FTC Throws Curves in Col. Case

By MILDRED HALL

WASHINGTON — Last week's final hearing on the Columbia Record Club case got off to a lively start when Columbia attorney Ass Sokolow moved to have Federal Trade Commission Commissioner Everett MacKlary disqualified himself because of an alleged prejudicial apparent interest, But the other FTC members retained MacKlary on the panel and he was soon down hard hand on antitrust aspects of the Columbia Record Club exclusive contract with outside labels. MacKlary quoted an unfavorable paragraph from the highly favorable initial decision of examiner Moore, which would have dismissed all charges in the 1961 FTC complaint against the Club. Moore found the exclusive licensing invalid.

U.K. May Give Measure For Measure on Work Curb

By CHRIS HUTCHINS

LONDON—The American clampdown on British artists visiting the U. S. has reached such proportions that the matter will be discussed by the government, following an M.P.'s raised motion in the House of Commons calling for reciprocal measures. The latest incident involves Kenny Ball's Jazzmen and Georgie Fame.

Ball has made three previous American tours within the past three years and as a result of the band's success has been made an honorary citizen in more than one U. S. city. But he was delayed in England because of U. S. restrictions (Billboard, May 15).

Approval for the Ball band's concerts had been given a month before the American Federation of Musicians in an exchange deal for shows by Louis Armstrong. Immediately promoter Harold Davison began canceling the Armstrong dates — then Kenny's visas came through with the explanation that they had been "held up for evidence that the band was of exceptional ability.

(Continued on page 22)

High Fidelity Held Top Influence on Purchases

By MIKE GROSS

NEW YORK — A Billboard survey of leading record manufacturers in the classical market to determine which consumer magazine or newspaper was most influential in directing consumer purchases has placed High Fidelity magazine in the top spot. The majority of the disk companies agreed that a favorable review on a new release appearing in High Fidelity was reflected almost immediately in best sales around the country.

Purchased that was Saturday Review, but the companies qualified this standing by adding that the review had to be written by Ivie Kolchin. The New York Times took over that spot and reviews in Hi-Fi Stereo and reviews in the American Record Guide captured the fourth and fifth spots respectively.

Other Publications

Other magazines and newspapers cited by the manufacturers in order of their importance in steering the consumer to the retailer are Time Magazine, Gramaphone, Schwann, Harper's Magazine, Audio Magazine and Atlantic.

Disney May Gross $8 Mil. On 3 'Mary Poppins' LP's

HOLLYWOOD — Walt Disney Productions stands to gross $6 million from sales of its three "Mary Poppins" albums by the end of the calendar year, estimates Music Division President Jimmy Johnson. Sales have already hit the $4 million mark.

The three albums are the blockbuste soundtrack on Vitas, a $3.98 Disneyland Storyteller and a $1.98 Disneyland tea turner. The piece-setting "Poppins" soundtrack with Julie Andrews and Dick Van Dyke has been one on the Billboard album chart 34 weeks, the last seven in first place.

As of May 7, 1,667,623 soundtracks had been sold, according to a carefully kept graph in Johnson's Burbank office. The company has also sold 396,058 copies of the Storyteller and 490,762 copies of the $1.98 version. The latter two packages feature Marni Nixon, Bill Lee and Richard Sherman.

Superdopplerlklsh

Anyway you look at it, "Poppins" has turned into a superdopplerlklsh. As of the May 7 counting, including all Disney "Poppins" disks, a total of 3,876,000 records have been bought domestically. These disks were Columbia, Philips, DGG, RCA Victor, Westminster, 

THE SEEKERS, sensational Australian quartet, whose first American single, "Ti New York And Another You," turned into a runaway hit. Their follow-up and only new release is another Tom Springfield ballad, "A WORLD OF OUR OWN" (5430), cut next Monday (15). Group's initial Capitol album, "The New Seekers" (ST-2313), issued earlier this month, is already making great sales strides.

(Advertisement)

E. R. Lewis Is Against Quota

NEW YORK — Sir E. R. Lewis, chairman of the board of British Decca, commenting upon difficulties faced by British artists who seek to make personal appearances in the United States, stated:

"There should be a relaxation of controls. It is unwise to impede the movement of artists. Music is international. . . . This has always been true of the classical field and it is now true of pop."

Sir Edward, here last week on a brief visit, made some brief and pithy observations of the world record market. For instance, Roy Orbison's record of "Pretty Woman" rocketed up to sales of about 680,000 in England, 150,000 in Germany and 180,000 in Canada. The pioneer record executive expressed some concern, however, over the possibility of over-exposure of discs in England as a result of broadcast by three private stations. This could reduce sales, he felt.

Commending upon the Beatles and other strong British record acts, Sir Edward expressed the view that they had kept a number of American manufacturers in a favorable financial position.

(Advertisement)
Hear all the fanciful, fun-filled music in Broadway's brightest new show...

Harold Prince's and George Abbott's production of

**Flora the Red Menace**

Original Cast Recording Available Now!

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RCA VICTOR®
The most trusted name in sound
Show Tunes Are Emerging From Pattern of Restriction

By MIKE CROSS

NEW YORK—Time-honored restrictions on releasing records in favor of a more modern approach to the exploitation of Broadway musicals and the songs therefrom. Up for a re- vising is the practice of conducting operating practices of the past as (1) waiting for the Sunday after the Broad- way opening to receive the original cast album, (2) holding up licenses and public performances of a show song until a few weeks before the production's premiere, and (3) refusing to allow release of any recordings of a show's song in English and Australia until the production is mounted there.

RCA Victor is the vanguard of breaking the pattern which had the disk companies waiting until the Sunday after the Broadway opening to work on the original cast album. During the week preceding its Broadway opening, George R. Marek, Victor's music director, said, "I decided to call a pre-opening recording session to be able to cash in on the show's reviews as soon as possible. It was Marek's plan to cut the time span between the appearance of the show and the availability of the album. By recording "Flora," the Red Menace and "The Fantasticks" stars Lisa Minnelli and has a store by John Kander and Fred Ebb, and the album gets into the stores in New York in time for the New York critics' reviews to come out on 4/24.

Another recent instance of Victor's pre-Broadway bing is the Anthony Newley-Lea-Bri- tton, "Oliver," which is the Broadway success, "Grease—the Smell of the Crowd." In this instance, Victor recorded the album while the show was still on its own-out-of-town tour, and it was released in time to be part of the part of Marek and the show's producer David Merrick's plan to have the show's opening and to release the album on the show's opening night. Victor Records recently sold off both coasts and in the United Kingdom the show's album is on the Bill- board's top LP's chart. The show opened in New York last Sunday and Monday, Victor released the original cast album of "Oliver" far in front of its Broadway opening.

vi to "Stay Put on Coast"

HOLLYWOOD—Vee Jay Records has had second thoughts about its West Coast sales manager. The label has returned Bob Dain to the office here in a sales staff re- nement move. Dain spent six weeks in the East, working out of Essex Distributors, New- ark, N.J.

In related move to bring the Tickle label into the Vee Jay operation, the company has con- solidated its Newark (Essex), Cleveland (Amer- icana) and Detroit (Otto) offices in New York's office here. Dain was previously associated with the company's Cudahy, Wisconsin, office where he has been associated with the company's Chicago office for the past year. The company's Chicago territory is being handled by John Dain, who has been associated with the company for the past year.

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ABC-Parad to Be Dunhill Outlet

NE WYORK — ABC-Paramount Records has acquired national distribution for the newly organized Dunhill Records. The deal was concluded between Larry Newton, ABC-Paramount president, and Ray Lay, Louis Adler, Bobby Roberts, and Frank Cosette, partners in the West Coast label. Sources close to the deal (May 8) revealed exclusively that Dunhill had formed its own record label and would be named as president.

Cosette, who heads ABC-Paramount distribution only one other label not owned by the parent company, is Ray Charles’ Tangerine.

East Coast Promotion Men Guest of Musician in N. Y.

NEW YORK—Musician Records’ East Coast promotion men were guests in the city last Friday (14) in an all-day business meeting capped by dinner at Bill’s Quarter.

Prominent Art Talmadge presided over the session which covered problems of getting play for the label’s contemporary sound by suggesting station promotions being handled with the number of releases. He also gave his thoughts on the record handle and still do an effective job.

Talmadge announced an incentive plan for the promotion men. Also discussed was the full album release program, to continue on.

Two new releases were bowed—Gene Finney’s “I Must Be Seeing Things,” which contain material. The jazz and Zodiaks Make It to U. S.

NEW YORK — Ian and the Zodiaks, Phillips recording artist, returned from England (15) to launch a two-week tour of the U.S. and Canada.

Premier Talent Associates will set booking for the British group of Ian and the Zodiaks, including Geoff Bandford and Wellington Waddeley.

While in the U.S., the group will make the Phillips album, Bill O’Brien, Phillips national promotion manager, will set up press conferences.

Correction

NEW YORK — “Russian Easter Liturgy” on the Monitor label features the Russian Orthodox Cathedral Choir of St. Andrew’s. The title of the album was inadvertently misprinted in the May 8 issue of Billboard in the Album Reviews section.

GRAMMY TV-ER ON TUESDAY

NEW YORK—“The Best On Records,” TV show of this year’s NARAS Grammy award winners, will be aired on NBC this Tuesday (18). Among the featured performers will be Louis Armstrong, Petula Clark, Roger Miller, Henry Mancini, Stan Getz, the Bangles, Astrud Gilberto and Sammy Davis, Frank Sinatra will receive the Triscuit’s Award.

ON COUNTRY SHOWS AT PARA

Levy Says Labels Held Back

NEW YORK — Morris Levy, Roulette Records president and Paramount Theater entrepreneur, last week stated that the recent country music package brought into the theater had been well promoted, by him—but that the activity by the labels was indeed greater than his estimates, placing ads in as many as 40 to 50 newspapers, and on radio, TV, and in college publications. The package included a press kit and radio promotion. Levy also denied that his label and Roulette Scruggs to appear on “Night Life” and the Joe Frank in One Day.

“Problem lies in the fact that country and western is adult-oriented, and the adults just don’t support their shows like the teen-agers do. There are many programs that ‘should’ have been taken on the package show, but they just didn’t do the job and finally didn’t do the job.”

However, Levy pointed out, theater shows which appeal to ethnic groups do well and attract advertising.”

Also at an interview on the Floor of the Paramount Theater, Levy was quoted as saying “We will make a new contract to that end, at least on a Latin-oriented show.”

Firms Set Up

By Paul Mills

HOLLYWOOD — Solo (ASCAP) and Friss (BMI) Majors Music Inc., has acquired and sold to Mills to cover the entire gamut of performing material, with special emphasis on giving adult standards writer exposure.

More recently, West Coast managers of Mills Music, “It’s an up-and-coming market to try and get more from the labels,” he said.

Bill Seabrook, vice-president of Jameco’s Chief Records Divsion said the deal “just made sense” in that Jameco’s “second hand” Love,” with Glasser and Nor Brown.

Jameco is the successor to Jameco Music, Inc.

London Intl. Spring Push

NEW YORK—London International has designed a special spring promotion to promote its own artists, featuring an expanded one-sheet, designed especially for this sale of its catalog. The program, which will run through June 30, includes special rates, discounted pay plans, and merchandise such as original LPs, 45s, and new releases, in addition to their new and recent releases cover-tuner.

Among the artists represented in London International’s new releases are Maniglia Ginocchieri from Italy, Hildegard Neff from Germany, Nancy Holler.

way from Paris, the Peanuts from Switzerland, the Flots and the Kents from the U.S., the Donsin and Amara from France, and the Malaga and the Lin, the new European dance. At present, the London International and Records and its affiliated labels are distributed in the U.S. by Challenge Records, Ltd. new releases for May. On the Palmor label there are LPs by Martin, and Curtis Amory, on Parrot there is the first LP by Andrew Oldham and his orchestra, and the London label has Marianne Faithfull’s first album.
SOMETHING HOT FOR SUMMER SALES...

ROBERT GOULET'S "SUMMER SOUNDS" c/w "THE MORE I SEE OF MIMI"

ON COLUMBIA RECORDS
Capitol Makes Morgan East Chief--Officially

TOM MORGAN

HOLLYWOOD—Capitol Records has officially named Tom Morgan to be vice-president and operations director, a function he has held since last March when he flew East to fill in for the late Si Rady.

Morgan will take over all administrative duties for the Eastern office including Broadway show arrangements and record contracts negotiations. He has been with the label since 1951, when he started out as a door to door salesman, shifting over to the ad sales force, and then becoming a regional sales manager. He later was named general manager of the Beechwood publishing wing. In a third personnel move Thomas Roche Jr. was named the label's personnel manager.

Capitol's new shows include the following:

ANDRE PREVIN, left, with Roger Wagner, of the Seabreeze Seal, and Steve Sholes, division vice-president of pop air.

PREVIN SIGNS 'UNUSUAL' Pact With Victor

NEW YORK—In an unusual contractual deal, Andre Previn, composer, conductor, arranger, and pianist, has signed an exclusive contract with RCA Victor for arranging engagements in the pop and Red Seal divisions.

Previn's pop albums for Victor will be produced in the company's new West Coast studios with Brian Wilson, its pop producer, and Peter Doherty will provide Red Seal albums.

Previn's first Red Seal recording as a conductor was recently released. It was in collaboration with pianist Leonid Hambro and the London Symphony Orchestra. The second album, released this month, featured pianist Eugene Istomin with the Royal Philharmonic Orchestra.

It was on a program of Previn's seek about the lilter problem, this was unfortunatley quite unusual for a jazz concert.

SOME RANDOM NOTES . . .

Henry Winston, CBS Radio president, and the most critic and reviewer Sam Jones on his jazz show, are among the many personalities who are also invited to send tapes to him for air. You may write to H. C. at New York 17, New York City, or, write, the second annual Kansas City Jazz Festival was a success. Had over 25,000 patrons at the last Base received a standing ovation. Also Buddy De Franco, Charles Fisher, Al Cohn, Phil Wood and Chuck Morgan have been in and Brad the sharee voices.

Contact Records has released two new collections, "Nocturnes and "Exploration," with Earl Hines and Coleman Hawkins-Lester Young, "Trombone Tangle.

Jerry Thomas, KIKO-FM, Dallas-For Worth, has the night time slot for his jazz show... During the recent Peabody Awards, Fred Motley, WWVB, Hofstra College, Hempstead, N. Y., dropped in for an interview for his show.

Tommy Riddle, WSHU, University of Iowa, Iowa City, is carying the blues, as are most college deejays over lack of service. It seems that the most jazz companies fail to recognize the importance of the college market.... Saint Art Wheeler, Radio RAAM, Buttermilk, Malaysia, is also conducting a music show. He would like to talk to any jazz record companies. He reminds us that Malaysia is big jazz show.

BURLINGTON, Vt. (AP)—A no-date show on WZZX, KIOO, Oklahoma City. It increased its audience from 53 per cent to 100 per cent in the last eight months.

KENT, Ohio (AP)—A new series on the station's program is "The World of Jazz," featuring Tony Bennett.

KANSAS CITY (AP)—It was announced today that the Kansas City Symphony Orchestra will be conducted by a guest conductor. They are looking for a guest conductor for the orchestra.

George Avakian is slated for a return engagement with the American Symphony Orchestra.

CANDY MAN, a new show that will air on the Mutual Network, by Jimmy Durante.

THE JAZZ BEAT

BY DEL SHIELDS

Large jazz packages will no longer be sold in Philadelphia's Academy of Music, according to Harold Masun, manager.

During a recent concert headlined by Duke Ellington and Count Basie, Academy officials noted that backstage was juiced with wine and other intoxicants, an unusual occurrence at a jazz concert.

It is well to note that many of the problems encountered with proper security, a stage manager, and adequate kickers, was handled by Basie's personnel, including union personnel, bill collectors and others.

Since there is natural tenes-

pies to pay, the gener-

ers generally try to keep the personnel, and will generally make concessions to the personal-

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CANDY MAN, a new show that will air on the Mutual Network, by Jimmy Durante.
The original soundtrack from the Academy Award nominated film, “SALLAH”

A bright, new English group, IAN & THE ZODIACs, with a refreshing new sound

ROBERT FARNON, a Sinatra buff with original, orchestral treatments of Sinatra songs

The newest and wildest European dance sensation, “LET’S DANCE THE LETKISS” by S. O. Walldoff’s Original Letkiss Dance Band

SVIATOSLAV RICHTER, the outstanding classical pianist who is already being hailed as a legendary figure

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BEETHOVEN PIANO SONATAS
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OPUS 40, No. 1
OPUS 40, No. 2

IAN & THE ZODIACs
BEETHOVEN PIANO SONATAS
E MAJOR
OPUS 14
No. 2

LESTER LAIN
PLAYS THE HITS
FOR DANCING

LESTER LAIN
PLAYS THE HITS
OF SINA
RA

ROBERT FARNON PLAYS THE HITS
OF SINATRA

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PLAYS THE HITS
OF SINA
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3 'Poppins' LPs, Blockbuster For Disney; Int'l Sales Parley

8 Million Cross for Yr. Is Forecast

**Continued from page 1**

include the Julie Andrews-Dick Van Dyke single of "Supercillicatiglisimadioloidus," the Van Dyke, Dick and Julian Lennon, "The Elephant," and "Mary Poppins," the latter with the theme by Richard Sherman and Robert B. Sherman. New York Tours and foreign sales have contributed to the success of the album, which has sold more than two million copies so far.

Bob Markle, who heads the company's sales department, said, "It is not a question of the album's success but of its potential. We feel that there is still room for growth.

Expect 200 At Conclave June 3-5

NARM BODY MEETS IN CHICAGO

CHICAGO—Directors of the National Association of Recording Merchandisers meet at the Con- tinental Hotel here today and Thursday and Tuesday and (18) to plan for the NARM mid-year meeting and personnel-opera sales conferences. The event is scheduled to start at 9 a.m. here at the Pick- Congress Hotel, Chicago.

The NARM board meeting is the first since the annual con- vention in San Francisco in March.

RCA to Wax Pops in Boston

NEW YORK—For the first time ever, a company is selling a new album, the Boston Pops, RCA Victor will record the orchestra during an April 16 concert at Boston's Symphony Hall. The dates for the recording is April 16 and 20-21.

The programs for the two evening performances will run the musical gamut of the band's repertoire. According to the conductor, Henry Mancini, the Boston Pops is the only American orchestra to feature a female conductor. Mancini will conduct the band and perform with it. Previous performances have been held at the Boston Garden and the Symphony Hall. The program will include three of the most popular albums of the year, "The Lion King," "A Hard Day's Night," and "The Beatles' Bests So Far." Five of the albums will be seen in this concert.

In addition to the evening recordings, the Pops orchestra will record music from the score of the motion picture "The Sound of Music," and a "Red Sea Release." This score is by Ernest Gold, who has been awarded special arrangements of the music for the Pops albums.

