Ringing Up Peak Figures

NEW YORK — Retail record sales are heading for a new high this year. Although the final figures are not yet in and the big Christmas buying spree is still to come, a survey by Billboard’s Record Market Research Division shows sales on the retail level were up almost 8 percent over 1964.

The Billboard survey for last year showed that 421 million units were sold through stores, racks, juke boxes, clubs and mail orders. Singles accounted for 221 million units, LP’s for 192 million units, and EP’s for 9 million units.

For the first nine months of this year, sales in retail record stores were up more than 8.5 percent, while LP sales were up more than 7 percent. Sales of monaural records are up 3 percent and stereo records are up 17.5 percent over 1964. The nine-month survey covers only retail record stores and do not reflect sales for rack, clubs or juke boxes.

In the summer of this year, the racks reported that after a slow start, they had picked up to the point where they were about 10 percent ahead of 1964. Record clubs have been going through a reorganization since the last quarter of 1964. Capitol reorganized its club and RCA Victor took over the operation of its club from the Reader’s Digest, and Columbia has been tightening its sales operation to enable it to make a greater profit on a smaller volume. It has not yet been ascertained whether sales volume in clubs has climbed over the 1964 figure, which was a low year.

The only downbeat note in the over-all happy sales picture for 1965 is coming from classical records. The nine-month survey shows that classical sales are down almost 2 percent under 1964.

Goodyear, Borg-Warner Follow Cartridge, Playback Unit Road

NEW YORK — Two more giants entered the car tape arena last week, each pursuing a different playback system. Goodyear Tire & Rubber Co. of Akron, Ohio, hit the market in early spring with the Oretronics eight-track system via its nationwide 8,000-store chain. Borg-Warner, through its Chicago-based spring division, within two weeks will test market a Telepro-built four-track monaural car-cassette playback similar to Telepro’s Porta-tape unit.

Art B. Wilfong, Good-year’s entertainment equipment (radio, photos, tape recorders) merchandising executive, confirmed that Goodyear will go “all the way” with our tape playback units and cartridges. “We don’t test, we go once we’re made up.”

N.Y. NARAS Membership Gains by 37

NEW YORK — Membership in the New York Chapter of NARAS continued on an upward trend last month. Added to the membership list were 37 names that included several top musicians.

The membership jump follows a trend that, according to George Simon, the chapter’s executive director, has been taking place during the last 60 days. “October saw a sizable jump,” Simon said, “and, what’s more, we’ve had many ex-members returning.”

Billy Carr’s new Capitol single smash, “What’s Come Over This World,” is the top of this chart.

First’ Whirl War Rages On Radio Station Front

By CLAUDE HALL

NEW YORK — The war for exclusive records continues to rage in the nation’s major radio markets. The exclusivity may last from a few seconds to a few weeks, but competitive Top 40 radio stations who receive a record by a hot artist seldom let it lie fallow.

The contest, by many of the radio stations who’re in the battle for exclusive records by big name artists is that such “firsts” help build station image, and the records are a “stay-tuned” factor that keeps teenagers from switching the dial to another station, and that the battle creates a lot of station excitement among the deejay staff that keeps them interested in their work.

Too, having the records on the air first gives stations something to talk about. But, at the very moment a deejay at a radio station is yelling over the sound of the music, “Remember! You heard this Beatles record first,” a record company executive may be taking a couple of aspirins for his headache. The truth is that airplay of a new record can kill the old one by an artist before the cream of the record sales have been fully reached.

On the other hand, sometimes the exclusive records are exclusive only because a record company carefully planned it, hoping for better treatment at a radio station.

What it boils down to is that an exclusive doesn’t count much unless it’s a major artist. Among these, at present, are the Beatles, the Rolling Stones, Sonny & Cher, the Beach Boys, and Hermans’ Hermits. The Beatles’ record, of course, are the prize.

