sales tax hikes. Ray Valentine, of Automatic Coin Equipment Co., Eureka, Kan., stopped at United Distributors to pick up under-order amount of real good sales on Wurlitzer's 2900 in a two-three-week period.

Blum has received several orders from Belgium for phonographs two to three years old, reversing an earlier trend of export orders for much older machines. Ralph Crafts, district sales manager for Wurlitzer, spent several days with United Distributor's territory man, Melvia M. Hammer, calling on the group. Peoria Independent, an Art Heathman of Art's Music, Independence, and of Wurlitzer of Pittsburg, Kan., and Jep- lin, Mo. Blum says the creation of machines is getting to be a problem. New machines coming in won't fit old crates—boxes are too small. Blum's son Mark Blum Jr., office manager, has a new daughter, Tracie, born May 25. Young Miss Blum didn't tip the scales too heavily at birth, and should be able to leave hospital some time in June. Young Blum has set some bowling records. He finished first place in two leagues.

The last, and sound, of Murphy Music Service, Wichita, figures he's one of state's longest serving men in industry. Has been in the business since 1938. Murphy has staff of 15 long-time employees. Edvina Unruh has been with him 26 years; Orvis Day, 20 years; Lester Elms, 10 years; Allen Henry, 5 years. Barbara Booth, new manager, has been with him one year. . . . Robert Allen, of Hutchinson, has five new Wurlitzer 2900s to the Hutchinson locations, most of them in upper class taverns. He also has some cigarette machines and a phonograph in a new truck stop-res- taurant which opened recently. Allen's not too concerned with Kansas' state tax hike that brought down cigarette machine prices 40 cents May 1. Has seen them go up and down by 75 cents and people continued to buy despite gripes. By the way, everyone at Hutch Vending has quit smoking. Too bad, for the clerks, who derive hogs. . . . H. W. Johnson of Hutchinson Vending and his wife, Mrs. Don, have a new daughter, Mrs. Jerry Sewd, in San Diego during July vacation. . . . The firm's music programmer, Alfred Bishop, recently returned from a trip aboard a freighter. . . . (This is a new idea for me, but I'm sure you'll enjoy it—Tape-Athon that is. If you're one of the few operators who don't yet know how profitable Tape-Athon Background Music can be, send for your information package right now!) This is your program, your advertisement in the news.

IT'S YOURS

FOR THE ASKING!

Sometimes all you have to do to make a sale is open your mouths—and ask for the business. For instance, how many of your customers know you can supply a background music system that's fully automatic and custom-programmed for their location exclusively? Just mention Tape-Athon on all your contact calls from now on and see how fast the action moves.

You already have a prime list of prospects for background—make sure they know you've got it—Tape-Athon that is.

Tape-Athon Corp.
323 South Hindny, Inglewood, California

Tape-Athon Corp.
323 S. Hindny
Inglewood, California
Tel: (213) 628-5255

Yes, I'd like details on Tape-Athon "Atmospheric Music." Name: ____________________________
Address: ____________________________
City: ____________________________ State: ____________________________

A GROWING NUMBER of coin machine businessmen are among the many thousands of Americans now flying their own aircraft. Red Does, of Cairo Sales Co., Canton, Ill., shown here with his son, is typical of the new flying operator. Clavin, N. M., operator, Art Jarett, services remote locations by air—once transported a complete juke box in his single-engine craft.

RAISING your flag over the hilltop of a new beginning, a new direction in coin machine operation, is a growing number of men who have achieved an aeronautical hobby and are using planes to the benefit of their businesses.

In Missouri, Ed Jenkins is flying in his own plane, a Cessna 172, which he purchased for the purpose. He has two machines out at a site in Columbia. Most of his customers are in the Columbia area but he is able to fly anywhere in the state.

In the Midwest, Howard Jacobs, of Jacobs Coin Equipment, Inc., has a Cessna 180 which he purchased for the purpose of flying to his customers. He has two machines at each location and his customers are spread over a wide area.

In the South, Mr. and Mrs. J. C. Smith, of Smith Coin Equipment, Inc., have a Cessna 180 which they purchased for the purpose of flying to their customers. They have three machines at each location and their customers are spread over a wide area.

In the West, Mr. and Mrs. J. C. Smith, of Smith Coin Equipment, Inc., have a Cessna 180 which they purchased for the purpose of flying to their customers. They have three machines at each location and their customers are spread over a wide area.

The growing number of coin machine operators who are flying their own planes is a testament to the trend towards self-sufficiency and independence in the coin machine industry.
Now the Greatest
Wurlitzer Discothèque Music

PROGRAMMED BY ARTHUR MURRAY STUDIOS
Produced by Columbia Records
For all the Most Popular Current Dance Tempos

Volume One, first pressing of Wurlitzer Discothèque Music... consists of ten 33⅓ RPM records. Three varied dance tunes on each side. Gives patrons 2½ hours of almost continuous music with the most popular current dance tempos.

Produced exclusively for Wurlitzer by Columbia Records and programmed by Arthur Murray Studios, these records offer such big name artists as:

Andre Kostelanetz • Major Lance • Les Elgart • The Dreamlovers • Buddy Morrow • Rick Cortez • The Vibrations • The Dave Clark Five • Ray Conniff • Lester Lanin • Bruce Johnson • Bob Dylan • Eydie Gorme • Jerry Jackson.

Each set carries special yellow title strips creating a complete program featuring the boom beat and the fun sound of true Discothèque Music... in any location... on any phonograph.

Available at all Wurlitzer Distributors.

Order yours TODAY. You'll be buying the finest Discothèque Music it is possible to produce.

READ THE TITLES AND THE ARTISTS THAT WILL MAKE THE WURLITZER DISCOTHEQUE MUSIC LIBRARY A GREAT MONEY-MAKER.
20 SIDES OFFERING 60 SELECTIONS BY BIG NAME ARTISTS.

THE WURLITZER COMPANY • NORTH TONAWANDA, N.Y.
109 Years of Musical Experience
### Pop LP Spotlights

#### I KNOW A PLACE
Petulo Clark, Warner Bros. W 1398 (M); WS 1399 (S)

Miss Clark has found her place in the pop main line of outstanding "Shanghais" captured the pop NASME award. In addi-
tion, "I Know A Place," still high on the chart after hitting No. 3 in the mo-
tion picture "Shanghais." This depicts the song's potential for this upcoming commercial package.

#### TIKO IKO
Dixie Cups, Red Bird RS 20-103 (M)

The title song of this album is currently swinging high on the chart and heading for the top 10 in the country. This plas-
tic is the basis of the latest Dixie Cups' and excites the audience. The sound is enhanced by this track and is enough to move

#### THE NAT KING COLE SONG BOOK
Sunny Davis Jr., Reprise RS 1641 (M); RS 1644 (S)

A few real oldies have the privilege to do a track to the top 50 only. This promising artist has designed this opportunity with elegance. The arrangement is bright and his and Sue is now great wearing the Careful choice of structure which Tikiboo, "Jubilee Boy."