Barney Williams To Arch Distript

NEW YORK—Barney Williams, veteran record singer, has joined Arch Distript Distributors, Inc., as a personal promotion man for Capitol and M-1 Records. He will work with the Capitol publicity and promotion staffs and will coordinate his efforts with those of the record company.

The one question commonly asked is whether Barney's new album "The Sound of Music" will change his status. "It will make no difference," he said. "I'm just another artist making records." His next album will be "The Sound of Music" and he plans to release it in the fall.

Barney Williams, who is a member of the National Association of Recording Merchandisers, said, "I'm looking forward to working with the record company. It will be a challenge."

Liberty Buys Land; Cost Is $80,000

HOLLYWOOD—Liberty Records has purchased 14,000 square feet of property adjacent to its main Hollywood head- quarters for $80,000.

Hal Linic, vice-president and treasurer of the company, said the title of the plot should be completed shortly. The property, which is a 25,000 square foot parcel of land, was located at 79 square feet of property, Linic said.

The plot, which is adjacent to Liberty's 1432 N. Orange Avenue, has no immediate plans for construction on the land. Two va- cuum and a small trailer are on the land. The land gives Liberty additional valuable space for its recording studio.

Linic noted that with the acquisition, Liberty becomes the only company owning an entire city block on Sunset Boulevard.
FTC Throws Curves in Col. Case

Cuts in Excise Taxes May Be Just Slices

By MILDRED HALL

WASHINGTON — The administration may be having some second thoughts about the sweepings of capital gains and personal income taxes, virtually promised at the start of the 1966-67 tax season.

Although eventual end to the nuisance is believed certain, cuts might be more vaguely small and gradual on some items.

Manufacturers of entertainment equipment, records and phonographs, radio and TV, hi-fi components, musical instruments, and people in the cabaret and theater sphere are beginning to wonder just how much relief they can hope for in this session of Congress.

The administration's proposals in the form of draft legislation are awaited almost on a day-to-day basis at the House Ways and Means Committee, which will consider the excise tax-cut recommendations, and make some of its own if it introduces the bill to Congress.

Private Sessions

The staff at Ways and Means say the committee hopes to do most of the preliminary meeting on the bill in private sessions, since excise argument was centered on the legality of the hearings held last year.

However, industries will be given a chance to express their views on the committee's final recommendations in its report to Congress.

Weekly meetings are expected to continue, and members of Congress say they might even build up to some additional hearings.

The excise excise is well beyond original hopes for the excise cut bill to coincide with the June 30 deadline on wartime excise taxes.

The letter will likely be extended, given the excise matter could go on into the summer.

After House hearings, the bill will go to Senate Finance Committee and get Senate vote, after which any differences would have to be ironed out before final passage of the bill.

Many legislators anxious to bring excise savings to their home-town manufacturers, retailers and voters considering are expected about the staunchly moved toward inexcise cut.

Some are reiterating urgent need for a bill for an end to the tax nuisance, and some are reiterating by increasing excitement in bills despite their own — although none but the administration still will get serious consideration.

More Drops in 1967

Rep. James O'Hara (D., Mich.) says news reports indicate that the administration plans outright repeal for only retail items, except for few drops in automobile and phone taxes, and gradual reduction or repeal for various electrical applications, home entertainment items, musical instruments.

Other drops in taxes on home entertainment products were reportedly made in 1967, with ultimate removal of all excises over a period of years.

Rep. James Burke (D., Mass.) has recently repeated his plea against outright repeal of home entertainment equipment made last February, and sold fellow congressmen that home entertainment items — radio and TV, phonographs, musical instruments, etc. — are no longer luxuries, but everyday necessities in the American home.

He says fast, outright repeal is especially called for on radio and on TV sets that will further development of an 85-channel experimental system utilizing Ultra High Frequencies (UHF).

Lower income families who depend on phonographs and record players are hardest hit by the "luxury" tax on these items, says Representative Burke. Loss of tax revenue by removal of excise has likewise come to be more than made up by business growth.

A number of congressmen, like business associations, have urged their constituents to write, wire or phone members of the House Ways and Means Committee urging them to recommend fast to the federal excises.

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Crescendo
Everest
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Aurora
Decca A&M

VICTOR
Berea (Mary Poppins)
Bing Crosby Enterprises
Decca (non-exclusive deal)

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May 22, 1965, BILLBOARD

9
Autostereo Sets Up Division
To Expand in Tape Market

LOS ANGELES—Autostereo has formed a special products division to expand the market for continuous play stereo tape cartridges into the industrial and educational fields. The Van Nys company will utilize show business production techniques in creating products for industry.

Named vice-president of the new branch is George Eash, Autostereo’s chief engineer. His staff includes Jack Cummins, sales manager, and Dave Ande-
le, music director, according to company president Richard Dan-
iclson, Jr.

The new, autonomous wing is looked upon by vice-president Frank Mullen as “a major extension of the tape cartridge business.” Autostereo is already preparing assignments for Reali Drug Co., Brunswick Drugs, Bayette Corp., Alberto Culver and Arizona State University.

Special products encompass sales information, directives, company messages, language and music appreciation tapes. The emphasis for industry is on creating material for use in the car while the listener is traveling to and from his office.

“If 5 per cent of over-all usage time is spent in travel,” said Frank Mullen, “we can give back American industry $66 million a year.” (In Los Angeles a USC study has estimated that the average drive to one’s office is 20 minutes.)

The special products division will create cartridges with material supplied by the client. These cartridges, sold to the company for about $2.50 per unit, utilize musical backgrounds and professional fade-in, fade-out techniques. The sales messages can be either read by announcers hired by Autostereo, or it will process tape provided by the client.

For Arizona State, Autostereo is developing special Fortress cartridges comprised of arias and selections the music department wants students to hear. The company is also preparing stereo language tapes for the school in Spanish, French, German and Russian.

Cost to a client depends on the frequency of cartridge changes and the quantity of units required.

For Alberto Culver, the company has placed its machines in supermarkets and a hidden trip device begins a taped sales pitch as a customer walks by.

The chief advantage of cartridge sales messages for industry is that the employee is a captive audience, sharpening his knowledge and techniques while driving to the office or customer. With a little brace of showbiz, Autostereo believes these tapes can become a burgeoning market.

RCA to Handle LP Soundtrack
From ‘Race’

HOLLYWOOD — RCA Victor Records will distribute the LP soundtrack from the Warner Bros. film “The Great Race.” Music for the $1.5 million spec-
tacular was written by Henry Mancini, maintaining his steady relationship with director Blake Edwards.

Mancini re-recorded the music here last week for the LP. As many as 80 musicians were used on the score. It took the composer six weeks to create the music, he said. Mancini collaborated with Johnny Mercer on the song “Sweetheart Tree,” which he feels will be a single release in addition to the “Great Race March.”

The film is set in the 1900’s and stars Jack Lemmon, Tony Curtis and Natalie Wood. It is planned for October release.

Tex Ritter, one of the real all-time greats of the country & western field and a member of the Country Music Hall of Fame, seals with a happy face a pact that makes him a regular member of WSM’s “Grand Ole Opry,” effective Saturday, June 12. Flashing Tex on the left is Bob Cooper, WSM vice-president and general manager, and on the right, Otis Devere, program manager of WSM. Ritter has been a frequent guest on “Grand Ole Opry” in the past.

A&M Joins The Capitol Record Club

HOLLYWOOD—A&M Rec-
ords has signed with the Capitol Record Club and owners Herb Albert and Jerry Moss anticipate hitting a record $2 million this year.

The first products provided Capitol are the initial Bajama Marimba Band LP and the first three Tijuana Brass packages.

The two-and-one-half-year-old label is currently riding the hot-
est crest in its history, April was its biggest billing month, Moss revealed. The company did over $200,000 business, top-
ing March when the figure was $175,000.

There are only 10 LP’s in the catalog, but three are the label’s current billing items: “Whipped Cream and Other Delights,” “South of the Border” and “The Maja Marimba Rides Again.”

Back up the chart single “Whipped Cream” by the Tijuana Brass, A&M has released the single tune “Mae” from the film “The Yellow Rolls Royce” by the Brass augmented for the first time with strings. The Tijuana Brass are readying their first road show appearances. Under the guidance of California International Artists, the in-
strumentalist will do concerts and TV shots, including the new “Al Hirt Show.”

THE FANTASTIC LITTLE MILTON

featuring his current Hit Single—“WE’RE GONNA MAKE IT”

CHECKER 1105

CHECKER LP2995

STereo

CHESS RECORDS
Brenda Lee's new smash

Too Many Rivers
KFWB Throws Out Deejay Poll System

LOS ANGELES—KFWB has eliminated its deejay poll system of voting on new singles at a weekly audition meeting. The selection of all new products for the station's playlist now falls under the jurisdiction of program director Don French and librarian Don Antu. The powerful Crown-Collie outlet's prior system had been for librarian Antu to screen the new releases for voting by a majority of the station's disk jockeys.

The format outlet still maintains its irregular Wednesday meeting, but now singles selected by French and Antu are played only for the DJ's familiarity.

"The system eliminates the possibility of error," French explained. "The DJ's themselves already receive a considerable amount of material from outside interests."

This general reference appeared to indicate the station was tightening its procedures after allegations were made last year that several of its personnel were involved in alleged payola activities.

French said that he and Antu get the new releases accepted by Antu on Tuesday and then check national and local sales lists to compose a playlist. The DJ's hear the selections at a meeting scheduled in the morning one week; the next in the P.M.

Last week's playlist numbered 70 titles. When queried how many of these singles were actually played on the air, French answered that he hadn't studied the show patter for the week's selections or the records actually played.

The ideal situation, French said, was for each DJ to play 15-16 records an hour. Of those selections, four should be from the playlist's top 20 positions; two from the next; two from the "hot corner" list; two from disks with potential in the station's opinion; two "flashbacks" or previous hits and one instrumental back-up leading into the news report.

WHGM Is Sold

SKOWHEGAN, Me.—WHGM-Radio here has been sold by George Newcomb, former general manager of WCMF, Brunswick, Me., and his brother, Gerald R. Pineau, Lewiston, Me. John Pineau is president and general manager of the new corporation, Kennebec Valley Broadcasting, Inc. His brother is treasurer. The 5,000-watt station, formerly owned by Pineland Broadcasting Corp., reportedly sold for $126,000.

KOL to Top 40

SEATTLE—KOL, a former pop standard station, is going the Top 40 route. Official changeover is set for May 30 with the Goodson-Todman station currently working its way into a rock 'n' roll format.

The change is the second in the past few months for this upper-echelon rocker, having gone to a country format. The leading rocker is KJR, Jack O'Day. KJK has maintained its domination in the rock field for the past five years. KTW, when it was a rocker, was only on the air daytime. KOL is a 24-hour operation. It is understood KOL will bring in new personnel.

Walker President of WKDA and WNFO

NASHVILLE — Charles F. (Smoky) Walker has been named president and general manager of WKDA Broadcasting Company, Inc. and president of WNFO-FM Hickory Broadcasting Company, Inc. He succeeds Judge Skipp who recently resigned to devote time to music publishing and recording interests.

WKDA has been a kilowatt giant in Nashville since its inception in 1949. The station has locked up the No. 1 rating according to all major radio listening services during the past four years. WKDA is heard on AM and FM stereo signals.

Moving into Walker's vacated program director slot is Dick Buckby, who will also retain his current job as station music director. Buckby has been with the top-rated, pop-formatted WKDA nine years.

WKDA's new president has worked his way up through the ranks, starting with the station 12 years ago as an engineer. The Georgia Tech graduate gradually worked into director and program directorment later. Six years ago he was promoted to program director, and last year was named general manager of WNEW in New York, and Jack Skipp who has been active as consultant to the CBS Network and later network director at CBS Radio here prior to becoming the top executive at WKDA in 1958. Walker married to Josephine Walker, director of the Country Music Association. They have one daughter, Michele.

Producer of Shindig' Quits

HOLLYWOOD—Jack Good, producer of the television variety show "Shindig," has resigned from the program, which airs from June 7 when his contract expires, according to staff member Booker McClay. McClay said, discussions had been amiable regarding Good's contract between Good and Selig, executive producer. "However, Good has several other projects he wants to do and I think he will do them," he said.

Good has been with the show since it began on NBC in 1962. Good has offered to direct a movie, "The Time of England," which new general manager of WNEW in New York, and Jack Skipp who has been active as consultant to the CBS Network and later network director at CBS Radio here prior to becoming the top executive at WKDA in 1958.

Randy Miller is married to Josephine Walker, director of the Country Music Association. They have one daughter, Michele.

Miller on 'Admiral'

SAN ANTONIO — Texas-born Roger Miller was presented with the Navy's "Navy Cross"—one of the nation's highest awards for valor—by Commander John C. Lamb at the USS "Ticonderoga" last week in San Antonio. The award was presented for his song "Ocean" which became a hit single and was later made into a movie starring Roger Miller. The award brought him over $200,000 in royalties.

Murray the K Back on Air

NEW YORK — Murray the K) Kaufman returns to radio this summer as the host of a new show. The program will consist of five-minute spots at 12 times daily. It will feature interviews with name acts, exclusive breaks on new records, and "Minute Mysteries." Murray was one of the deejays who left WINS-Radio, New York, shortly before the station changed to an all-news format. He recently had a show on WOR-FM at the Fox Theater, Brooklyn.
"Tony Bennett is the best in the business...."

Frank Sinatra

What can we add to that?

COLUMBIA RECORDS
LAKE WORTH, Fla.—Girls will be girls. And in Florida, for instance, they still staff all-girl WLIZ Radio. They man — if that’s the correct word — the controls as well as the mikles.

Only man on the six-year-old station is manager Steve Kege. General manager Dotty Abbott is also general manager of older all-girl WHEN, Memphis. Both stations are bankrolled by Sam Phillips. He found and launched such stars as Jerry Lee Lewis and Johnny Cash on his Sun Records label. Miss Abbott said in 1955 with the idea that Phillips would give her the Sun label. He told her, “I’ll never go. But she made the work, she said. “It’s been tried in 13 markets, but my two stations are the only ones on the air today.”

The secret? Perhaps two factors are involved. First, with girls’ voices, Miss Abbott felt she could operational smoothness would be the best programming. Second, the girls have more than just their voices working for them — Miss Abbott said that pretty girls are easier to promote. The only problem, she said, was that girl DJs are also easier to lose, with marriage and pregnancy being the major culprits.

Gentleman suitors certainly know where to find the pretty DJ’s of WLIZ Radio with a lavender door with a sign on it. To promote.”

Greatest promotion of the station was strictly unintentional, but it happened when a cute little DJ announced, “And now, here’s the news from abroad.”

NASHVILLE Goes Abroad

NASHVILLE—An estimated eight million English-speaking radio listeners in England, Germany, France and Belgium are now exposed to a five-night-in-a-row hit program on Radio Luxembourg called “The Jack Park Show,” heard in London.

The show features records by NODA KEN, Perry Como, Bob Crosby and Bing Crosby, interviews with top recording artists. Bob Perry, program director and DJ at WHIN Radio in Gallatin, Tenn., 20 miles from here, told the show.

Perry said he has a firm 26-week deal with Radio Luxembourg, which ends Aug. 15. Arrangements for the show were made by John Baker, manager of Radio Luxembourg in London. Mrs. Jan Martin Brown, formerly with Monument Records here and currently in the program department of Radio Luxembourg, talked to Baker.

Perry said he records the interviews in the studio room of Acuff-Rose Publishing Co. and splices in the records at WHIN. “I’m given a pretty free hand on music,” said Perry. “They specified no bluegrass, but I play just about everything else that is hit in Nashville. It’s not unusual to follow RCA Victor’s Perry Como and The Platters’ ‘On a Little Dreamer’ with a Columbia’s ‘Train Whistle Jackson record,” he said.

Murray the K

Continued from page 12

Tanzy line up for his new radio program includes the Beatles, the Dave Clark Five, Martha and the Vandellas, the Rolling Stones, and the Beatles. The show will be heard by most of the 150 radio stations subscribing to Radio Pulsatin News, including the West Coast’s WHDQ, the McClendon stations and the McClendon stations, as well as ABC’s KGW in Portland, Oregon, and WJSI in Boston.

TV: An Unmatchable Impact

Continued from page 12

Sullivan Show Laurie re-launched all four records and all four were big hits. These included "Shindig!" and "Hallucaboo!" "Shindig!" and "Hallucaboo!" and "Hallucaboo!" are "invaluable," according to David Bell, program director of the station. "They attract a large audience of a buying public. Even if the show doesn’t do the act immediately, it does the act before the day’s end because the audience is hand picked. Too, if an artist has something it’s seen across the country in a full sweep.

Sullivan Exception

The truth is that the TV shows — except for the Ed Sullivan show — have yet to replace the old radio stations. The listening audiences on some of these are not exceptional in number. But, in Bob Ahdler of Columbia Records, pointed out, shows such as "Hallucaboo!" make a tremendous impact gain to teen-agers and "they watch them religiously.

Some artists, he said, are "visual and have to be," and feel the need that the TV audience is exposed to it's known that this is part of what's expected. It’s obvious to everyone that they look at the way they look. The fact that they are on TV is important, no matter how they think in that they are a very important part of the TV show. And the way they think means a lot to an artist because they are their own personal stereotypes.

"We’re very up on these shows and dionysus of getting artists on them," he said. So effective is this on the shows like "Shindig!" that the Byrds on "Hallucaboo!" Tuesday (11) was even more noted in trade advertising. Even by Wednesday afternoon Elvis was still being notice a spot in record sales of "Mr. Tambourine Man." The Byrds which they did before on "Hallucaboo!" according to Ahdler. The song is now No. 72.

The timing couldn’t have been better, he said. "If you never had a way to expose a product it can give a big boost to a breaking record."

Beatles Big Break

The Ed Sullivan show is generally considered responsible for launching the Beatles in the U.S. Actually, Jack Paar had run a tape broadcast on "The Tonight Show" in 1963 which came with Sullivan. And the success of the record can be traced fairly accurately to the exposure and the surrounding promotion before and after. And the Beatles launched on Hillbord’s "Hullabaloo!" Jan. 18 in the No. 1 position with Capitol Records’ "I Want To Hold Your Hand." Their first appearance on Ed Sullivan’s show was Feb. 9, backed with the Byrds on "Mr. Tambourine Man." The Byrds was No. 66 on Feb. 1 and No. 4 on Feb. 29. So, the publicity of their appearing on "Shindig!" not only revitalized a profitable record, it apparently created an interest in the Beatles that was expressed in record sales. Their first appearance on "Shindig!" was watched by an estimated 70 million.

"Darn Lucky"

Sullivan said he felt "darn lucky" about being a springboard for the British sound in the U.S. and British artists in Billboard’s "Hot 100." He was in England with his wife, he said, and his find was definitely by accident. It appeared that every time they got out of the airport because the runways were covered with snow, they were stranded in London. The sight of the kids lift Sullivan to the Beatles for his show.