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Hot On the Heels of His Hit Single
— a great new album by BROOK BENTON

Brook's current single "Mother Nature, Father Time," leads off this great new album featuring more of his best-selling sound. This album re-unites one of the hottest combinations in the business: Brook Benton and composer/arranger Clyde Otis. This one can't miss! LPM/LSP-3526
WASHINGTON—As of last week, TWA was being investigated by the Civil Aeronautics Board to fly Mercury disks, as requested by President Eisenhower of the United States. At last, California at lower freight rates. CAB examiner Milton H. Shriver said October 27, 1965, that the formal record of the appeal is closed. Feigning the special rate for the new disk orders, as requested by Trans World Airlines and Mercury Records, became effective November 1st. In the absence of any official action by the CAB members within the 30-day period following the favorable decision, it became effective as a final decision.

Mercury Vice-President Irwin Steinberg, in an unprecedented appearance by a shipper before a CAB hearing on air-freight rates, played a strong role in convincing the Board to retain the rate in effect. In today's record industry, the highly perishable "product" requires "next day" delivery by air to maintain the slender profit margin.

The move to air-freight Mercury records out of Dayton to Los Angeles, and San Francisco is part of a one-warehouse concept that will encase multiple warehousing with multiple sales offices, and direct airlift to hundreds of points. Mercury expects its streamlined distribution system to replace the expensive inventories. Mercury's Steinberg expects computers to play an important role in selection and distribution, with the ultimate possibility that a single main computer system will handle routing of records by air all over the country.

TWA says it expects annual air-shipments of 127,000 albums and shipments of 1,280,000 records monthly under the Mercury deal. Deals will start at a 100-per-year minimum of $15.46 between Dayton and L.A., and $16.46 to San Francisco. Mercury scaled down as shipment quantities, as the passenger air-freight record freighting as a good deal for the airlines because of disk densities, packing 127,000 records and ease in handling.

We hope to save the California warehouse charges of 57 per 100 pounds to start, but changeover at the Richmond, Ind. pressing plant will start about $14,000 the first year and the new operation will cost about $62,000 a year thereafter. Mercury expects these costs to be offset by the run-by improved speed and distributed throughout the world. Where distribution is half the battle.

Al Cahn, Rosen Fired by Kapp

NEW YORK—Kapp Records this week dismissed two of its top executives—Al Cahn, vice-president and national sales manager, and Herb Rosen, in charge of album promotion. The action was described as "amicable" by all parties concerned.

Dave Kapp, president of the label, said the move is not a retribution. He added that while no successor has been named as yet, it is likely that the two men probably will be replaced eventually.

It is pointed out that its production deal with Kama-Sutra is an indication that the label does not intend to put its harps, but is on an expansion kick with regard to its type of material. The two big bread-and-butter artists of the label are Jack Jones and Roger Williams.

Disapproval of the two executives included Loretta Young, Eddie Fisher, Bobby Darin, Mary Wilson, Jim McArthur, and Pete Fountain and others.

Al A-Bides in L. A.

LOS ANGELES—Jerry Teifer, general manager of April-Blackwood, and David Rosner, vice-president and manager of Kapp-Hallmark, are here to promote material for recordings and to meet with prospective West Coast representatives.

Defenders of Campus Faith

BRYAN, Tex.—The Student's Committee for Johnny Cash, headlined at the Lakeshore Amusement Club at the University of Texas yesterday, was formed by the committee of nine A&M students to decide to honor Cash's contract by the off-campus performance. A petition protesting the sudden departure in Texas has been signed by about 2,000 students.

The petition claims "an unfair pre-judgment of Johnny Cash...infringement on the authority of the Memorial Student Center Council...poorly timed."

The council voted to retain Cash despite the charges, but were overruled by the administration.

'Ex's Striking It Rich on W. Coast

HOLLYWOOD — New West Coast record companies formed to ship-out departing employees are finding success comes in degrees. They include new companies formed during the past year includes; Dunhill, by Jay Lasker (ex-Vee-Jay) with Lou Adler; Mira Productions by Randy Wood (ex-Vee-Jay) and White Whale by Ted Feigin (ex-Liberty) and Lee Lassett (ex-record promoter) Lassett Enterprises by Bob Summers (ex-L. A. action) and Feigin Lassett's success came with the Barry McGuire single of "Evil."" singer, who is currently named "The Duck.""