"But I can’t entirely think he saw his show was responsible for success. So many things go into making a success. A real hit record is still a hit record, but he might have the song a little but he has success possibilities."

CBS to Debut "Int’l Hunt"

ST. LOUIS—The Columbia Broadcasting System will present “Int’l Hunt,” a serial on "Shindig!" on KMOX-TV at 8:30 p.m. Monday, June 19. The hour show, produced for the network’s exchange program between the five CBS-owned TV stations and nine participating countries, features the St. Louis Symphony Orchestra under the direction of Brazilin maestro Ernesto de Curtis, Madison Metropolitan opera star Robert Mier- rill, and the piano team of William H. Frank and Wanda Wils.

Countries where the program will be shown include Japan, Australia, Brazil, Venezuela, Argentina, Uruguay, Canada, Yugoslavia and Venezuela. The show was taped this year before an audience in the Chase Park Plaza Hotel here and produced by KMOX, according to Gene Wilkie, vice-president of CBS-TV and general manager of the St. Louis station.

KGFJ Ratings

Continued from page 12

KGFJ ratings increased this week by 10 points to 19 for the week ending Saturday. The station tied for first place with KLRA for the seventh week in a row.
ENGLAND'S LATEST SOUND!

MGM'S NEWEST GROUP!

THE NASHVILLE TEENS

THE ORIGINAL ENGLISH HIT

THE LITTLE BIRD

K-13357

Produced by Andrew Loog Oldham
Pirates—British 'Unmentionables'

HOLLYWOOD—British record manufacturers have a problem concerning promotion of new releases over "pirate" radio ships. Radio Caroline North and South haveorners, and as Dot Records international director Jim Bailey stated, "The two theft commercial radio stations have been rolling up advertising revenue for the past year far beyond 315 miles off Ramsey, Isle of Man, and off Frimom-On-Sea, Essex.

The paradox, Bailey said, is that the British disk companies were used to being associated with Radio Caroline. They operate far out of their usual records out to the ship because they are worried the Crown may crack down on them for doing business with an unlicensed broadcasting company.

"Don't mention Radio Caroline in their offices," Bailey said. "They're afraid of retribution." He said the British Government was also perplexed in how to handle the situation since the public has taken a fancy to commercial radio and Caroline is reaching huge audiences.

"Every time you mention pirates on radio, they call it a British manufacturer they say 'what station' and they say, 'they're filling the air with British stations,'" Bailey said. "But in England the pirates are a matter of grave concern.

When Caroline first went on the air with one ship, there was a talk of an international agreement banning buccaneer operations and making it illegal to serve them. Then last February the Council of Europe in Strasbourg ruled that governmental action could only be taken if the station's transmission interfered with wave lengths already in use by licensed outlets. When famous British manufacturers have the complexity in traveling to and from the ship. Everything and everyone going out to the ships and returning is classified as leaving and returning the country. Ships bringing Caroline records, and changing the DJ guard every two weeks, must be cleared by the British customs.

So successful has the station been that it has opened a New York office just December with several American manufacturers signing on as sponsors. The operation reports grossing $42,000 a week, netting $32,000 after expenses.

YESTERYEAR'S HITS

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

**POP SINGLES—5 Years Ago**

- **Mar 23, 1960**
  - 1. Buddy's Avalon, Jackie Wilson, RCA Victor
  - 2. White Silver Sands, Bill Black's Combo, EMI
  - 3. Old Faithful, Faron Young, Capitol
  - 4. Buddy's Avalon, Jackie Wilson, RCA Victor
  - 5. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 6. Elvis is Back, Elvis Presley, RCA Victor
  - 7. Theme From Music of Love, Original Cast, Columbia
  - 8. My Baby, Honey Maneeley, RCA Victor
  - 10. 20th-Century-Music, Frank Swee, MGM

**POP SINGLES—10 Years Ago**

- **Mar 23, 1950**
  - 1. Paddy Dell, Kingfisher, Capital
  - 2. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 3. Elivs Is Back, Elvis Presley, RCA Victor
  - 4. Theme From Music of Love, Original Cast, Columbia
  - 5. My Baby, Honey Maneeley, RCA Victor
  - 6. American Music Loves Best, Various Artists, RCA Victor
  - 7. 20th-Century-Music, Frank Swee, MGM
  - 10. This Is Britain, Bobby Darin, Atco

**POP-LEPS—5 Years Ago**

- **Mar 23, 1960**
  - 1. Old Gold, Kingston Trio, Capitol
  - 2. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 3. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 4. Theme From Music Of Love, Original Cast, Columbia
  - 5. Theme From Music Of Love, Original Cast, Columbia
  - 6. Theme From Music Of Love, Original Cast, Columbia
  - 7. Theme From Music Of Love, Original Cast, Columbia
  - 8. Theme From Music Of Love, Original Cast, Columbia
  - 9. Theme From Music Of Love, Original Cast, Columbia
  - 10. Theme From Music Of Love, Original Cast, Columbia

**POP-LEPS—10 Years Ago**

- **Mar 23, 1950**
  - 1. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 2. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 3. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 4. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 5. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 6. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 7. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 8. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 9. Theme From a Summer Place, Elvis Presley, RCA Victor
  - 10. Theme From a Summer Place, Elvis Presley, RCA Victor

**POP-STANDARD SINGLES**

- **Mar 23, 1960**
  - 1. Ode To Freedom, Bill Haley, Columbia
  - 2. I Can't Help Myself, Little Richard, Specialty
  - 3. Baby It's Cold Outside, Bing Crosby, Victor
  - 4. With Her Again, Nat King Cole, Capitol
  - 5. Will You Love Me Tomorrow, The Shirelles, Columbia
  - 6. Hush Now, Sweet Hermione, Fats Waller, Columbia
  - 7. The Nearness Of You, Bud Shank, Capitol
  - 8. The Nearness Of You, Bud Shank, Capitol
  - 9. The Nearness Of You, Bud Shank, Capitol
  - 10. The Nearness Of You, Bud Shank, Capitol

**HURRY! BILLBOARD WILL NOT ACCEPT ANY EDITORIAL DIRECTORY INFORMATION FOR THE 1965-1966 INTERNATIONAL BUYER'S GUIDE AFTER THURSDAY, JULY 3, 1965! (NO EXCEPTIONS)**

Look for full details and instructions regarding your FREE directory listing in this issue.

**TV Picture Brighter for 'Opry' To Syndicate Variety Seg With Lord**

NASHVILLE—WSM-TV is syndicating a half-hour country show featuring the "Grand Ole Opry" regular Busc Williams. Hickory Records' Lord is featuring WSM-TV's locally aired Bobby Lord Show.

News of the new TV show came from WSM-TN Vice-President Fred Hurst, who said, "We're happy that Bobby Lord has syndicated a TV show." Previous to this, Lord and several specific advertisers had placed these programs in markets they desired.

"But the Bobby Lord Show is ours. It will be an open and show that we'll pitch to all stations for a September start," Hurst stated.

Lord is managing for advertisers by WSM-TN include the Martha White Flour and KFC, the Porter Wagner Show for the Chattanooga News-Times, and the Bobby Lord Show for Grant Stewart Co. All of these shows were produced by the WSM-TV advertising agency here.

Hurst also pointed out that Lord's show can be syndicated as the show has been developed as an "awakening to the folk" that have many fine artists, but Bobby is the first to come along that could handle a show of this type. "Fred Hurst and Eddy Arnold," declared Hurst.

Production of the Lord show was handled by the former Member WSM-TN executive producer. Jerry Byrd, steel guitar legend, handled the studio side and is Lord's syndicated show as he does "The Bobby Lord Show." Every segment will be taped before a live audience.

Bobby's daily television show, now in its second year, has been considered the key TV showcase of any one looking to take country acts for Music City.
JIMMY ROSELLI

"The miracle of the current nitery season." VARIETY

HIS FIRST

EXCITING

SINGLE

FOR UNITED ARTISTS RECORDS

JIMMY ROSELLI
LAUGH IT OFF
AND
WHY DON'T WE DO
THIS MORE OFTEN

Plus his two superb albums:

LIFE AND LOVE ITALIAN STYLE
UAL 3429 monaural; UAS 6429 stereo

MALA FEMMENA
UAL 3430 monaural; UAS 6430 stereo

AND THEY'RE ON

UNITED ARTISTS RECORDS

OF COURSE!
MJQ's Dependability a Natural For Subscription Concert Fare

NEW YORK—The subscription concert series has developed a significant following of the Modern Jazz Quartet's new works. These series are the flip side of other concerts which are sold to season subscribers by a number of local groups throughout the country. In the past years subscription concerts were almost solely devoted to classical music, but now the Modern Jazz Quartet is being frequently turned up as one of the concerts offered in the series.

The series are successful in the subscription field for a number of reasons,” said MJQ manager Monte Kay. “Most notably the MJQ's musical reputation is the foremost factor but it is not the only one. Many of the subscription groups are operating on a capital basis. They have money just so far and, therefore have to exercise every care to insure that nothing goes wrong. Thus, the MJQ's record of dependability is very important in this respect.

Johnny Rivers—Fastest Draw In the East

NEW YORK—Johnny Rivers came out with a low-slung guitar at hip level as if prepared to maraud the audience—finishing at the Copacabana audience Thursday (6) an explosive "Ooh aah, I love you so," rock version of "Oh, Lonesome Old Butterfly." After the show, he proved he could even play that hip guitar on "I'm Going to Kansas City." It's difficult to determine what Johnny Rivers' playing technique best-all were good, especially the hit, "Mountain of Love." For a change of pace, he sat on a stool and sang "500 Miles" so softly you could hear the Copacabana audience's reaction to him and bass guitar made the song meaningful.

He ended with a rousing "Help Me, Information," and then took the crowd off their feet with his "La Bamba" in Spanish and English. The show was more from his "Whisky a Go Go" album. Second encore was a number by the late Sam Cooke (Cooke had been booked for this two-week spot). His enjoyable performance and he produces a good sound.

CLAUDE HALL

ALWAYS A TREAT

Ageless Ella Brings Back Some of the Old Favorites

NEW YORK — Ella Fitzgerald returned to the stage of Basin Street East here Monday night (10) to treat the crowd to one of her best sets. Miss Fitzgerald has the ability to take material written many years ago and make it sound as though it were written yesterday. Her voice has been best heard with "Manhattan," and there were few dry eyes when she finished.

Billy Daniels was gently ribbed as Miss Fitzgerald sang "Black Magic" while inspecting her fingers frantically. While most of the selections were expected to repertory on the sweet side, Miss Fitzgerald cut loose a bit with "That There Ike." To a patron who kept insisting on "Turn the Tick Tock," the songstress replied that many hits "never became hits." Her only concession to the 1960's was her selection of an encore, "Mack the Knife." The rest of her selections were pure nostalgia — "Delilah," "Walk Right In," "I'll Get By," "More Than You Know," "Sometimes I'm Happy," and "Hard Hearted Hannah." Ella also appeared with the Tom Flanagan Trio and the Tom Flanagan Trio provided the back-up for Miss Fitzgerald, particularly effective.

The combo opened the show with a classic original music then with a real swing version of "April in Paris.""  
AARON STERNFIELD

Merrick Takes a Dim View Of Toronto Critics, Papers

TORONTO — Toronto theatergoers are being punished by New York producer David Merrick. His shows are also being viewed with less than favorable expressions by the Toronto newspapers. Incensed over many unkind words he printed in the reviews of the Anthony Newley-Leslie Bricusse musical, "The Roar of the Greasepaint, the Smell of the Crowd," which ran for three weeks at the O'Keefe Centre here prior to its Broadway opening, Merrick has canceled the Toronto engagement of two shows due to be played at the O'Keefe Centre in October. He also warned that "Don't Bother to Dolly," due in June for a two or three week run, will be canceled without standing. Merrick says he is "fed up." (Continued on page 13)

AARON STERNFIELD

NEW YORK PRESS BOX SCORE

"Flora, the Red Menace"

"Flora, the Red Menace," a musical based on Lester Attwell's novel, "Flora, the Russian Spy" by George Abraham and Robert Russell (book, music and lyrics) and Fred Ebb (lyrics), opened at New York's Alvin Theatre May 11 to mixed reviews. The show has been called a "solid cast album and Sanborn Music (BMI) is publishing the score.

Following is a breakdown of the critics' appraisal:

TIME: "—A promising idea has not been enlivened by a creative spark."

SCORE: "—The songs... provide a little first-aid, but not enough to support the show."

HERALD TRIBUNE: SHOW—"...the show hedges, can't quite cut loose. In spite of competence everywhere, some heart is missing."

JOEY: "John Kander and Fred Ebb do find some ways of doing things that come out fun."

NEWS: "—When the musical cuts away from the book and allows itself some snappily song, dance and comedy turns... it is most entertaining."

SCORE: "—The songs... are bouncy, and they seem best when the unusual Miss Minskell is singing them."

POST: "—...agreeable but far from stimulating."

SCORE: "—agreeable but not especially effective... but Miss Minskell adds interest to all of her numbers."

JOURNAL-AMERICAN: SHOW—"...there seems no possible way for this show to come down."

SCORE: "—has style and a gentle quality which go with the story and the people who sell it."

WORLD-TELEGRAM AND SUN: SHOW—"If only the new musical had kept the promise of its first act. The second act is filled with disappointment but with Lisa on hand all the way through, perhaps audiences will be inclined to settle for her."

SCORE: "—...generally bright."

PEOPLE AND PLACES


"Bye, bye, I'll be a vocal-instrumental quintet, take off on this for a special tour of California with the Rolling Stones. The Travelers have been signed for a 10-week engagement at the Southwark. Faye Dean is the new vocalist with Sunny Kaye's band. Jay and the Americans, United Artists diskers, have a cameo role in the Universal production of "Snoopy." Pete Seeger has resumed his concert schedule and is now touring in Western Canada. Nina Simone is.Momma's new TV show May 26. The Gibbs will sing the Sherman-Weiss song "Let Me Cry on Your Shoulder" on ABC's "Girl Talk" May 27. Jerry Vale signed to star at Harold's Club, Reno, July 13-16.


MICHELE GROSS

Signings

After many years on the Kapp label, songstress June Morgan has switched to Epic Records. Her debut album, now being recorded by producer Danny Kele, label's A&R producer, will be released soon. Tommy Sands has joined Liberty, with Snuffy Schecter signing his ad man. Sands previously recorded for Capitol. Record Re- cords has signed Gene Weed, KFDW disk jockey in Los Angeles. (Continued on page 43)

BILBOBARD, May 22, 1965

Unsatisfactory in any Quality at price

SUGO Market

Glossy Photos

7% each 8x10

loot 1000

100 1000 $8.00

B% 100 1000 $8.00

Unsatisfactory in any Quality at price
Hi, I'm ONE of the CHECKMATES!!
OUR FIRST RELEASE IS—
"HEY GIRL"

b/w

"ALL THE TIME NOW"
Ruff #1003

Hi, I'm ONE of the
BLUE THINGS!!
OUR FIRST RELEASE IS—
"PRETTY THING-OH"

b/w

"JUST TWO DAYS AGO"
Ruff #1002

YOU CAN REACH US THROUGH
Checkmate Productions—RUFF Records, Box 1493, Amarillo, Texas
Area Code 806—383-4122
Exclusive U. S. Distributors:
JAY-GEE Distributors, 318 West 48th St., New York City, N. Y.
Promotion: GEORGE JAY, 6290 Sunset Blvd., Hollywood, Cal. 213—469-5838
EMI LP's Will Be Cut by Danish Firm

OSLO — The Scandinavian representatives for the world's largest recording organization, EMI, met here last week to discuss mutual problems. Present at the meeting also was EMI's deputy general manager, overseas division, Ken East, London.

A result of the meeting is a plan to divide Scandinavia into smaller, Norwegian, Swedish and Danish LP's. The sales of LP's have been increasing considerably over the last few years, but was still too low for local pressing of foreign LP's. However, now Denmark's EMI representative, Skandinavisk Grammophon A.B., will do the pressing for all four Scandinavian countries. It is estimated that a couple of hundred LP's is sufficient to secure a profitable production. Separately the four countries do not sell enough to get a reasonable cut back from the pressing plant.

**ABERDEEN**

Last week RCA artists Floyd Cramer and the Anna Kerr Singers, headed by Jimmy Sturr, who are part of the Yule Log tour, made a stop in Aberdeen. They performed at the Aberdeen Armory.

**LONDON**

July 29 is the world premiere of the Beatles' second United Artists release, "Help!" It will be staged simultaneously in London and New York. The film is being released in almost every country in the world, and will have its premiere in New York June 24. The Beatles will also be seen in a "Help!" single and album in Germany, and will visit the last Rob and Dunny, and from there to fly to Scandinavia with Price met Joan Baez, who was here with Bob Dylan and who discussed musical ideas. Although the Beatles are scheduled to appear on British TV next week, they will not be on air in the U.S. until eight weeks from now. The film will be released in the U.S. June 6. It is also expected to be released in Japan, Brazil, and Mexico. The film was produced by the British company EMI, with producer John O'Keefe.

The Beatles' new album "Help!" is the follow-up to their last LP, "A Hard Day's Night." It is expected to be a major hit in both Britain and the U.S. The Beatles are currently in the U.S., where they are recording their new album "Help!" for release in September.

**DUBLIN**

Tommy Donegan and the Mohicans, whose "Boulevard" was one of the year's surprise hits, will be performing in Dublin. They are also scheduled to perform in London and New York.

**COLOGNE**

CBS Schallplatten has just released the second recording singles release, "I'm in the Mood for Love." The disk company calls the record "a plea for a future great for humanity" and "a plea for the creation of a world community." The singles release will continue in its annual series of historical recordings. It is expected to be a major success.

**VIKKI CARR**

Vikki Carr was welcomed to London on a recent visit by Arlo Mills, CBS Managing Director of Records. EMI held a reception for Miss Carr.

**BILLBOARD**

May 22, 1965

BILDBOARD's favorable reviews of Brendan Boyer-Royal's "Huckleberry '68" and Milk Money Cap-"tis's "Born to Be With You" (which chart-toppers here recently) have...
THE MAGIC OF A HIT!

JOHNNY MATHIS
SINGS A TENDER NEW BALLAD
TAKE THE TIME
MERCURY SINGLE 72432

Written by Robert Allen • Arranged & Conducted by Glen Osser
• Produced by Global Records • G.A.C. Agency
Electrola Not Trust; Bonn Agency Rules

Cologne — The Federal Cartel Office (Bundeskartellamt), the West Germany trust-busting agency, has rejected a complaint by the Verband Deutscher Rundfunk und Fernsehen (VDRG) against Electrola.

The VDRG asked the Federal Cartel Office to order registration of Electrola's phonograph record distribution through retailers. The German EMI affiliate canceled its distribution contracts with all retailers last Dec. 31.

Instead, Electrola now distributes exclusively through its own organization. The VDRG contends that Electrola's withdrawal from retailer distribution restricted competition in the domestic trade and, hence, violated provisions of the German antitrust act.

The Cartel Office ruled, however, that phonograph record firms were entitled to handle distributions as they choose, and that competition in the record industry was not infringed by Electrola's elimination of the retailer.

U.K. May Give Measure For Measure on Wurb

The delay meant some of the concerts had to be canceled.

A day later, George Fane was told that his projected trip to appear on two editions of "Shindig," as was also off. He had been refused a work permit despite his U.S. chart position.

There are many American artists trying to make their name here, in addition to artists like the Everly Brothers and Connie Francis who are here to promote and re-establish their previous success on records.

The British door has re-opened to any entertainer. Now it may be closed. The Musicians Union considers the ball incident an important step in their agreement with the AMF: The British Association for the Protection of Artists (and the term has no defined limit), and the government will consider MF. Kenneth Lomas' motion "in view of the fact that many British entertainers have been refused admission to the United States or issued with only H-2 visas, the minister of Labor will restrict work permits being granted freely to Americans."

DYLON LEADS AMERICAN FOLK TREND IN U.K.

London — American folk music is finally beginning to make a dent on the record business scene here, spearheading that trend will be the label of U.K. is Bob Dylan, CBS Records artist.

Dylan, who records for the Columbia label in America, is represented on this British best-selling charts with four LPs in the top 20 and two singles in the top 20. His hit albums are "Freewheelin'," "Times They Are A-Changin'," "Another Side of Bob Dylan" and "Bob Dylan." His click singles are "Subterranean Homesick Blues" and "The Times They Are A-Changin'".

Minister of Labor recently completed a personal appearance tour here and is scheduled for several TV appearances this month.

Music Capitals of the World

Nine: The Canadian department store chain, in addition to Johnny Mathis re-records albums in Taxan Savoye Away From Home, the first he has taped outside the U.S. and the first to open exclusive British deals with EMI. .. Its current U.S. visit, Rolling Stone magazine editor, managing editor, Eric Easton has contributed arrangements for the group to return to America after a string of British concerts in the fall — provided now that "tour on such tours by them... Destiny David Jacobo has set the booking "Hot Line," the TV show Bob Dylan live from America and which the BBC is using as a Saturday night high light this summer.

Chris Hutchins

MADRID

Enrico Erle, formerly with the International record label, with the local Columbia label, Erle has a hit family act with life, and 4, on drums. From Los Angeles to New York for a special recording session, Milan is called the European New York. .. Arturo Lomax, Charlie Chaplin and Licio Costas' brother touring Spain.
THANK YOU, NARAS FOR THE HIGHEST AWARDS IN OUR INDUSTRY— I AM DEEPLY HONORED

RECORD OF THE YEAR — THE GIRL FROM IPANEMA—Stan Getz and Astrud Gilberto

ALBUM OF THE YEAR—GETZ/GILBERTO—Stan Getz & Joao Gilberto

BEST INSTRUMENTAL JAZZ PERFORMANCE—SMALL GROUP—GETZ/GILBERTO—Stan Getz

BEST ENGINEERED RECORDING—GETZ/GILBERTO — Phil Ramone and special thanks to everyone who helped and believed in us:

Dom Cerulli • Sol Handwerger • Gene Lees
Acy Lehman • Jack Maher • Arnold Maxin
Frank Mancini • Mort Nasatir • Robert H. O'Brien • Creed Taylor • Lenny Sheer and many many more.

STAN GETZ
Nippon Col's Sales Grow: Profits Off

TOKYO — According to the announcement made by Nippon Columbia Records, the total sales of the company during the fiscal year of 1964 (Sept. 21, 1964 to March 20, 1965) were ¥35,314,888, a 52.3 percent increase over the preceding period. Profits after taxes ¥78,275 resulting in a 93.2 percent margin. Although record sales increased by ¥21,388, in comparison with the previous accounting term, electronic merchandise such as television, radio and home appliances did not reach the sales target because of general market saturation. Stereo phonographs are selling steadily, but not satisfactorily.

Record sales account for 22 percent of the gross sales value, TV sets 10 percent, electric home appliances 4 percent, miscellaneous machines 1 percent and musical instruments 1 percent.

U.K. Artists Asked To Aid UN Fund

LONDON—Most of Britain's top recording stars have been invited to take part in a movie showcase for the United Nations Children's Fund.

The artists invited include the Rolling Stones, Animals, Kinks, Cilla Black, Sandie Shaw, Alma Cogan, Georgie Fame and the Pretty Things.

But the Beatles and manager Brian Epstein have already turned down the invitation to appear in the film which Princess Margaret's husband, Lord Snowdon, is likely to appear as a photographer.

The picture goes into production in July, with two camera units filming daily. The script is written by看门人 Brian Epstein and Tony horrible.

It is hoped to have the film ready for simultaneous world premieres at the start of the new year.

MUSIC CAPITALS OF THE WORLD

THE GREATEST RECORDING ORGANISATION IN THE WORLD

This RECORD/WORLD sign is now being carried to the far reaches of the earth in the form of promotional material and packaging. It is projecting ever more clearly the Image of the World— the quality, integrity and progress that gives E.M.I. pre-eminence in the recording industry. This sign is your guarantee of good faith and of record business opportunities worldwide.


ANNOUNCEMENT OF E.M.I., LIMITED, RECORDS & INTERNATIONAL DISTRIBUTION, LONDON, ENGLAND


INTERNATIONAL NEWS REPORTS
ONE THING IN COMMON

All seek and get new business every year by using Billboard's International Buyer's Guide

BILLBOARD'S INTERNATIONAL BUYER'S GUIDE is received and kept and used by more music-record influentials throughout the world than any other publication. Coming August 7. Advertising deadline June 28.
MUSIC CAPITALS
OF THE WORLD

I
to
the
Trini
show.

Non
the
Four
Orchestra.

Aerospace's
York
Magazine

Joseph
Leningrad

* (Baltimore)

JERK
(Miami)

Steve

Reported

BUSTER

Halloran

Welch,

22,

Welch,

Riddle's

van

British

21

Van

Dyke

Billboard's

Halloran

to

Jock

66105

Baltimore)

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INTERNATIONAL

BILLBOARD

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thanks to you... it's a

WONDERFUL WORLD

HERMAN'S HERMITS

K-13354

A Mickie Most Production

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week Ending May 22, 1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MARY HOLLAND</td>
<td>MARY HOLLAND</td>
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<tr>
<td>2</td>
<td>THE SOUND OF MUSIC</td>
<td>THE SOUND OF MUSIC</td>
<td></td>
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<tr>
<td>3</td>
<td>INTRODUCING HERMAN'S HERMITS</td>
<td>HERMAN'S HERMITS</td>
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<tr>
<td>4</td>
<td>THE BEACH BOYS TODAY!</td>
<td>THE BEACH BOYS</td>
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<tr>
<td>5</td>
<td>DEAR HEART</td>
<td>DEAR HEART</td>
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<tr>
<td>6</td>
<td>COLD FINGER</td>
<td>COLD FINGER</td>
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<tr>
<td>7</td>
<td>MY KIND OF LADY</td>
<td>MY KIND OF LADY</td>
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<tr>
<td>8</td>
<td>A SONG WILL RISE</td>
<td>A SONG WILL RISE</td>
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<tr>
<td>9</td>
<td>BRINGING IT ALL BACK HOME</td>
<td>BRINGING IT ALL BACK HOME</td>
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<tr>
<td>10</td>
<td>THE ROLLING STONES, NOW!</td>
<td>THE ROLLING STONES</td>
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<tr>
<td>11</td>
<td>BEATLES #6</td>
<td>BEATLES #6</td>
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<tr>
<td>12</td>
<td>RED ROSES FOR A BLUE LADY</td>
<td>RED ROSES FOR A BLUE LADY</td>
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<tr>
<td>13</td>
<td>KINKS 7TH DIXIELAND</td>
<td>KINKS 7TH DIXIELAND</td>
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<td>14</td>
<td>BLUE MIDNIGHT</td>
<td>BLUE MIDNIGHT</td>
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<tr>
<td>15</td>
<td>SHEET MUSIC AND OTHER GREAT SONGS OF LOVE</td>
<td>SHEET MUSIC AND OTHER GREAT SONGS OF LOVE</td>
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<tr>
<td>16</td>
<td>THEMES FROM THE JAMES BOND SERIES</td>
<td>THEMES FROM THE JAMES BOND SERIES</td>
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<td>17</td>
<td>GETZ AU CO. G.</td>
<td>GETZ AU CO. G.</td>
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<td>18</td>
<td>PETER, PAUL &amp; MARY IN CONCERT</td>
<td>PETER, PAUL &amp; MARY IN CONCERT</td>
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<tr>
<td>19</td>
<td>HEART AND OTHER SONGS ABOUT LOVE</td>
<td>HEART AND OTHER SONGS ABOUT LOVE</td>
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<tr>
<td>20</td>
<td>THE EARLY BEATLES</td>
<td>THE EARLY BEATLES</td>
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<tr>
<td>21</td>
<td>HELLO, DOLLY!</td>
<td>HELLO, DOLLY!</td>
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<tr>
<td>22</td>
<td>LOVE IS EVERYTHING</td>
<td>LOVE IS EVERYTHING</td>
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<td>23</td>
<td>SHAKE</td>
<td>SHAKE</td>
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<td>24</td>
<td>YOU REALLY GOT ME</td>
<td>YOU REALLY GOT ME</td>
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<td>25</td>
<td>PEARLY SHELLS</td>
<td>PEARLY SHELLS</td>
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<tr>
<td>26</td>
<td>TRINI LOPEZ AT IT'S</td>
<td>TRINI LOPEZ AT IT'S</td>
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<td>27</td>
<td>THE JIM REEVES WAY</td>
<td>THE JIM REEVES WAY</td>
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<td>28</td>
<td>I'VE GOT A TIGER BY THE TAIL</td>
<td>I'VE GOT A TIGER BY THE TAIL</td>
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<tr>
<td>29</td>
<td>RED ROSES FOR A BLUE LADY</td>
<td>RED ROSES FOR A BLUE LADY</td>
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<td>30</td>
<td>MUSIC TO ZAMBA AMERICA BY</td>
<td>MUSIC TO ZAMBA AMERICA BY</td>
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<tr>
<td>31</td>
<td>A LITTLE BIT OF HEAVEN</td>
<td>A LITTLE BIT OF HEAVEN</td>
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<tr>
<td>32</td>
<td>SAM COKE AT THE COPA</td>
<td>SAM COKE AT THE COPA</td>
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<tr>
<td>33</td>
<td>MEXICAN PEASANS</td>
<td>MEXICAN PEASANS</td>
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<tr>
<td>34</td>
<td>STANDING OVAH!</td>
<td>STANDING OVAH!</td>
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<tr>
<td>35</td>
<td>CHAD &amp; JEREMY SING FOR YOU</td>
<td>CHAD &amp; JEREMY SING FOR YOU</td>
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<tr>
<td>36</td>
<td>THE GAME OF LOVE, YO!</td>
<td>THE GAME OF LOVE, YO!</td>
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<td>37</td>
<td>YO!</td>
<td>YO!</td>
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<td>38</td>
<td>LOVE IS THE THING</td>
<td>LOVE IS THE THING</td>
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<td>39</td>
<td>LICORICE STICK</td>
<td>LICORICE STICK</td>
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<tr>
<td>40</td>
<td>SUGAR LIPS</td>
<td>SUGAR LIPS</td>
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<td>41</td>
<td>DADDY DAY</td>
<td>DADDY DAY</td>
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<td>42</td>
<td>INTRODUCING THE BRUUMELS</td>
<td>INTRODUCING THE BRUUMELS</td>
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<td>43</td>
<td>WHIPPED CREAM &amp; OTHER DELIGHTS</td>
<td>WHIPPED CREAM &amp; OTHER DELIGHTS</td>
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<tr>
<td>44</td>
<td>SOME BLUE-EYED SOUL</td>
<td>SOME BLUE-EYED SOUL</td>
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<tr>
<td>45</td>
<td>WE REMEMBER SAM COOKIE</td>
<td>WE REMEMBER SAM COOKIE</td>
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<tr>
<td>46</td>
<td>I DON'T WANT ANYMORE</td>
<td>I DON'T WANT ANYMORE</td>
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<td>47</td>
<td>SHABBA RAI BELTS THE BEST</td>
<td>SHABBA RAI BELTS THE BEST</td>
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<td>48</td>
<td>RAY CHARLES LIVE IN CONCERT</td>
<td>RAY CHARLES LIVE IN CONCERT</td>
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<td>49</td>
<td>THE INCOMPREHENSIBLE MANTOVANI</td>
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<td>SOME BLUE-EYED SOUL</td>
<td>SOME BLUE-EYED SOUL</td>
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<td>51</td>
<td>THE THROWING STONES 12 X 5</td>
<td>THE THROWING STONES 12 X 5</td>
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<tr>
<td>52</td>
<td>THE WINDMILLS ARE WEAKENING</td>
<td>THE WINDMILLS ARE WEAKENING</td>
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<tr>
<td>53</td>
<td>THE GENIUS OF JANKOWSKI!</td>
<td>THE GENIUS OF JANKOWSKI!</td>
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<td>54</td>
<td>CRIT'S &amp; SOUL</td>
<td>CRIT'S &amp; SOUL</td>
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<td>55</td>
<td>THE ROLLING STONES 12 X 5</td>
<td>THE ROLLING STONES 12 X 5</td>
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<td>56</td>
<td>THE WINDMILLS ARE WEAKENING</td>
<td>THE WINDMILLS ARE WEAKENING</td>
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<tr>
<td>57</td>
<td>COME SHARE MY LIFE</td>
<td>COME SHARE MY LIFE</td>
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<td>58</td>
<td>SHELLY HOWELL SPECIAL</td>
<td>SHELLY HOWELL SPECIAL</td>
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<td>59</td>
<td>APPLES AND BANANAS</td>
<td>APPLES AND BANANAS</td>
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<tr>
<td>60</td>
<td>THE 4 SEASONS ENTERTAIN YOU</td>
<td>THE 4 SEASONS ENTERTAIN YOU</td>
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<tr>
<td>61</td>
<td>CHAD &amp; JEREMY YESTERDAY'S GONE</td>
<td>CHAD &amp; JEREMY YESTERDAY'S GONE</td>
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<tr>
<td>62</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>EVERYBODY LOVES SOMEBODY</td>
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<tr>
<td>63</td>
<td>SERENADE FOR ELISABETHTE</td>
<td>SERENADE FOR ELISABETHTE</td>
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<td>64</td>
<td>HAWAIIAN WEDDING SONG</td>
<td>HAWAIIAN WEDDING SONG</td>
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<tr>
<td>65</td>
<td>THE MONSTER</td>
<td>THE MONSTER</td>
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</table>
And there's lots more where these came from!

COLUMBIA RECORDS
POP SPOTLIGHT
MALA FEMININA

"The big voice of Jimmy Roselli stunned even the most jaded of jazz critics..." 

COUNTRY SPOTLIGHT
THE SONS OF THE PIONEERS SING LEGENDS OF THE WEST

"Kings of the West" is a perfect song for this group and a perfect influence for the ladies. All the songs are well sung and well arranged with a good rhythm section. Well worth a good listen to." 

ALBUM REVIEWS

(continued)

BREAKOUT ALBUMS

☆ NATIONAL BREAKOUTS
NO NATIONAL BREAKOUTS

☆ NEW ACTION LP's

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

10 LITTLE BOTTLES....
Johnny Bond, Starday S 233 (M); (No Stereo)

THE RETURN OF ROCKI....
Jerry Lee Lewis, Smash MGS 37063 (M); SBS 67063 (S)

GLENN MILLER TIME--1965....
Glenn Miller, Epic LN 24133 (M); BN 22133 (S)

LIFE & LOVE ITALIAN STYLE....
Jimmy Roselli, United Artists UAL 5429 (M); UAS 6429 (S)

CAST YOUR FATE TO THE WIND....
Sounds Orchestral, Parkway PK 7046 (M); SP 7046 (S)

FRESH FROM THE FUNNY ORGAN....
Don Bowman, RCA Victor LPA 2345 (M); LSP 2345 (S)

AESOP'S FABLES THE SMOOTHERS BROTHERS WAY....
Mercury MG 20999 (M); SR 60998 (S)

JOE'S BLUES....
Johnny Hodges/Wild Bill Davis, Verve Y 8617 (M); VLS-8617 (S)

I KNOW A PLACE....
Robert Clark, Warner Bros. WM 1598 (M); WS 1598 (S)

BY POPULAR DEMAND....
Pernette & Tocher, United Artists UAL 2414 (M); UAS 6416 (S)

THE NEW ELGART TOUCH....
Les & Larry Elgart, Columbia CL 2201 (M); CL 9105 (S)

SANDIE SHAW....
Reprise R 6164 (M); RS 6164 (S)

BLUES FOR MISTER JIMMY....
Jimmy McGriff, Sue LP 1029 (M); ST 1029 (S)

SOUL SERENADE....
Gloria Lynne, Fontana MGM 37541 (M); SBS 67541 (S)

EVERYBODY LOVES A LOVER....
Shirley Scott, Imperial L 79 (M); AS 75 (S)

THE MOST EXCITING ORGAN EVER....
Billy Preston, Jazz-Vo YJ 1122 (M); VJP 1122 (S)

SPECIAL MERIT PICKS

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

SPECIAL MERIT
BRAMS: SYMPHONY NO. 2
Boston Symphony Orch. (Sachtman), RCA Victor LN 20297 (M); LSP 20297 (S)

A noteworthy addition to the numerous recordings of this work, performed and recorded in a manner to make this one a standard.

SOLID GOLD GUITAR SONGS
HAWAIIAN
Al Caiola, United Artists UAL 3418 (M); UAS 6418 (S)

Al Caiola makes his guitar go a long way for him. This work is all top drawer and with his playing it has a flair that is all reminiscent of Ackerman's work on guitar. His playing is all top drawer and with his sheer talent he goes a long way for him.

OUT OF LOVE
Larry Van Dyke, Wing MSG 13502 (M); SWSM 13502 (S)

A new release of some older country favorites by Larry Van Dyke that provides material that is all top drawer and with his playing it has a flair that is all reminiscent of Ackerman's work on guitar. His playing is all top drawer and with his sheer talent he goes a long way for him.
The Beatles. THF.

BEBO'S MERRILL NO.

RUSSIAN albums

Capitol Show Band

BORN TO BE WITH YOU

ARGO 5502

The Knight Bros.