The Mirwood-Summers label is still in information—to retrain themselves by the Feigin-Lassett operation has hit paydirt with the single and LP "It Ain't Me Babe," by the Turbines. Feigin and Lassett are two former promotion men who have doubled in sales and after work. They started their label five months ago and their first release was a hit. Says Feigen: "Our philosophy is to release as few records as possible and only release product we believe in."

The Turbines' single sold 250,000 copies, and has the 90,000 mark, according to Feigen. The group's follow-up disk "We'll Never Be A Loved One" climbed the charts. The two partners plan keeping the operation small and have several projects under way. They will show these off next week to the Answer, five boys from Berkeley, Calif. whose label is Bell.

Feign says the duo looked for three months before releasing its first record. The Turbines, found in a seaside teen club. Two executives of Feign for the singles' quick ascendency: "The music was in the folk-rock groove and the two men were able to call on their collective experience in dealing with distributors and disc jockeys.

Mitch Miller & Decca Sing a 'Pact-a-Long' New York—Mitch Miller is back and Decca's got him. Miller, long-time artist and reper- toire chief and recording artist for Columbia Records, has signed a pact with Decca, via his Millenium, Productions, as well as his record production and artist production. Earlier this year, Miller joined Music Corp, of America, Decca's parent company, as a consultant. During his years at Columbia, Miller racked up many gold records for his own bands and the last several years scored heavily with his "Sing-A-Long" series. In addition to having all his new recordings licensed on Decca, Miller will also be releasing new acts through Millenium. Productions on Decca as well.

Under the new pact, Decca is releasing its "Cover Girl," the recording "The Leaves" coupled with "That's All For Now," recorded by the new Miller first heard "The Rain on the Leaves" when Steve Ad-
HOLLYWOOD—Warner-Bros.-Reprise Records will seek to expand its share of the Far Eastern market as a result of having concluded an agreement with Hong Kong and Singapore. President Mike Mainland has returned with several solid ideas to strengthen the company's position there.

Mainland envisions an "international market," with Australia's excellent manufacturing and marketing experience for such markets as Singapore and Hong Kong, which now represent a potential market for Reprise in U.S. in six to eight weeks by boat.

Plans Discussed

The executive said plans have already been made in consultation with the Warner licensees. Australia Records, Austra- tive, to organize a system of production and mailing key materials within an air-freight zone of Singapore and Hong Kong. It would be virtually possible to fly in major product to Australia starting at once, getting multitudes of the same objects, so that the masters are ready in the first place. Mainland also said the manufacturing-ship system could begin by January, once all financial terms have been worked out. This will allow proper artist and publishing royalties. The release will be delayed to "our satisfaction," Mainland said. The proposed setup has good potential, Mainland feels.

More Acts

Warner-Reprise will set its sights on China and Korea, and despite the end of acts to the Far East, will shoot to strengthen its singles image and expand its publicity coverage. "Our greatest weakness is that we are not as active in the Far East," Mainland said, "while we were strong with album artists. We forgot that some of our single hits in the U.S. were by foreign artists." (Pepita Clark, the Kinks and Sandie Shaw).

Mainland noted that publications in these areas were eager for the latest and most current news. A high-powered agency doesn't have to have a record to record them; a record company has to change its photo style from portraits to more informative, personal, photo-accurate pictures.

Evaluates Markets

One of the key phases of Mainland's trip was to evaluate the markets and discern methods of operation. Lewis had planned there was no economic saving or advantage in combining licensees, since the overas production volume is not enough to justify centering the publishing rights. But they are all eminently good, if we can get them to "Shaking All Over," Melba Lou Bell實 and HVM in New Zealand. Reprise has been active in Japan and Vikiing in N.Z.

Australia is an "American market," with which we can do business. It looks directly toward the U.S. for styles of products and marketing systems. With the exception of England, it is the quickest market we can do business with. If the record has a hit in America, it is sold in a good single market because of its very heavy radio activity.