TEMPTATION

'BOUT TO GET ME

CHECKER 1107

James Phelps

LOVE IS A FIVE-LETTER WORD

ARGO 5499

THE RADIANTS

AIN'T NO BIG THING

CHESS 1925
High Fidelity Held Top Influence on Purchases

Continued from page 1

Vanguard, Nonesuch and Vox. The report was extended to retailers to determine the influence of consumer reviews on sales of recorded music. The review appeared as the most influential retailer review, with sales of Vanguard, Nonesuch and Vox.

extended mostly behind. Views of Cleveland records were extended to reflect the high influence of the New York Times review, as cited in the Haplin article.

ROBERT BARTOK—"Outstanding Performance," in the December 1962, New York Times review. "Bartok's recording with the Cleveland Orchestra has been extended to reflect the high influence of the New York Times review, as cited in the Haplin article.

Vladimir Horowitz gratefully accepts the tumultuous applause of the orchestra in Carnegie Hall, for his first public concert in 12 years, May 9.

Return of Horowitz Spices Catalog Sales

NEW YORK—Vladimir Horowitz scored one of the most spectacular triumphs in recent musical history when he appeared at Carnegie Hall May 9 for his first public appearance in 12 years.

In his wake was spectacular front page coverage of the event in many of New York's daily following the day as unaimous reviews of the performance. In turn, helped spur the sales of Horowitz' concerts and tickets on release on the Carnegie Masterworks label. RCA Victor, with whom Horowitz had been associated for many years before he switched to Columbia in 1962, also got into the act by saluting the pianist's return to the stage in a special advertisement in the

Juilliard Quartet

On a Concert

Tour Overseas

NEW YORK—The Juilliard String Quartet, Epic Records artists, are on an overseas tour that will take them through the Soviet Union, Germany, Austria, Scandinavia, and the United Kingdom. The group is on tour through Oct. 1.

The tour began in Russia May 9 and will continue through June 13. The group features members of the faculty of the Juilliard School, including Kurt Cohen, Raphael Hillyer and Claude Adam. Juilliard String Quartet designation was an "Outstanding Chamber Ensemble," and the group has received a large share of only two virtuosi to have given a solo recital at Carnegie Hall, attained second place in the category "Outstanding String Instrumentalists." Views appearing in the Dallas Morning News, The Dixie Globe in Chicago and The New York Times and the Saturday Review, in that order. The New York Times review was extended to reflect the high influence of the New York Times review, as cited in the Haplin article.

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news section of The New York Times on the day of the concert. This, too, helped stimulate sales of Horowitz' catalog on the Victor Red Seal label.

Horowitz' first LP for Columbia Records presents Vladimir Horowitz was not only acknowledged as an artistic triumph but was the best-selling classical record of 1962 and also appeared on the pop best-sellers charts. The LP Furthermore was a Grammy from the National Academy of Recording Arts and Sciences as did the pianist's second Columbia album, "The Sound of Horowitz" and his third LP containing Debussy and Chopin. Horowitz was thus placed in the unique position of being the only artist in the history of the recording industry to receive three such awards in three consecutive years. His fourth album, "Horowitz Plays Schubert," is currently riding high on the classical charts.

The announcement of his return to the concert stage created an international clamor as it had over 1,500 admirers standing in line, many through the night, waiting for the box office to open. Carnegie Hall was sold out for two days prior to the audience, consisting of many notables in the musical and literary world, con-

conductors, music students and journalists from Paris, Rome, London and magazines around the world. He was greeted by a galvanic atmosphere. The recital appeared on stage and proceeded without a break. It prompted Harold Schonberg of the New York Times to headline his review. "Still Horowitz, Still the Master." In the first half of the recital, Horowitz performed the Bach-Busoni Organ Toccata in C and the Schumann Fantasy. In the second half of the program, he played the Schumann Etude, No. 9 and Poem in F-Sharp, which brought the audience to its feet in a standing ovation and bravos. The recital was concluded with three Chopin works. The privacy of each made these the most significant of the pianist's return for four recitals and 15 curtain calls.

The recital was recorded in its entirety by Columbia Masterworks. Columbia plans to issue it as a two-LP package but no release date has yet been set.

Philly to Tour Latin America

PELHAM, N.Y.—The Philadelphia Orchestra will play 25 concerts in Latin America during the spring of 1964. The five-week tour, from May 10 to June 12, will include the participation of the American Federation of Musicians, the National Symphony Orchestra, and the Philadelphia Orchestra in co-operation with the American Federation of Musicians and the National Symphony Orchestra, and the Philadelphia Orchestra in co-operation with the American Federation of Musicians and the National Symphony Orchestra in co-operation with the American Federation of Musicians and the National Symphony Orchestra in co-operation with the American Federation of Musicians.

Highest Bidder

The highest bid for a one-minute ad in the classified section of the New York Times reached $4,000. The ad was placed by a local newspaper.

Students to Play

With Name Conductors

NEW YORK—One hundred string instrumentalists, aged 16 to 25, will be given the opportunity of playing under baton of four prominent symphonies, participating in the Seventh Annual Congress of Strings. Sponsored by the American Federation of Musicians in co-operation with Michigan State University, on the East Lansing campus, July 22 to Aug. 18, these students will attend as the result of winning community auditions conducted by local musicians' organizations from coast-to-coast.

Howard Mitchell, noted conductor of the National Symphony, Washington, D.C., will make his initial appearance with the "City Strings," as will Symphon Goldberg, conductor of the Netherlands Chamber Orchestra of Amsterdam, which plans a national tour this summer. Also making his debut as conductor of the Dallas Symphony, and Michel Piatigros, conductor of the London Symphony as one of the "Congress" faculty member, also will conduct.

rates for the season, ranging from $130,000 for the 25-concert Friday and Saturday series. Other series will also have increased ticket prices. Individual concert tickets will be sold at the box office, price to rise across-the-board by 50 cents.

BILBOARD, May 22, 1965
HERMAN'S HERMITS — WONDERFUL WORLD
(RCA, BMI)—The edie by the late Sam Cooke gets a strong rhythm revival by the hot English group currently riding the BB chart in 2nd and 7th place! Flip: "Traveling Light" (Alamo, ASCAP).
GMM 13354

SHIRLEY ELLIS—THE PUZZLE SONG (A Puzzle in Song) Al Gallico, BMI)—She's done it again! A bouncy dance beat backs up another well done vocal of a clever gene song lyric from the pen of Lincoln Chase. Flip: "I See It, I Like It, I Want It" (Al Gallico, BMI).
Congress 238

TOM JONES—LITTLE LONELY ONE (Roger)—Currently in 15th place with his Parrott record "It's Not Unusual," Jones has a winner in this rhythm British import package. Check the label. Can't miss! Flip: "That's What We All Do" (Ivy).
Tower 126

MOODY BLUES—FROM THE BOTTOM OF MY HEART (Cheshire, BMI)—To follow up their hit, "Go Now," the group tops it off with another in their string of best-selling, off-beat piece of material, much in the vein of their current hit flip. Flip: "And My Baby's Gone" (Cheshire, BMI).
Columbia 43301

Columbia 43301

THE RONNETTES—IS THIS WHAT I GET FOR LOVING YOU (Screen Gems-Columbia, BMI)—Top ten ballad from the pens of Phil Spector. Carole King and Gerry Goffin serves as a powerful successor to their "Born to Be Together." Flip: "Oh, I Love You." (Mother Bell, BMI).
Poly 2028

BOB MARTIN—DO YOU LOVE ME (Burke, ASCAP)—Big beat country-flavored ballad tops her past successes. This one is a fine lyric and melody penned by producer Harry Martin. Has rhythm and beautifully performed. Flip: "When Will the Torch Go Out" (Bigtop, BMI).
Coral 62452

THE NASHVILLE TEENS — THE LITTLE BIRD (Acuff-Rose, BMI)— Intriguing approach to the John D. Leuveliik folk tune, spotlighted last week as performed by Marianne Faithfull. This outstanding left fielder is the first for the group on the GMM label. Flip: "What You Gonna Do" (Robbins, ASCAP).
GMM 13357

RUBY AND THE ROMANTICS—YOUR BABY DOESN'T LOVE YOU ANYMORE (Highwood)—By far one of their strongest, heart-breaking ballad efforts in some time. Well performed and produced. A gem to top it off with is way to the top of the charts. Flip: "We'll Meet Again" (Highwood-Primary-Bernhardt, BMI).
Kapp 665

THE MARVELLETTES—I'LL KEEP HOLDING ON (Johnson)—This hit follow-up to their "Too Many Fish in the Sea" has a driving dance beat and a strong, soulful, belting vocal. Flip: "No Time Tenor" (BMI).
Skep 31416

DINO, DESEY AND BILLY—I'M A FOOL (Atlantic, BMI)—The sons of Dean Martin, Lucille Ball and Desi Arnaz plus a friend combine to make a swinging, introspective teen dance beat entry with an American English flavor to boot! Solid backing and vocal blend with a hit sound throughout. Flip: "So Many Ways" (Atlantic, BMI).
Reprise 2670

THE STRANGELOVES—I WANT CANDY—a wild, Doo Wop rhythm这首曲子从头到尾都充满了活力! Finish! Dancing, drum dance beat and good vocal work. Flip: "It's About My Baby." Sings 501

COUNTRY

GEORGE AND GENE—I'M A FOOL TO CARE (Peer Int'l, BMI)—LOUISIANA MAN (Acuff-Rose, BMI)—Country chart hit with "I've Got Five Dollars and It's Saturday Night," the winner of Jones and Pinney get an outstanding, smooth riding to the fine country ballad. It has strong pop potential as well. Side flip is a clever, catchy Cajun rhythm number with another top duo performance. Musicor 1097

ERNST TUBB AND LORETTA LYNN—WE'RE NOT KIDS ANYMORE (Sure-Fire, BMI)—With a clever, country-flavored beat backing the pen of Loretta Lynn, this fine combination of talent comes up with a strong hit flip. "Our Hearts Are Holding Hands" (Moss-Rose, BMI), Decca 37193

BOB LUMAN—GO ON HOME BOY (Acuff-Rose, BMI)—First-rate vocal and group work on a well written rhythm number by John D. Leuveliik. Strong Louisiana flavor. Some time. Flip: "I Sang for Your Heart" (Acuff-Rose, BMI), Hickory 1207

CHARLIE WALKER—WILD AS A WILDCAT (Tree, BMI)—This catchy rhythm country roouser should put Charlie Walker right back up on the country chart again. Well performed and produced. Flip: "Out of a Honky Tonk" (Waldenness, BMI).
Epic 7999

IRA LOUVIN—YOU'RE LOOKING FOR AN ANGEL (Open Road, BMI)—With brother Charlie riding the country chart, this makes a strong hit for a solo hit. He gives a fine heart-rendering vocal on a well written country ballad. Flip: "Fool, Sweet Molly" (Central Songs, BMI).
Capitol 5428

STAN HITCHCOCK—BACK IN MY BABY'S ARMS (Tallman, BMI)—Newcomer to the Epic label marked an impressive album debut spotlighted in last week's BB and he now comes up with a winner in a rhythm single which has strong pop possibilities as well. Good vocal and guitar work. Flip: "Thumbing My Way Home" (Window, BMI).
Epic 5902

R&B

SOLONOM BURKE—TONIGHT'S THE NIGHT (Cotillion, BMI)—A powerful follow-up to his "Gotta Get You Off My Mind" hit. Soulful reading and strong support by vocal and rhythm section. Flip: "If My Baby's on a Blue Band" (Maggie's Farm). Atlantic 2288

FENTONELLA BASS AND BOBBY McCURLY—YOU'RE MISS ME OPEN CM (Columbia, BMI)—A stronger entry than their "Don't Mess Up A Good Thing" with hit written all over it. Wailing vocal, driving guitar support from rhythm and pop plop. Flip: "Don't Jump" (Cevihi, BMI).
Checker 1111

MAJOR LANCE—AIN'T IT A SHAME (Curtain & Jatyno, BMI)—Hard-driving blues beat from the pen of Curtis Mayfield with a strong Lance vocal and much pop plop. Flip: "Gotta Get Away" (Margot Jall, BMI). Capitol 54723

COOKIE JACKSON—GO SHOUT IT ON THE MOUNTAIN (Five-West, BMI)—Impressive debut of the Uptown label, subsidiary of Tower Records. A powerhouse of a dance beat from cookie, Cookie Jackson. Stirring performance is backed by a driving dance beat. Flip: "Uptown Jerk" (Five-West, BMI). Uptown 700

SPOTLIGHT WINNER OF THE WEEK

BERNADINE PETERS—Wait Johnny for Me (E.M., BMI). AMERICAN 10667
GEORGE GOODMAN and 410 HEADLINERS—Let Me Love You Tonight (E.M., BMI). AMERICAN 10670
SHARON TANDY—Now That You've Gone (Leeds, ASCAP). AMERICAN 10679

COUNTRY

CLAUDE GRAY—Kindred Bird (Voco, BMI). COLUMBIA 43246
THE RONNETTES—You Can't Roller Skate in a Buffalo Herb (Columbia, BMI). COLUMBIA 43577
JOHNNY DARELL—Green Grass of Home (Tree, BMI). COLUMBIA 43577
LORENE MANN—One of Them (International). BMI.

PAMELA MILLER—Ain Full of Me (Betty Jean, BMI). TOWER 141
JANIE MACK—Crying Again (World International, BMI). RIDE 134
GLIN GARLAND—I'm a Sin Coming On (Painted Desert, BMI). TOWER 764
WILLIE NELSON—Pay Me No Mind (Texas, BMI). SPAR 141
DRAMA WELLS—Meet My Friend, Mr. Heistin (Adams, BMI). RCA COUNTRY 5062

R&B

THE KING BROTHERS—Impassioned Best to Get Me (Chris, BMI). TELLER 100
BRUCE SPRINGSTEEN—CAN'T WORK No Longer (Columbia, BMI). OKEE 7031
JAIME MACHO—DUKE (R&B, BMI). SONGS 761
TRAVIS PHILLIPS AND HIS WONDER BAND—Do the Every Day (RCA, BMI). AMERICAN 10669
KING ARMS AND THE COURTS—(Here Comes the) Real Peper (Les John Fabulous, BMI). CRUSADER 1137
GLORIA PERRY—Can't We Get Together (Ember, BMI). UPTOP 100

MIGHTY CLOUDS OF JOY—Two Wings (Lee, BMI). PEACOCK 2020

SPOTLIGHT REVIEWS POLICY

Every single cover is Billboard's version of the record, and the programming and sales potential is rated within the category. Top spots are given for songs that are expected to do well. The cover lines are printed by record companies in many sizes and shapes. May 22, 1965, BILLBOARD
Ritter to Be A Regular On 'Ole Opry'

Continued from page 3

son of Capitol will fly from the West Coast to cut the session. Ritter has been a frequent guest on the Opry. He has starred in 78 films and early in his career appeared on the New York stage in "Green Grow the Lilies," which was the forerunner of "Oklahoma." He was a student of the American West and in his early years starred on "The Lone Star Rangers" over WW, New York. Other early shows included "Tex Ritter's Campfire" and the "WMBM Barn Dance.

Ritter's home currently is at Toluca Lake, Calif. However, he plans to move with his family to Nashville.

Ritter sings the background music for many of his western films, including "High Noon." Among his best-selling records on Capitol are "High Noon," "Boll Weevil," "Hillbilly Heaven," and "Webster Wind.

Barbara Allen Set For Nugget, Vegas

LAS VEGAS - The Barbara Allen Show moves into the Goldmine Nugget here for two weeks starting June 3. Arrangements were completed last week by Jim Gennini, Miss Allen's personal manager, and Barbara Allen Nugget Bureau of Las Vegas.

Miss Allen guested on "New Dominion House Party" in Richmond, Va., May 15, and will be featured on the "WWVA Jam," in Wheeling, W. Va., May 22. Shiloh Ranch, Dickerson, Md., the afternoon of May 23, and Glen Echo Park, Washington, that night with the Jerry Lee Lewis show.

Lee Pilots King

NASHVILLE, Tenn. - Columbia Records has signed a management contract with Buddy Lee, national tour director for 12 years. Williams Jr. King is co-writer with Merle Kilgore on the million-selling gospel record, "The Mount," his biggest hit to date.

Buck Owens on Tour

DICKINSON, N. D. - Buck Owens and the Buckaroos, recently returned from a European tour, kicked off another tour here last Wednesday (12). Current swing is up with dates at Savannah, Ga., May 18; Jackson, Miss., May 19; Orlando, Fla., May 21; Jacksonville, Fla., May 22, and Tampa, Fla., May 23.

Dick Curless Presents His First LP Release to Billboard's Tom Noonan (right), with Sal Indici, of Tower Records, looking on. Album is titled "Tombstone Every Mile," after Curless' first single which made Top 5 on the Country Single chart. Also in the package is his next single release, "Six Times a Day." Curless hails from Bangor, Me.

Country Issues Five Country LP's, One Pkg.

HOLLYWOOD - Capitol Records salutes country music with a two-month promotion featuring five LP's and one de luxe two LP package, "The World of Country Music.

The four other albums present Sonny James, Wanda Jackson, Patsy Montana and the Lovin' Brothers and the Losers. Records will be added.

The 24-track special LP will be available to dealers on a one-for-one basis. For each LP bought, catalog or new release, dealers may obtain one special LP at a reduced price, noted Bill Tallant, CRC's national sales manager.

Company claims it has pressed over 350,000 copies of the two LP set. Among the merchandising aids for the program is a browser straddling, holding over 24 LP's which sits above the best shelf and acts as a display piece.

Dick Curless' first LP release to Billboard's Tom Noonan (right), with Sal Indici, of Tower Records, looking on.
Tornado Hits Glaser Kin

NASHVILLE—Tompall Glaser and his brothers Chuck and Jim, who comprise the Deccas Records c/d set, Tompall and his Glaser Brothers' property escape the main house. He quoted his father as saying: "All we can do is to make a buyer do and level everything off and start all over again."

Rangers Swing To C&W Music

NASHVILLE—The locally based Rangers Trio, a nationally known gospel group, makes a bold move to integrate western music into their repertoire with the release of their new Charlie Records album, "The Rangers Sing Songs of the Trail and Hymns of the Cowboy."

Reno Page, Rangers guitarist and manager, today: "The album has just been released but we have been singing this western music for appearances for about three years. The only reason we have been doing this is that there has been no unfavorable reaction from our audience.


Page said he is working with various booking agencies to secure various dates which would widen the Rangers' exposure and increase radio play and other non-gospel appearances.

Reeves Auditions For TV Series

NASHVILLE—United Artists c/d, editor, Del Reeves, who last week grabbed the No. 1 spot in Billboard's Hot Country Chart with his "Girl on the Billboard" disk, won out for New York's Televangelist. He could audition for the leading role in a television series. His manager, Bob Yarbrough, said he could not divulge the name of the series.

While in New York Reeves also conferred with UA executives on his album plans, billed after his current smash single.

Last month Reeves was in front of the Warner Bros. executives, playing a featured role in the Nashville-filmed and directed picture, "Forty-Acre Feud."