Japan is a larger market but does not have a dedicated product. New Zealand is the slowest reacting of the three major Far Eastern markets.

Mainland feels the Far East as a growing market, already in full swing in Japan and Austral- ia. The number of Warner-Rip- se COOL, with such small labels as Durroman, Milan, Italy, and AWA, which has a very high volume of published songs.

Liberty High

HOLLYWOOD—Liberty Records remain in the four-track reel-to-reel business and expects this segment of the tape industry to grow. According to Les Mendell, marketing director, reel-to-reel is the dar- ling of the retailers and distribu- tions systems is on the horizon. High purposes for the common tape denominator is already known.

Reel-to-reel will hold its own, as it always has, Mendell indi- cates. "The reel-to-reel genre is a major industry. It has been in the industry for nearly 20 years, with some 60 tape record manufacturers and distributors.

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Michigan Forms Country Assn.

DETOIT—A State country music organization—the Michi- gan Country Music Association has been formed here. Jack Willkner was named president; John Oleson, executive vice-president; Shel- lhams of Pied Piper Pro- ductions, Inc.; and Frank Meadows, vice-president and national director. About 60 members were signed up at the first meeting. Next meeting will be May 10.

Executive Tumult

Claus Storrell has joined the Curb Records and its subsidiary lares, insurance New York, as vice-president and general sales manager for the eastern region. He was with Don's department of merchandising George Cooper, who will become assistant to the country music group's general manager. Bob Stover hired by Supreme Productions to head the WSM, as sales manager. He has had 40 years experience in the religious field. At RCA, Word and Christian Faith.

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NEW FACES, NEW SOUNDS ON COLUMBIA RECORDS

REMEMBER HIS NAME. IT'S GOING TO BE ONE OF THE BIGGEST!

BOB MORRISON
"Hey! Puppet Man"
"I Looked in the Mirror"

STILL IN HER TEENS, BUT SHE'S ALREADY A TOP-40 CONTENDER WITH A BOB DYLAN TUNE!

LINDA GAYLE
"Maggie's Farm"
"Got My Mojo Working"

THE MIGHTY MITE WHO BROKE IT UP AT THE NASHVILLE CMA CONVENTION!

DEBBIE LORI KAYE
"Soldier Boy"
"Could That Be"

FOUR VERSATILE GUYS WELL ON THEIR WAY!

THE DUPREES
"She Waits for Him"
"Norma Jean"

A GREAT GROUP THAT'S GOT A COUNTRY FLAVOR ALL ITS VERY OWN!

THE HARDIN TRIO
"Don't Remind Me"
"Tippy Toeing"
Northern district has will on the 16th. Detailed building plans for the new restaurant are being prepared in the next few months.

Bought Land

Hill & Range has already bought land on 17th. The Country Music Association will have an office building, Country Music Museum and Country Music Hall of Fame, on 16th at Divi- son, and a 10,000-sq.-ft. broadcast Music, Inc., on the east side of 16th. Tentative plans for climbs on construction on the $310,000-plus project to begin next March and take five months for completion.

Sinatra Catalog Seen Gushingly in $2.5 Mill.

HOLLYWOOD—Mike Mal- tin, president of Warner Bros. Reprise Records, Overseers, says that the first week's sales of the company's Sinatra album, which climbs on the September 19, will account for $2.5 million by the end of the month.

As a result of the release of the two-album set, "Sinatra: A Man and His Music," the entire Reprise catalog is selling, with the vocalists' recent L.P. "September of My Years," taking off again.

The public is buying the two-disc packaging as a single unit and marketing director Joel Seidman, president of Reprise Publishing Co., Moeller Talent, Inc. 816 16th—Raleigh Music, Inc., Mercury Records Production.

Rudolph, Old Dear, 17th Yr

NEW YORK—We have just heard from Johnny Marks, the oracle of Christmas music, who tells us that his "I'll Be Home for Christmas" 17th world run when NBC once more presents the TV spectateur, "Rudolph the Red-Nosed Reindeer," Sunday (5) 5:30-6:30. The show, which runs Nov. 28 on CBS—was watched by an estimated 115,000,000 homes last year, featuring the voice of Burl Ives, singing the "Rudolph" theme. The show is the number one in December, which has sold over 43 million records to date and has sold over 350,000 copies of sheet music.