Watts Unit on Tour in Pacific

FORT WORTH—M. J. (Pappy) Watts, producer and songster of Pappy's Sagebrush Jubilee and Texas Hoe-Down, has taken his Western music troupe for a tour of isolated U. S. military bases within the Pacific area under the sponsorship of the Department of Defense. Accompanying him are Dallas recording artists Jim and Louise Newell and Dallas songwriter Audrey Gordon, who also plays the harmonica and sings.

NASHVILLE SCENE

BY ROGER SCOTT

The movie, "The Forty-Acre Feud," starring Minnie Pearl and Ferlin Husky, has been released. New RCA's "Second Fiddle (To A Steel Guitar)." It was filmed here at the recently constructed Owen Bradley Barn Studio and is now in the editing stage. Producer Bill Pickard, of Pickard Productions, Atlanta, is shooting for a reissue, release, with a possible simultaneous premier in the United States and other major cities.

Talent manager-booker Hubert Long, of the Hubert Long Talent Agency, headquartered in Hollywood, has arranged for a full-scale promotion of the album.

John Talley is resigning as Nashville representative for E. M. Fields, and moving to Taliesin Music Co., which he co-owns with songwriter John Talley. Talley will retain his duties as national and promotion manager for Nashville-based KIC Records.

Cedarwood Publishing vice-president, John E. Dyson, produced a master last week that is in press for Brill and harmonic numbered as one of the rising songwriters, "The Singing Child of Love." Dick features unknown instrumental trio, "T. W. Hill."

The band, with an album record under contract to T. W. Hill, has just finished recording a second album.

TOWNSEND Jackson is setting up a music publishing firm here, which he plans to call "Townsend Jackson."

The book, music and lyrics of the musical comedy, "For Once Then," starring Louise Latham, is now available for New York release. (14) RCA Victor.

"Sing the Music, sir, U. S. Army tape of "Grand Ole Opry" House last fall with Eddy Arnold, Charley Pride, and Flatt and Scruggs. Ernest Tubb, Minnie Pearl, the Jordanaires, the Stoney Mountain Cloggers as guests. Show airs May 25th. (14) RCA Victor, Capitol release May 31. "Willa Wiry" is playing "Brick in the Fiddle." The show is being syndicated for Dallas, Miami by United Press.

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"Sink the Jackson," their home town, Nebraska, is making an emergency trip to their home town, Spalding, Neb.

They rushed to their aid their parents, who had to be rescued by a string of torpedoes which ripped through Central Nebraska last weekend (5).

Tompall said the twisters leveled everything on their property, except the main house.

He quoted his father as saying: "All we can do is to make a buyer do and level everything off and start all over again."

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

BILL MOSS, WYCO, Columbus, Ohio
T.D. Moss, "Simple Song," is a strong record with a soulful arrangement. It features great vocals by T.D. Moss himself.

WILLIE McINTYRE, WLW, Cincinnati, Ohio
"Just because you're in love" is a beautiful slow ballad featuring the soulful vocals of Willie McIntyre. It's a great addition to your playlist.

TOM REED, WSW, Kansas City, Mo.
"That's the way I feel." This record features the soulful vocals of Tom Reed, who delivers a powerful performance.

NICKIE LEE WANG, Miami
"Baby's Coming Home." This record features the soulful vocals of Nickie Lee Wang, who delivers a powerful performance.

GEORGE TRENDAH, WWJ, Detroit, Mich.
"Sinner's Prayer." This record features the soulful vocals of George Tredah, who delivers a powerful performance.

Bill Moss, WYCO, Columbus, Ohio
"Simple Song." T.D. Moss's voice is captivating in this soulful record.

Willie McIntyre, WLW, Cincinnati, Ohio
"Just because you're in love." Willie McIntyre delivers a beautiful performance in this slow ballad.

Tom Reed, WSW, Kansas City, Mo.
"That's the way I feel." Tom Reed's soulful vocals give this record its charm.

Nickie Lee Wang, Miami
"Baby's Coming Home." Nickie Lee Wang's soulful voice is featured in this record.

George Tredah, WWJ, Detroit, Mich.
"Sinner's Prayer." George Tredah sings this soulful record with passion.

Merrick Takes A Dim View

Continued from page 18 with tactics and strategies from the local jazz scene. He is a master of the percussive elements in his music, creating a powerful rhythm section that complements his vocals.

B&W, D.C., BREAKOUT!

BY LOU HASTINGS

"Second Hand Love"

By Diana Tyler & Nat Brown

JAMECO RECORDS, INC.

15919 S. Independence Blvd.

BILBIO, Wed 22, 1965

Mr. Freeman is a true jazz legend, whose music continues to inspire many artists today.

Merrick's unique style of jazz makes him a standout performer in the genre, and his contributions to the music world are immeasurable.
**A-S Bows Tape Pre-Packs**

**AUDiO SPectRum** is introducing two new tape pre-packs of 12 tapes each along with a decks, record player and tape recorder to assist the complete line for their customers. The pre-packs include the 24 best selling tapes in Audio Spectrum's catalog.

**Coffee Bar & ‘Sit-Down’ Selling Click in Denver**

**By Rob Latimer**

Denver dealers are attracting customers at the new Record City store while the city's best record store is experiencing a lean period. Martin Goldfarb and Craig Howerton, respectively, might have pleased many segments of the record market with their clever layout.

First, because they believed that many customers don't enjoy "serving themselves," provisions were made for comfortable sit-down selling in a large coffee lounge, at the rear of the store. Here customers can relax over a cup of coffee, discuss their music wants and listen to disks on a concealed player alongside the coffee table.

When a customer is relaxed, comfortable and enjoying himself, he is a lot easier to sell to than he is when he is browsing through self-service racks, and getting no personal attention at all.

Equally unusual is the "Bargain Room," in another section of the main store. All merchandise carries a flat price of $1.99 for most records, $2.99 for stereo. Goldfarb and Howerton, both with long experience in two previous Denver record stores, feel that they will be able to...

(Continued on page 40)

**Tape Splicing Kit's Unveiled**

**NEW HYDE PARK, N.Y.** — A complete line of tape splicing and editing products known as **EDITalk and EDITubs** are being introduced by Elpa Marketing Industries here, sales outlet for the Talk Splicer.

The EDITalk is a patented tape recording kit which can be fastened to a tape machine (or without the use of screws) for splicing standard 4-1/4 in. tape. The EDITubs are for fastening the tape together.

The EDITalk KP-2 editing kit contains an EDITalk block for splicing at 45 RPM and a special set of each EDITalk, a marking pencil, demagnetized razor blade and instructions. Retail price is $3.95. Additional EDITalks are sold in packages of 50 for $1.50.

May 22, 1965, BILLBOARD

**Promotions From Art Displays To Clinics Boost Jenkins Sales**

**By Beverly Baumer**

**WICHITA, KAN.** — Continuous promotions ranging from art displays to music clinics are attracting the largest volume at Jenkins Music Co., here, according to W. O. Carlander, manager. Jenkins, headquartered in Kansas City, Mo., and maintaining 11 stores in Kansas, Missouri and Oklahoma, is one of the largest music retail organizations in the world.

One sure-fire sales booster is to have manufacturers join Jenkins employees to give instruction on the various musical instruments they supply.

The company supplies some 3,000 schools in the Midwest with instruments, instruction books, and sheet music. Jenkins stores also maintain departments in radio-phonograph-television, high fidelity, records and tape recorders. Its sheet music division in Kansas City operates on both wholesale and retail levels, with orders going to customers all over the world.

School Business

"School business is a large part of our business," said Carlander. "To reach the school group, we offer students an opportunity to audition themselves on an option type program in which $10 is paid per month with the option of returning the instrument at any time. If the student goes ahead with the instrument, the parent is given credit for the amount paid in toward the purchase price."

**Manager of Jenkins' Wichita store is W. O. Carlander, shown here with a display of art work which he says is a big sales stimulant for musical instruments.**

**PENNY SALE TO MAIL LIST BIG CUSTOMER DRAW**

**Albuquerque, N.M.** — Periodically staging a "1¢ Sale" on 45 RPM EPs on a "crazy" basis has proven a powerful goodwill builder for K & B Music and Appliance Co., here, according to Betty Laymon, record buyer.

Miss Laymon stages the sale whenever she has an accumulation of slow movers or has made a special purchase. The offer invites the purchase of one EP album at $1.29 with a second one at 1 cent.

The 1-cent sales are advertised by direct mail. The customers are assured that the disks are being offered to them alone and that no other advertising is being used.

A half dozen such events have been complete sellouts. The store has sold as many as 300 records, often half on the first day following the announcement.

A huge translucent plastic billboard, across the wall of the store reminds customers of the sale. The sign stays up as long as it takes to move the merchandise—usually less than a week.

**Distributor's Corner**

**Billboard**

**51**

**39**

Copied right material
The Monster Market—A Second Report

Wichita Youngsters Want Varied Items

By BEVERLY BAUMER
WICHITA, Kan.—Monster charms have reached their peak here but still are going “pretty good,” according to Ed Mucken- thaler, local bulk vending dis- tributor.

“We’re missing monsters with

thaler, here good,”

BULK VENDING news

WICHITA CUSTOMER: going for globs...

other items now, such as shrunkn heads, worms and spiders and we find this greater variety appeals to more chil- dren,” Muckenthaler told Bill- board.

“Monsters have been the big- gest items in bulk vending this year, but haven’t gone over like trolls did. And monster sales have dropped in the past month,” Mucken-thaler observed.

“We’re now concentrating on

WILL MONSTERS KEEP MOVING?

Will the demand for monster merchandise evaporate suddenly sometime this summer? Or would the operator be wise to stock up heavily on the current kiddles favorites? Billboard asked trade trend-spo-ters in eight major markets these questions and got many answers. In an opening survey installment last week, Billboard reported a steady but un spectaculude interest in monster product in Chi- cago; a solidly increasing de- mand in Denver. This week Billboard looks at the Wichita, St. Louis and Mid-South mar- kets. A concluding report will appear next week.

Indianapolis, Ind.

St. Louis: Monsters No Match for Trolls

By EARL PAIGE
ST. LOUIS—Monster charms are strong but they are not as yet dominating the St. Louis market, according to Samuel J. Phillips and Earl Veatch, who head up the area’s primary bulk vending distribut ing operations. Phillips, in response to Bill- board survey enquiries, said that he believed monster charms have still to reach a peak here.

“We’re moving a lot of the Monster Creatures in Capsule Mix,” Phillips stated, “and the Rat Fink is another big item with us, as are the Adam’s Famil- i ty series. But,” he added “these Mini Disney-Kings are very big with us, as are the Eppy Pop- it Birds.”

Veatch, of Central Distrib- (Continued on page 42)

IRVIN KATZ:

Monsters are moving

IT IS SHOW TIME AGAIN!

All bulk vending operators are cordially invited to attend our Annual Spring Display of

WHAT’S NEW IN BULK VENDING

Time—Saturday, May 22, and Sunday, May 23, All Day Place—Parliament House—Hospitality Suite, Room 202

400 South 20th Street, Birmingham, Alabama

We will display the latest in Vending Equipment, Snacks, Gum, Candy, etc.

REFRESHMENTS

DOOR PRIZES

Registration at Show—Drawing 3 p.m. Sunday, May 23

BIRMINGHAM VENDING COMPANY

Distributors of Coin Operated Machines Since 1931

400 SECOND AVE., NO. • BIRMINGHAM, ALABAMA

MAX HURVICH

ALBERT E. TORANTO

Harry Hurvich

May 22, 1965, BILLBOARD

308 Oceanide, New York

308 Oceanide, New York

MME MANDELL

SALES AND SERVICE CO.


NORTHWESTERN

IMMEDIATE DELIVERY

VICTOR

VENDORAMA

VENDORAMA

SCRIPTO PEN

VENDORAMA

NORTHWESTERN

SALES AND SERVICE CO.

WRITE FOR BEAUTIFUL ILLUSTRATED

CIRCULAR AND PRICES.

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CIRCULAR AND PRICES.

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PHOTOGRAPHIC ARTS, JUMBO GUM.

PHOTOGRAPHIC ARTS, JUMBO GUM.

BEAUTIFUL—PREPARED TO DRY.

BEAUTIFUL—PREPARED TO DRY.

JIMMIE MARCH

MARCH

JIMMIE MARCH

MARCH

HEADQUARTERS

113-520 N. 15TH ST.

HEADQUARTERS

113-520 N. 15TH ST.

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113-520 N. 15TH ST.
Crisman to Attend May 29
Southeastern Vendors Meet

CHARLOTTE, N.C.—National Vendors Association President Paul Crisman has accepted an invitation to attend a meeting of the Southeastern Bulk Vendors Association here May 29.

The invitation was extended by Lee Smith, SBVA president.

NVA director and partner in Southern Acorn Sales here, Crisman said that the visit will be his first with the Southeastern group, which recently expanded its 10-member board to include representatives from the Carolinas, Georgia, Florida, Tennessee, Alabama and Mississippi.

According to Smith, a request for affiliation with the SBVA was received from the Kentucky Trade. A representative from the Bluegrass State is expected at the meeting.

"I am planning to visit several regional and national groups this year," Crisman told Billboard. "I want to build NVA membership and establish a closer relationship between the national and regional groups."

Other associations Crisman said he would like to visit are the new-bred Iowa-Nebaska group and the New York City vendors organization. Jerry Summer of Service Vending in Omaha is organizing the Iowa-Nebaska association.

NVA directors Carmen D'Angelo of Boston and Bob Guggenheim of New York, with NVA membership chairman Leo Leary of New York, were apparently catching on the SBVA meeting.

At the meeting, which will be open to members, prospective members and their wives, listeners will be discussed. Smith said. Among the subjects to be brought up, he disclosed, will be the issue of granting machinery ownership to associations for convenience in paying local property taxes.

"Large operations, with machinery in several States, find it impossible to register their equipment with all local authorities," Smith explained. The system he outlined for SBVA members has the approval of both businesses and tax officials.

The meeting will be held in the Stark Restaurant here, beginning at 4 p.m. Dinner will be served at 7 p.m.

Monsters Gain in Memphis

BY ELTON WHISENHEMI

MEMPHIS—The monster capsule vending item is apparently catching on in Memphis and Mid-South operators.

The Memphis Advertising and Distributors, R. Thomas of Vendors Distributing Co., reported last week that monster sales are "selling right along with other capsule products."

Thus the monsters, which Thomas has had in stock only two weeks, looks like this is written, could catch on and prove to be one of the most popular items this summer in this area where he is specialized.

At the same time, however, Thomas plans to market the Pepsi charm line, has tied up exclusive right to sell Vending Sales machines.

sales, the ABC-Paramount recording artist who is one of the nation's hottest recording artists, is currently enjoying a national charting hit, which includes the full treatment from Life magazine.

Production is in production on 25 different Soupy Sales buttons, showing the artist in the characters in the Soupy Sales product. The Soupy Sales saying, "Keep on giving Soupy Sales sayings."

The buttons may be vended in bulk or as capsules. They are in production, with the first shipments going to distributors this week.

the most popular items in this area this year. After this year, the item was on a national scale.

"Big is a hot item for the whole industry. No single item has sold as well as it did," said the other monster item.

Large best selling items for Wilkie now, and a few others operators spot-checked in a Billboard survey.

are the aforementioned bird, rings, toys, toots, magnets, dogs, cats, and various animals, miniature pocketknife, metal rings, and other metal items.

None of the operators interviewed think monster items will sell as well as the whole or the big or the big products that were also big hits last year.

St. Louis Monsters

Continued from page 41

The operators observed that the monster charms are just now gaining momentum locally.

Growth Period

"We're in the middle of another tremendously good period this season," he declared, "and no doubt the monster charms are part of the reason. But so far I have to say that monster products have been a spectacular as the bowels."

"Monsters are big with us, all right," commented operator Ivan Katz when asked how monster charms were moving in his machine. "But like all other bulk items, monster merchandise has a lot to show for their efforts."

"We're moving a lot of monster products," Katz reported, "and the trend is to keep on as we try to make our machines look distinctive.

"If my promotion displays to specialized items, rather than dumping a lot of various charms into one set of machines," Katz said, "the same principle applies to monster merchandise."

YOU COUNT MORE WITH OAK

WRAPPED GUM VENDOR

This new concept in vending dispenses paper wrapped merchandise without sticking. Think of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Mold machines, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and completely sealed out moisture. monsters troubles-free operation. Oak's wrapped gum vendor measures 16½" high, 8" wide, and 8" deep. Wts is 7½ lbs.

1 of 9 Los Angeles

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vending Machines, as well as other Northwestern machines.

NAME

COMPANY

ADDRESS

CITY

Fill in coupon, clip and mail to:

KING & COMPANY

210 W. Lake St.

Chicago 1, Ill.

Phone: RT 1-3328

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Georgia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Packed Candies; 1 Hersheys 320 count and 500 count Candy Coated Fruit Chewers, Coin Wrappers, Stamp Folders, Sanitary Napkins, Total Supplies, Nestle Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vending. Write to King & Co. for prices and our new 12-page catalog.

New Multi-Colored MONSTERS HEADS

This is what's on every kid's mind when he gets a box or pack. Packed 1000 per bag with 10 displays.

$9 PER THOUSAND

In capsules

250 per bag with display cards. $4 Write for samples, get our mailing list after 13 years at the business.

MODERN COIN MFG. CO.

103 MEADE AVE.

Phone: Area Code 313: 381-3235

ANNOUNCING

the first and newest NORTHERNWESTERN

NEW VICTOR 77 GUMBALL VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Get cash every time a customer puts money in the machine. Catching attention with an eye-catching display. Assures fast payback. Assist in increasing sales. Available in a variety of colors. Sizes: R-1, J-1, V-1, V-2, V-2-C.

V-1 and V-2 machines can be used with 7¢, 10¢, 25¢ or 50¢ coin receivers. Sales take place every time coin is inserted. Nestles, Candies, Candy Bars, Gum, Potato Chips, Candy, etc.

PRICE $39.00

FREE-MAIL THIS COUPON
to GRAFF VENDING SUPPLY CO., Inc.

1300 S. 10TH STREET

DALLAS 7, TEXAS

Please rush me complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vending Machines, as well as other Northwestern machines.

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Fill in coupon, clip and mail to:

BUTTERMAN & SON

2247 N. 20TH STREET

Omaha 3, Nebr.

Phone: 502-7301

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Georgia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Packed Candies; 1 Hersheys 320 count and 500 count Candy Coated Fruit Chewers, Coin Wrappers, Stamp Folders, Sanitary Napkins, Total Supplies, Nestle Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vending. Write to King & Co. for prices and our new 12-page catalog.
**Seeburg Makes Speaker Offer**

CHICAGO—Seeburg is tying its entry into the record and publishing businesses with an unprecedented merchandising package on equipment.