Rouli, Vogue

NEW YORK—Morris Levy, head of Roulette Records, recently renegotiated the deal whereby Roulette and subsidiary labels will be distributed throughout the Common Market countries. The new terms were worked out with Les Paul and staff.

In February Levy will take an overseas trip to acquire publishing rights. "He will stay one week in each major country. Roulette's publishing staff will be at piano in each country." The new terms, according to Levy, have been "very gratifying for Levy personally—particularly in view of the fact that we have long been waiting for the Elliot calypso tune, "Shame and Scandal in the Family." Banned in most of the world, the tune has been heralded as one of the most popular in the world and has produced many record covers. On the domestic level, Levy recently concluded a deal with Jimmy Page of Nashville where the latter produces country disks for Roulette. Rudette's Latin label, Tico, issued by Decca.
VI'S CARTER IS HURT IN CRASH

CHICAGO — Calvin Carter, vice-president and a.d. director of Vee Jay Records, was seriously injured in an automobile crash near Cary, Ind., Wednesday (1). Carter underwent emergency surgery at Methodist Hospital in Gary, his condition is described as serious.

Movies Giving MGM a 'Bonus'

NEW YORK—MGM Record artists are reserving bonus exposure via movies. Eleven major record artists on MGM and two on Verve have either appeared recently or are scheduled for movie appearances. "When the Boys Meet the Girls," soon to be released, will feature Connie Francios, Sammy Davis, Al Martino, Dean Martin, Frank Sinatra, and the Moderns. "The Fastest Guitar in the West," Johnny Tillotson is scheduled for a movie as soon as a script is approved. The Animals will be in "The Lyons College Girl" movie, along with Vern's Jimmy Smith and As- trud Gilberto. Hank Williams Jr. will be in an MGM movie as soon as a script can be approved. Jackie McRae and Richard Chamberlain, two TV-movie stars, are on MGM Records. The movie of most of the movies portrayed record product and Sol Handleri publicity, promotion, released. We've had more membership activity during the last two months than we've had in any comparable period during the last four years." The drive to enlist musicians into the NARAS fold has been spearheaded by jazz pianist Marian McPartland. The project now plans to institute similar recruitment methods for potential members on other craft divisions.

New York NARAS

CHRISTMAS SELLERS

19. WE WISH YOU A MERRY CHRISTMAS, Ray Conniff Singers, Columbia CL 1892 (M); CS 8689 (S)
10. THE VENTURES CHRISTMAS ALBUM, Dolton BLP 2038 (M); BST 8038 (S)
12. CHRISTMAS WITH THE MIRACLES, Tamla TM 236 (M); No. 1018 (S)
19. MORE SOUNDS OF CHRISTMAS, Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)

CHRISTMAS SINGLES

While dealers still report that it is a little early for Christmas product sales, certain L.P.'s and singles seem to be coming out well at both. It appears that Christmas L.P.'s do not require the radio exposure to sell that does the early-Christmas product seems to be slightly ahead of similar sales to date. Below is a list of the best selling L.P.'s and singles by date, with orders prospects listed below alphabetically by title. For the sales of Christmas product, please refer to the number of first selling Christmas L.P.'s and singles reported in these special charts in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next few issues as a special feature and a special guide for retailers during this busy season.

BREVITY IS TRACY'S RULE OF THUMB

HOLLYWOOD—Short album tracks by jazz artists seems a good way to gain broader radio exposure for album products. Jack Tracy, Linemilton's a.d. director is working with this philosophy whenever possible.

Several previously issued L.P.'s and some forthcoming packages were designed with this in mind. Gerry Mulligan's "If You Can't Believe Em'" enjoyed exposure on many local stations and one track, "Down-town," made dozens of playlists. Tracy says this L.P. is his most successful since joining the company. He was previously with Philips.