Operators buying a Seeburg 480 console phonograph and leasing a set of the firm's Rec-O-Dance discophones at list price will receive at no cost a pair of the firm's DDSI giant console speakers, or a pair of newly introduced wall speakers.

The phonograph carries a list price of $1,685, the record an annual leasing fee of $60, and the speakers a list price (from Seeburg) of $800.

**Advertisement**

Perhaps even more unusual is the fact that this is the first time a coin machine manufacturer has put a publicly advertised list price on a piece of new equipment. Such prices have traditionally been discussed only by individual distributors.

Seeburg has been announcing its deal at some 48 individual open meetings around the country and will hike its further through direct mail.

NEW SPEAKERS introduced by Seeburg are visible on shelf behind Murphy at podium in Brube Distributing Co. showroom.

The wall speakers were introduced to supplement the firm's giant floor models. They are smaller but comparable in quality, the firm said.

Seeburg has also put a new face on its Mustang phonograph and has tagged it the Discophone Jr. The Mustang was originally introduced by the firm last fall as an economy companion to the giant 480 console.

Operators can lease discophono stereo 45 singles for the Discophone Jr. machine for $40 a year. The fee covers an initial issue of 10 singles with replacement every 90 days.

Seeburg's stereo 45s are dubbed Rec-O-Dance, just as the 33 little LP discophones. Both the 45's and 33's are available in several categories: pop, test, rhythm and blues.

**Help COPPS**

Seeburg said it is offering its merchandising package of the 40 phonographs, records and speakers to add strength to the Coin-Operated Phonograph Performance Society (COPPS).

The COPPS concept was introduced by Seeburg last week (Billboard, May 11). It is the juke box industry's own performing rights society which operates could use to bargain against ASCAP and BMI.

Seeburg indicated its merchandising deal is being offered on a temporary basis—perhaps 60 days—but could be withdrawn any time. A limit of five phonographs per operator has been set.

**New Ohio Operating Firm Established**

CANTON, Ohio—A new firm, Liberty Vending, Inc., has been established here, with Pat, Sam and Rocco Ferruccio as incorporators. The purpose clause of the charter issued by Secretary of State Ted W. Brown states the firm will lease and operate music machines, music boxes and machines of all types.

The firm is located at 401 High Avenue, S.W., here.

(Continued on page 46)

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**Gordon Differs With Copyright Strategy**

CHICAGO—Seeburg Corp. President Jack Gordon, speaking strictly as a vendor industry observer and not as a Seeburg official, told area businessmen last Thursday that he believes the music operator has been taking a weak approach in his fight to retain the coin-operated phonograph royalty exemption.

Gordon's parliamentary remark came in a speech announcing Seeburg's entry into publishing, recording and performance rights society enterprises. "I want to be quoted on this as Jack Gordon, and not as a member of the Seeburg organization," he said, and declared:

"I support to the fullest the Music Operators of America, for they are fighting the copyright battle. But one of the things I have learned is that we have been approaching Washington as small businessmen about to lose our livelihood, when in fact we should be taking a position of strength."

Alluding to the coinage threat to the business, Gordon said the support of 150 operators that National Automatic phonograph operators and MCA united and "talking big to the Treasury," called this an attempt by the Treasury to stop Washington officials the fact that a coinage-free world would be adversely affected by the wrong decision on coinage. "If the Treasury look no," Gordon declared.

Then, speaking again as a Seeburg official Gordon told the operators that the new "Seeburg-ASCAP-TIME Coin-Operated Phonograph Performance Society" (COPPS) would lead "bargaining strength" in the industry's tussles with ASCAP and BMI.
INTERNATIONAL news reports

Northwest Operators Treated To South-of-the-Border Spree

By SAM ABBOTT

ACAPULCO, Mexico — A party of 88 operators and their wives who participated in the sixth annual Wurlitzer Adventure Program were treated to a sight-seeing tour of Acapulco by Northwest Sales Co. of Seattle and Portland.

Northwest picked up the tab for air transportation and hotel accommodations for five days at a swank hotel here. Guests came from Alaska, Washington, Oregon, Idaho and Montana.

The idea for the hosted trips originated with Ren W. Pepples of Northwest Sales in Seattle, along with Marshall McKee, Northwest Sales executive of Portland, and his wife, Alice, who arrived here last Thursday to complete arrangements.

In 1963, Northwest hosted its customers to a champagne party and buffet at the Seattle Space Needle. There were 140 guests.

Last year, Northwest invited 157 operator guests to an Hawaiian Luau in connection with the convention. The promotion for the Adventure trips is handled by Pepples, who suggested the idea, and Company sales territory covers five time zones—Mountain, Pacific, Yukon, Alaska, and Bering Sea.

Pepples keeps his customers informed of the contests through a series of bulletins. For instance, one report pointed out that the Los Brisaas hotel here has 100 swimming pools and your taxi driver (and pool) is reserved ... if you've entered your order for the three 32900 Wurlitzers. Ten participants in the contest were unable to make the junks, but are eligible for the "door prize" of a Grand Prix. (For names of many of the manufacturers, see "Coinmen in the News.")

New Name & Address for Patterson

CINCINNATI — Effective in 1, TV, Patterson Distributors will be officially renamed Patterson International, Inc., at 2379 W. Kemper Rd., Cincinnati, Ohio 45206.

Conn. Ops to Meet

HARTFORD, Conn. — Connecticut operators will discuss the proposed state Gambling Act and a pending bill in the State Legislature which would tax slot machines. The meeting, called by the Music Operators of Connecticut, will be held at MOC headquarters Thursday (20) evening.

Junket at W. Coast

HOSTING MEXICO JUNKET were Marshall McKee (left), Portland Northwest Sales Co. executive, and wife Hazel. Here shown at the Western Airlines counter at Los Angeles International airport.

Japanese Hold 3d Vending Conclave; Show 100 Models

TOKYO — The Japanese Automatic Merchandising Association recently held its third automatic vending machine show in Tokyo, with 23 Japanese manufacturers exhibiting nearly 100 machines. New designs of electrically operated machines were featured.

Most popular were several ticket vending machines used in selected locations. Others were machines vending chewing gum, cigarettes, chocolate, cake, soap, coffee, milk and ice cream, and even "sake," the Japanese rice liquor.

According to a survey conducted by the Japan Automatic Merchandising Association, 30,350 machines are densely populated, department stores, restaurants, hotels, and liquor stores are constantly crowded and vending machines mounted in such places are enjoying tremendous sales.

DON'T BE A 'SQUARE' ABOUT 'ROUND' POOL!

First, what is pool?

Pool is a game of developed skill, based on geometric shapes and angles. (Sailed simply ... mathematics!)

Can a pool table be circular in shape?

Well, it's been tried several times in the last century. Too bad it never worked. And too bad that some people are still trying to build a "round" table. Even with "sector zones" and multiple dots, a circular table won't work as a game of developed skill. (Mathematics, again)

Is Elliptipool® circular?

Not by a couple of important inches! Elliptipool is slightly longer than it is wide, some might describe it as "oval." But our educated engineers insist on "elliptical."

Why does Elliptipool® work as a game of developed skill?

For the answer to this and other questions, read

HOW TO PLAY ELLIPTIPool®

an illustrated booklet that tells you not only how Elliptipool® is played, but also how it works and why it can make money for you. Available now for your postage paid, plus a BONUS CERTIFICATE worth $5 for the purchase of an Elliptipool Table.

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BELGIAN TRADE SMOOTHES GOVT.

Relations With Monthly 'Bourse'

BY OMER ANDERSON

BRUSSELS — There is strong self-interest among European coin machine trade organizations to keep both the public and the trade informed.

In West Germany, the trade projects an image of malcontent incessantly embattled with the authorities and OEMA (West German National Coin Machine Operators Association) over alleged discrimination.

In Italy, the operators complain they are being persecuted by the authorities, notably as concerns the ban on pinball machines.

In France, the operators grumble about import restrictions, high taxation and licensing fees, and the like are constantlyMounting and the machine cannot compete because of the hostility toward American equipment.

Different in Belgium

But in Belgium it is all different. Here the trade has vanquished vendettas with the authorities over fiscal wrongs, real or fancied. The Belgian operator prides himself on being honest, (for a businessman) second an operator.

The result: no place in Europe is more friendly than Belgium to coin machines. The reason, according to the European Coin Machine Association, is that taxes here are low, and the operators are the only ones who are running the coin machine trade here.

The bureaucrats are people too, and bureaucrats and businessmen have to live together, and we try to find practical ways to co-operate.

One way is to support, instead of oppose, taxation (on the premise it is wiser to bow gracefully to the inevitable), and Union Belge de la Automatique (U.B.A.), the Belgian trade organization, co-operated with the Ministry of Finance in writing a model coin machine tax law.

Monthly Bourse

Now, U.B.A. is attracting attention in trade circles throughout Europe with its unique (for the European trade) monthly "bourse." This is a coin machine version of a Rotary Club luncheon, Operators, distributors, and manufacturers pay host at a monthly luncheon, to government officials, foreign diplomats, and other allied trade personnel.

New equipment is displayed and trade problems are shown open to discussion. The luncheon is called a "bourse" because, says U.B.A. President Henri De Vroey, they intended to promote an exchange of ideas and viewpoints.

They are informal, related affairs at which everybody is encouraged to enjoy himself. Belgium government officials, for example, are not only able to engage in give-and-take discussion with the trade, but the officials also obtain a first-hand knowledge of operating equipment and the demonstration at the monthly luncheon.

Top Officials

A recent, typical bourse was attended, among others, by De Vroey; M. R. Fels, official whose commission has charge of tax affairs; and A. Ampe, chairman, and leaders of the allied trade organizations.

Equipment displayed and demonstrated included two new Gottlieb pinballs, Kings and Queens and Skyline, and a

Bangkok, Thailand—Bartholomew, Smith and Son, Inc., have announced that the firm's San Francisco office, with Gary Silgund, has received a contract to supply Bangladesh with a new branch office.

SMITH SMITHSONIAN, Bangkok (right) examines a line-up of Wurlitzers exhibited in the firm's San Francisco office, with Gary Silgund, who has established the Thai office of the Smithsonian on a world tour, taking in the West Coast, Chicago, New York, London, Paris and Rome. He reports "good business—but tension" in the Far East.

(Billboard staff photos)
Arkansas, once threw offer the burg some concept Performance 100 England: DANCERS Seeburg Jarocki A. Two—not like discotheque manager STAN a Cordova, Arkansas. Jarocki’s record was a Dyke a Seeburg, which was recorded and after a programme, a smaller record. Jarocki was priced $60, and was turned to a discotheque manager of Seeburg’s contracts, but COPPS would also be leased by Seeburg’s publishing firms, but COPPS would act as licensing society. Seeburg’s method of operation is spelled out in sub-lease arrangements now in effect for the “Rec-O-Dance libraries,” he firm’s discotheque package. Generally the contracts are drawn up to ensure that the records, which are leased, are played only on equipment which meets certain specifications. These specifications, spelled out in detail, are met by the Seeburg console juke box and by the firm’s new speakers. Actual procedure with the new Seeburg copyrights will follow that of the Rec-O-Dance library, with the distributor leasing from Seeburg, the operator paying a rental fee to the distributor, and the location paying a rental fee to the operator. Operators are forbidden to sell the records or reproduce the copyrighted music in any form. They are also forbidden to use the music in background systems, including central studio leased telephone lines or AM/FM radio.

A key clause of the distributor-operator contract provides that “During the term of this agreement no music performance licensing fees will be charged on music copyrights owned by the Seeburg Music Publishing Co. irrespective of possible changes in the copyright law pertaining to coin-

(Continued on page 48)
Virginia Cities Are Levying Sales Tax

RICHMOND, Va. — With adoption of a 3 per cent State sales tax looming as likely when the legislature convenes next January, various Virginia cities are instituting temporary 2 per cent sales tax levies of their own. The municipal tax will reportedly be removed when and if the State tax bill is passed. The cities' 2 per cent—eventually the State's 3 per cent—will not apply to coin machine purchases of 15 cents and under, veteran Virginia Coleman Jack Ben told Billboard.

Seek Exemption

The State trade association, the Music Operators of Virginia, has been working for an exemption of all purchases of 25 cents and under.

Missouri Meetings Draw Big Crowds

By EARL PAIGE

ST. LOUIS—The curiosity of coin machine people over Seeburg's entry into the record business was well in evidence at operator meetings here last week.

At Kansas City, Mo., Sutherland Distributing Co. was host to over 50 operators in a 2 pm session at the Sheraton-Palm, where Seeburg's Ed Blakens- becker conducted the meeting. Buddy Lutie from Williams Manufacturing Company was also there as was host Dave Sutherland; his brother Bill, who hosted another meeting that same night at the Oklahoma City branch; and the entire Sutherland staff.

Over in St. Louis in what was also a well-attended meeting, Seeburg distributor Lew Ruben here, more than 60 operators from all points in the territory showed up for 8 pm session held at the Hotel Childe where Seeburg's Robert Daily held forth.

Also there from Seeburg were J. McClelland and Chuck Gates, with Des Moines Seeburg distrib- utor Phil Moss and Chicago World Wide's Nate Feinmann journeying in for the session. In addition to the local L&R Di- stributing Co. staffers, Ed Feld- man of National Receptor and C. James Spalice of the Man-chester Bank here were also in attendance.

Seeberg Holds School In Heart of Charlotte

ED HUSKEY HAS A RAPT AUDIENCE as he strips down a Seeberg component 4, a pass down hosted by the Southeastern Vending Corpor- ation at the Heart of Charlotte (N.C.) Motor Inn last week.

The session covered the full Seeberg line of vending machines.

WANTED

Mechanic for Juke Box and Amusement Games

Must be experienced. Excellent op- portunity and good starting salary for right kind of worker, experienced and honest men.

Give references. Call, write or wire.

PURVEYOR DISTRIBUTING CO.
4222 N. Western Avenue
Chicago, Ill.
Phone: 2U-8314

ALL MACHINES READY FOR LOCATION

Daily Bank Roll . . . $ 65.00

(like new) $55.00

Gottlieb Miss Americana . . . 295.00

Gottlieb Liberty Bell . . . 42.50

Gottlieb Noah's Ark . . . 255.00

AMT Continental I . . . 325.00

AMT 200 Solid Wall Box . . 35.00

Seeburg 3 . . . 75.00

Seeburg 2/4 Wall Box . . 12.95

Seeburg 200 Solid Wall Box . . 35.00

Seeburg 450 . . . 625.00

Seeburg 450 Wall Box . . 19.50

Call, Write or Cable.

AL HIRT receives his duplicate trophy for Most Popular Juke Box Artist of 1964 from Music Operators of America officials Fred Granger, Glen York and Lou Carleo. The trophy originally went to the artist's recording, "RCA Victor, at MGM," at last year's AHA convention where he said he would like a duplicate. The presentation was made during a Hirt concert in Chicago last week.

Shows New Phono, Discs, Extras

Continued from page 43

may be played. A similar mes- sage is carried on an illuminated front panel.

However, if a customer should make a non-discophone selec- tion, the coin will be accepted and the time will be played when the machine is switched back to regular play.

Speakers Sold Separately

The Wurlitzer speakers are being made for the firm by Utah-Heritage and are designated Utah-Heritage III models. Each speaker unit is priced at $45 each. Operators may buy these direct from the company.

They measure roughly three feet by two feet by two feet and have eight cones with a black front grill.

From Wurlitzer, operators buy all other parts of the dis- cotheque package including the photograph and posters.

Each of the Wurlitzer wall panels shows a different figure demonstrating a different dance. A total of 12 dances are repre- sented.

Arthur Murray Dancers

Arthur Murray dances are being utilized by Wurlitzer to kick off its discotheque program around the country. The Arthur Murray theme has already been used by the firm in promoting its discophone line LPS.

Customers can hear one side of a 45 record for 25 cents, two sides for a half dollar.

Wurlitzer is putting great emphasis on the fact that its rec- ords are being sold outright to operators, unlike the practice of a competitor which is leasing them.

Wurlitzer is charging $50 for a package of 10 discs. A. D. Palmer, Wurlitzer director of advertising and sales promotion, said that the firm's initial order of 1,000 records has been vir- tually sold out already. Wurlitzer is selling the discs through its distributor organization.

More Records

Palmer said the firm would check with its distributors this week on whether more should be ordered. He said Wurlitzer was in a position to release new product within three weeks.

Although Wurlitzer owns the masters on its discotheque al- bums, Palmer said Wurlitzer has no plans to go into the rec- ord business—just make products available for its jube box custo- mers until the record companies start supplying Wurlitzer's own discotheque records.

Palmer noted that Command, Kay, and four other firms had already dis- tributed discotheque albums and that Golden Standard was about to come out with its first cdw discotheque LP for juke boxes.

Price of the discotheque 2900-8 phonograph is just slightly higher than the pre- former. Palmer said. Price of the entire discotheque pack- age depends on specifically what items the operator was select- ing.

NEW YORK — Starcraft, manufacturers of a record vend- ing machine, will offer a higher number of types of merchandise vending units, is moving its national sales offices from New York to Closter, N. J. The new quarters will include display space, offices and ware- house room.

Starcraft reportedly has some 500 units of its record vender on location throughout the U. S. and has named some half dozen coin machine distributors (Billboard, May 15).

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP'S

Pop Vocal

Ray Charles—Live in Concert.......................... ABC-Paramount

I Gotta Women—Part I.......................... I Gotta Woman—Part 2

Marge.... Baby, Don't You Cry.......................... Hold On Hair

Fats Domino—Getaway With Fats Domino—ABC-Paramount
When My Drums Come Home.......................... Wigs—Kansas City

Marry The Break Hill.......................... The Girl I'm Gonna Marry—Ballin-

the Jack

Jazz

Lionel Hampton—You Better Know It!............ Impulse

CueTAPE OF SWEETHEARTS................. TASTE OF HONEY

Parade--Pick A Rib

BILBOARD, May 22, 1965

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Ameri-...
Find Discotheque Gold in S.F. Hills

By GODFREY LEHMAN

SAN FRANCISCO—There's gold in them discotheque hills but like the stuff which lured the Forty-Niners here over 100 years ago—how you've got to go out and get it.

That's the consensus among operators here who have given the new "Go-Go" craze a try. Discotheque can literally make the dead—a dead location, that is—and this in a big ICF the operator installs it properly, and perhaps most importantly, promotes it properly.

Some Disillusioned

Those operators that do it apparently believe that discotheque promotion are reaping some impressive benefits. Those that aren't are disillusioned.

Take an operator in suburban San Francisco who prefers not to be quoted by name. He installed four different discotheque machines and has since taken two out.

The locations were "quality taverns," but the operators decided to try discotheque in business did not materialize.

The location owner accepted the discotheque installation because of the sound and he wanted to try something new. When business didn't improve substantially, he wanted out.

No Promotion

However this same operator told Billboard he based on how the location owner decided to promote the discotheque installation. The point-of-purchase material supplied by the phonograph manufacturer was not used. Nor was anything else done to call attention to the setup.

Another operator told Billboard his business is "burnt out" with the point-of-purchase material being offered by the manufacturers.

"The dance banners have to be illuminated," he complained, "and most places have no place for blacklight or posters."

A New Look

On the other side of the coin though is an operator like Woody Mathews, president of Peninsula Vending Company, Monterey. Woody opened the long-closed Don Room in Monterey's San Carlos Mall with a Rowe-AMI discotheque installation that has given the entire hotel new life.

The hotel never had room for a coin-operated discotheque before, but is now very pleased with results.

"The difference lies in promotion." Woody was out there pushing from the start. He hired two professional discotheque dancers to demonstrate the dances to the customers. He sent invitations to 300 tavern owners to attend the opening. He advertised the installation on a local radio station. And he encouraged friends with dance ability to come into the room and display their talents.

Mathews' touch also proved successful at the Capri Lounge in neighboring Seaside where location owners plus all the other Rowe promotion material helped draw big crowds.

Hired Instructors

Harrison M. Terry, Richmond, is another enthusiastic discotheque user. Terry has placed seven Seeburg 440 machines in local taverns and reports close to 100 per cent increase in collections all around.

Terry made use of all the supplemental Seeburg promotional material and found it built atmosphere in the location. Not only was the juke box business increased but the location reported a substantial hike in bar business.

Henry Leyer's progressive Associated Coin Amusement Company, Oakland, is going on an all-out "A-Go-Go" program. Leyer feels the key is: Initiate: advertising, ability and atmosphere.

Please read the full text for more details.
Urban Shelves Ear-Eye Plans; Moves Into Dwinding Markets

LOUISVILLE — Urban Industries, Inc., has halted development of a vision-sound unit originally scheduled for release March 1, reported company president Nat Bailen last week. Bailen gave as the reason for the company's action the recent aggressive moves by importers into U. S. picture-juke box distribution. One of the products is in fact now being manufactured in the States (Billboard, May 15).

The company executive also expressed serious doubts about the profit potential of sight-sound units in the traditional coin-convenience market. "They are not good for bar business," he told Billboard.

Push Current Line

In the wake of the decision to discontinue development of the audio-video unit, Bailen said, Urban Industries is laying emphasis on marketing its three current models in foreign and domestic areas where punitive games legislation negates the operation of pin games. The results, Bailen reported, have been encouraging.

From Italy, for example, where the passage of an anti-pinball law appears certain (Billboard, May 15), orders for Urban's film units are increasing considerably, Bailen declared.

He also reported that order volume is markedly increasing from Austria, Spain and Japan, as well as from areas of the U. S. where operators are feeling the effects of restrictive laws.

New Models

Currently marketed by Urban are the Kiddie Movie Theater (Model KKS), the All-Purpose Unit (Model AP 101) and the Console Panaram (Model AD). Bailen disclosed that his company is developing two new models for introduction this fall, possibly at the Music Operators of America show in Chicago.

Because of the apparent market stimulus for Urban products, Bailen is seeking new distributors in the U. S., Canada, Europe and the Far East.

The sight-sound unit Urban planned to introduce this spring was to have utilized 8mm color film projected on a 20 by 46-inch screen, with 20 film programs. It was to have been priced at $2,500.

MOA Reaffirms Copyright Fight

CHICAGO — Like most people in the coin machine industry, Music Operators of America was caught with its coins boxes down when Seeburg made its bombshell announcement of entering the record and music publishing businesses last week.

Fred Granger, executive vice-president, said the move was "news to us—the first we heard was the story in Monday's Bill- board (dated May 15)." Granger said MOA didn't know enough about the move to make a comment as yet.

He used the opportunity, however, to reaffirm MOA's fight against the repeal of the traditional juke box exemption, noting that MOA still felt that an "increase in mechanical royalties is the best solution."

Granger said that MOA remained unalterably opposed to "ASCAP-type legislation and will continue to fight for the retention of the juke box exemption."

Granger said he was confident that with grass-roots support, the proposed legislation could be defeated.

The MOA executive carried any questions on what effect, if any, the Seeburg move would have on the operators' fight. He said the move would have to be fully studied. He indicated that all four juke box manufacturers had always cooperated with MOA in the operators' opposition to repeal of the copyright exemption.

Wichita Kids Want Variety

"We'll keep fighting . . ."

"I'm keeping Joseph Muslan, president of Muslan Enterprises, who has 600 machines in 90 locations from Wichita to Kansas City, Mo., unexpectedly reported that he had not tried monster charms."

"My capital is limited and I want to put it where I'm certain I'll do the most good," he said. "I think the new goodluck globs are hot—acceptance here seems to be on the order of the troll."

Different and Crazy

"I'm also thinking of getting some of the bird capsules I saw at Chicago. I'll use the little men as a feature on my stands, running the usual month and alternating with the bird capsule the next month. The bird thing is different and crazy—something kids go for," Muslan said.

During the first three weeks that the globs were in his machines, the Wichita operator said, "acceptance was hot—really hot."

Thus, with local operators looking to newer charm product for summer sales stimulus, it appears that the demand for monster merchandise may begin to decline suddenly in this Midwest market. This appears likely in spite of the fact that monster shows continue to appear on TV locally.

And as the monster craze wanes, it may be observed that the endlessly ugly charm items failed to capture the hearts of the Kansas kids as did the trolls of last year.

BILBOARD, May 22, 1965
MONY-Pioneered Trade School Opening in Fall

NEW YORK—A juke box mechanics training school, on a scale never before attempted, will get underway here in September. The concept, conceived by the Music Operators of New York, will be administered by the New York Regional Development Program.

Classes will be held in a New York City school. The course, which will last from four to six months, will consist of six hours of daily instruction, five days a week.

Rock-Ola, Rowe-AMI, Seeburg, and others will provide equipment and instructors for the courses. Instructors will be paid.

The New York City Board of Education will take the lead in providing space.

MONTREAL—The Music Operators of New York will conduct its training school, the first establishment of its kind in the U.S., offering an education in juke box mechanics.

It is expected that at least 250 young men will be trained during the school's first year, the first of a series of schools to be conducted in New York and other parts of the country.

In addition to providing a new source of skilled mechanics, the school will also help to eliminate misunderstandings between operators and the public.

Belgian Trade

Continued from page 24

new cigarette vending machine.

It is standard procedure to use the monthly luncheons as a forum for the airing of trade problems, and all parties to each and any controversies are invited to the luncheons to present their position.

A U.B.A. official said, "There are always differences among us, but there is never a breakdown of communication and very few misunderstandings. It is hard to find that by making an honest effort to hear every viewpoint in a controversy we narrow differences and eliminate a great many controversies."

Most operators prize the bourse for the access which it provides to new equipment and new operating ideas.

May 22, 1965, BILLBOARD

Omega Hosts 2 Operator Associations June 12-14

By RAY BRACK

OMAHA, Neb.—Coin Operated Industries of Nebraska and Music and Vending Association of South Dakota will hold meetings in the same hotel here the weekend of June 12-14.

Details of the course were worked out between Rolf Bjornson, representing the Board of Education, and an all-industry committee.

Serving on the committee are Al Denver, MONY president; George Holtzman, MONY vice-president; Ben Chicovsky, MONY business manager, and the following distributors: Meyer Parkoff, Seeburg; Harold Kaufman, Wurlitzer; Nate Superman, Rowe-AMI, and Harry Koppes, Rock-Ola.

Following an association custom of holding one quarterly meeting a year hosted by a distributor out of State, MVASD will meet on the 13th and 14th. Hosting the gathering will be H&Z Vending Co. here. According to association president Darlene Maxwell of Maxwell Music Co., Pierre, S. D., members will tour Boys Town Nebraska and Strategic Air Command headquarters during the convention.

On June 13, H&Z Vending will display the soon-to-be-marketed Rock-Ola console phonograph.

The association meetings and the product showing will be held at the Prom Townhouse Motel, 7000 Dodge Street.

President of the Nebraska association is Dick Taylor of Amusement Service Co. in Lincoln. Norfolk's Randall Thies, owner of Randy's Cigarette Vending Co., is vice-president.

Officers of the South Dakota group, in addition to Maxwell, are Mac Harvold, vice-president, from Sioux Falls; and Earl Porter, long-time secretary-treasurer, from Mitchell.

The South Dakota association held its most recent meeting at Aberdeen, S. D., March 28-29, at which the organization's 20th anniversary was celebrated.

Peach State Issues 1965 Parts Catalog

ATLANTA — Peach State Distributing Co., supplier of coin machine parts and accessories, has just issued its 1965 catalog, according to parts and supplies manager William N. Ray. The 300-page catalog is divided into five general sections, including electrical, sound, games, general supplies and billboard supplies.

The publication also lists replacement parts under sections devoted to the major game and phonograph manufacturers.

Peach State's central offices are at 1040 Boulevard, S.E., here. The firm has branch offices in Macon, Ga., and Columbus, S. C.

Country Music Little LP Issued

NASHVILLE — A country music discotheque little LP has been released by Gold Standard Records. The stereo disk will be distributed through juke box distributors.

The record is called "Disk-O-Tee" and features Ed Freeman and Rosalind Smith. The package includes photos of Freeman for juke box display and title strips.

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Copyright Material
Shortage of Teams Hits Calif. Tourney

By GODFREY LEHMAN

OAKLAND, Calif.—Sponsors of Northern California's first regional shuffleboard tournament cannot understand why the teams that had accepted entries last week with the refrain, “wait till next year.”

The tournament, which was to have taken place May 15-16, was canceled because response from teams fell short of the minimum number required to stage it, according to Dean Lys- tadt, president of the American Shuffleboard Sales Co., Inc., here. He received 18 enthusiastic responses to his call last month for entrants, but 20 teams were required to get the thing going.

“The teams that responded were eager to go, but we needed 20 to make the investment worthwhile,” Lystadt said.

Next year,” he h o n o r b l y l o g e d , “we’re going to start earlier in the season, the contest in April or perhaps even March.

He said a fund would be set up wherein each coin-operated pool table location would contribute a dollar per season to the contest. This would mean a kitty of between $3,000, and $4,000 by early May, he said. This support for the 1966 tournament is being

Shuffle locations are being

encouraged to build business by promoting the regional contest, andfarm their own teams from the local par-donors. They would be able to tie in considerable local promotion of their own, including publicity, prizes, and other ideas, according to Lystadt, and they would have up to nine months in which to organize it.

Lystadt said the money which his company intended to put up for the 1965 tournament would be continued if the number of teams increased as used practices.

Each team that enters the name of the sponsoring location and is entitled to wear any uniform or insignia desired.

For complete information about next year’s plans, interested persons or organizations may write to Lystadt at 911 53d Avenue, Oakland, Calif.

Coming Soon:

May 18 - Associated Buyers Club of Chicago meeting, Nelson Restaurant, 733 West Willow, Chicago.

May 19-New York State Operators Guild dinner meeting, Hotel Washington, Newburgh, N. Y.


May 30—North Carolina Vending Association Convention, Ocean Forest Hotel, Myrtle Beach, S. C.

June 5-9—NAMA California State Convention meeting, Anaheim, Disneyland Hotel.

June 15—Wisconsin State Council meeting, Milwaukee, Hotel Pfister, Wiscon- sin at Jefferson.

May 14—Ohio Coin Operators Association meeting, Columbus.

DENVER

Mike Savio, president of Denver Sales Co., left for a New York trip to bring his daughter Kathy, a student at Manhattan College, home for the summer.

Mike plans to attend the Vending Show in the Pacific Coast area later in the month.

Betty and Dan Keays, of Apollo Music Systems, have returned from a month-long sojourn in Florida, where they were among the five prize winners at the fifth annual John Knight of Skyline Music Co., is spending much of his time “catching the high school contests” with a new line of games.

Each team that enters the name of the sponsoring location and is entitled to wear any uniform or insignia desired.

For complete information about next year’s plans, interested persons or organizations may write to Lystadt at 911 53d Avenue, Oakland, Calif.

BOB LATIMER

ACAPULCO

Northwest Sales Co. of Seattle, Wash., and Portland, Ore., hosted 88 operators and their wives for a gala week here recently.

Among those making the trip were: Walter R. Welker of Los Angeles, Calif.; and Sam Heideman of Anchorage, Alaska; and Marguerita Wielkolessen, Anchorage, Alaska; and Bar and Pic Ross, Kodiak, Alaska; and Vann Kennedy of Phoenix, Ariz.; and Zory Lippert, Olympia, Wash.; and Keene and Arline Now, Longview, Wash.; and Mike and Lucille Decker, Yakima, Wash.; and Sherry and Al Jean Mont.; and Alva and Sharon Gill, Grandview, Wash.; and Mike and Pearl Prim, Lewiston, Idaho; and (Buck) and Beatrice Stanin, Missoula, Montana; and Earl and Carolyn Cash, Layton, Utah; and John and Betty Rush, Longmont, Colorado; and Mike Prim, Lewiston, Idaho.

Mr. and Mrs. Tom Percy, Capeille, Ore. and Mr. and Mrs. Pat Barton, Baker, Ore. and Dean and Margaret Anderson, Portland, Ore. and Mrs. and Mrs. George Gage, Prineville, Ore. and Jim and Marla Lyle, Central Point, Ore. and Mr. and Mrs. Steve Kress, Eugene, Ore. and Mrs. and Mrs. Gene Davis, Portland, Ore. and Mr. and Mrs. Bill Reed, Lakeview, Ore. and Ed and Barbara Atcheson, Portland, Ore. and Mike and Kelly Agnello, Portland, Ore. and Les and Angie Jefferies, Portland, Ore. and Bob and Ruth Bear, Wailworth factory house; and Tom and Sadie Eischeid, Portland, Ore. and Harold and Pauline Haver, Seattle, Orb Col, Everett, Wash. and Vern Schol, office manager, Northwest Sales, Portland, Ore. and Gary Sheinberg, Wailer Western representative and wife Dorothy.

SAM ABBOTT

OKLAHOMA CITY

In a meeting here May 1 the Oklahoma Auto- mobile Dealers Association elected Woodrow Maupin, Enid Vending Co. president. The new officers were Ralph E. Jett, Canteen Co. of Oklahoma, Tulsa, vice-president; and C. E. Strong, Oklahoma Vending Co., secretary-treasurer; and Ve- nita Schwartz, Canteen Service Co., Oklahoma City, secretary.

Harlan Drake, Automatic Music Distributors, Corp., Seeburg distributor, is director of public relations and promotion.

Davis is James PR Director

SYRACUSE — William F. Roseboom, veteran New York State tournament director, who recently joined the Davis Distributing Corp., Seeburg distributor, as director of public relations and promotion. Roseboom had handled ads of all three New York PR firms, the W. A. Ey- & Son and held similar posts with the Rinco and Barlow Johnson, Syracuse, N.Y.

GODFREY LEHMAN

PHILADELPHIA

Joseph Silverman, executive director of the Amusement Machines Association of Philadelphia, presented the annual "Service to Youth" awards dinner of the association's annual convention at the Stratford Hotel on Wednesday, May 26. Judge Leo Weinzweig, of the Common Pleas Court, governor of the A.M.A.A., and Elise Driscoll, secretary of Automatic Retailers of America (ARA), was appointed co-chairman of the honorary fund committee.

The drive will seek contributions for scholarships for Negro high school students, said Ralph W. Pries, vice-president of Berio Vending Co., in San Francisco attending the convention of Vending Suppliers, Inc., a driver for Penn Vending Co., was treated in Temple University Hospital for a bump on the head when he interrupted a $7,000 burglary at the company showrooms at 18th Street and Lehigh Avenue. Burglars took 2,338 cartons of cigarettes and $1,250 in cash from his truck which had been serviced and left waiting for him to take on his next delivery.

A. R. Hedges, executive vice-president and a director of Macke Vending Co., has accepted an enlarged position in sales, marketing and operations... Dewitt V. Kiemen was named general manager for the Showboat, a Flint, Mich., college service for Automatic Retailers of America (ARA).... John Alberts has instituted an advertising campaign in special insertions, promoting the business of his service, and for his L. S. Modern, Inc. Rayner Vending Service was named locality representative by William F. McLure, Of Newton, Pa, with William F. Rayner and Albert E. Rayner as general partners, and Frank Laplante, of Conway, Ark., a limited partner... Vending machine division of David Rosen, Inc., in- stalls a complete line of vending equipment at the Health Institute and Smuts, a private men's health club. William S. Fishman, president of Automatic Retailers of America (ARA), was among the community leaders named to the Board of Trustees of the Federation of Jewish Agencies at its annual dinner.

MAURIE H. OERDERKENDEN

NORTHWEST

The Northwest Automatic Retailers NAMA council elected Stephen Balog, United Milk Sales, Anaheim, Calif., president of the group's annual meeting in Portland, Ore., April 24.

Thomas R. Allison, Boise, Idaho, was named Vending Service, Inc. president.... Edward F. Lohr was named secretary... New president is W. J. Higgins, Caterine Service, Inc., Seattle, Wash. W. J. Higgins opened a vending Co., Bremerton, Wash., is the new secretary.


SAN FRANCISCO

Two top executives of the R. F. Jones Co. here have been on extended business trips. Raymond F. Jones toured the United States and visited such cities as Chicago, New York, and other leading market areas. Dean McMurtry, general sales manager, is contacting at points in the Pacific and the Far East, visiting members of the NAMA affiliate in Tokyo and elsewhere. He is also expected to travel to Europe and the Middle East lands before returning here about July 1. The reasons for McMurtry's trip, one of the longest he has taken, are: to open "new business," but it is expected he may have a more detailed statement to make upon his return.

GODFREY LEHMAN

BILBOARD, May 22, 1965
Trust
Seeburg
the inventor of
the automated
packaged Disco-
thèque—to make
operating one
easier for everybody!

The matchless Seeburg
LP Console/480D, thanks to
the exclusive Discothèque
Switch, does double duty—
tailoring the music to the
time of day. In the even-
ing hours it's a great
Discothèque instrument,
delivering the excitement
of dance music only. By
day, flip the Switch and the
LPC/480D reverts to regu-
lar single and album play—
a great phonograph offering
diversified music in superb
stereo. This round-the-
clock earning power of the
LPC/480D is like having two
phonographs in the same loca-
tion!

The Disco-
thèque Switch is so con-
venient and so profitable
that Seeburg now offers a
Discothèque Switch Con-
version Kit for installation
on LPC/480 models. With
it, any Seeburg LP Console
location can now enjoy the
even higher profits of
Discothèque operation.

The Seeburg Discothèque
Switch and Seeburg Rec-O-
Dance* records are the
unbeatable, profitable
combination needed for a
successful Discothèque
location.

Only Seeburg
has the Discothèque Switch
so locations make
big money with Rec-O-Dance*
records for dancing
at night, regular
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