Tracy's rule of thumb is to get his artists to cut short tracks in albums which gives the company stronger material to work with in the radio play area. The danger is in finding the right material which will not alienate the jazz stations.

Two new January releases were designed with brevity in mind: "Oscar Peterson With Respect to Nat" and "Gerry Mulligan With Strings." Peterson sings on 11 of the 12 tracks and uses Larrie Lyman's concept on seven others. Ray Brown and Herb Ellis accompany him. Tracy says he's played the album for friends of Cole and they remark that Peterson sounds like the late singer.

Peterson completes his trio revamp next January after returning from Japan. Sun Jones is expected to be the new bass replacing Ray Brown. Peterson's new drummer is Louis Hayes, having replaced Ed Thigpen.

Goodyear, Borg-Warner on Cartidge, Playback Road

Continued from page 1

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Several previously issued L.P.'s and some forthcoming packages were designed with this in mind. Gerry Mulligan's "If You Can't Believe Em'" enjoyed exposure on many local stations and one track, "Down-town," made dozens of playlists. Tracy says this L.P. is his most successful since joining the company. He was previously with Philips.

Tracy's rule of thumb is to get his artists to cut short tracks in albums which gives the company stronger material to work with in the radio play area. The danger is in finding the right material which will not alienate the jazz stations.

Two new January releases were designed with brevity in mind: "Oscar Peterson With Respect to Nat" and "Gerry Mulligan With Strings." Peterson sings on 11 of the 12 tracks and uses Larrie Lyman's concept on seven others. Ray Brown and Herb Ellis accompany him. Tracy says he's played the album for friends of Cole and they remark that Peterson sounds like the late singer.

Peterson completes his trio revamp next January after returning from Japan. Sun Jones is expected to be the new bass replacing Ray Brown. Peterson's new drummer is Louis Hayes, having replaced Ed Thigpen.

Goodyear, Borg-Warner on Cartidge, Playback Road

*a list of the best selling L.P.'s and singles by date, with orders prospects listed below alphabetically by title. For the sales of Christmas product, please refer to the number of first selling Christmas L.P.'s and singles reported in these special charts in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next few issues as a special feature and a special guide for retailers during this busy season.

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Diamond Marks a Silver Jubilee

By RAY BRACK

CHICAGO—Twenty-five years ago this week—or three months—and a day—Danny Thomas joined Tommy Dorsey—an even smaller Jewish Diamond hooked up with the same organization as band boy.

This marking 25th anniversary, the other day, Diamond, who is now national promotion manager for Mercury Records, arrived. Meeting me cost Dorsey $100.00.

Dorsey met Diamond, a high school newspaper editor, in 1938 at a press conference during a Terrace Room engagement. Diamond cornered Dorsey to suggest that the band leader organize a disc club. Dorsey went for the idea, with which he launched the “Singing Sentimental Swing” (SSS) clubs in every major city, complemented by a membership of some 100,000 circulation.

So expansive was the project that when Diamond looked Dorsey up in December of 1940 the band leader remembered him well.

"He was at the Paramount," Diamond recalls. "The manager was with the band’s truck, driving it. There was nobody in run for sandwiching. I didn’t like the smell at the Fulton Fish Market. The man was my king, so, on impulse, I entered the music business.

Diamond’s recollection of the Sinatra of 1949 is sharp.

"Remember, "Not Yet," he says.

"I remember session in Hartford. A bunch of us were sitting around speculating on the future and Sinatra was saying ‘When I make it, I never heard him say ‘If I make it.”

"One time Sinatra walked on stage at the Paramount to sing, with a funny curl and thing going in his hair. The boys all went to go backstage and comb his hair. Frank did.

"Dorsey growled Frank out a lot. But he was like a father to us. He used to say to me, ‘Why do you hang around with those bums? (meaning the boys). Let me buy you some books.” He liked me as a son.

Emerged Arranger

In 1942, the same week that Sinatra left the band to strike out on his own, Diamond emerged. A couple of years later, he passed up an offer of a seat with the Sinatra publicity staff to take a plugging job offered by Dorsey. I couldn’t miss a song plugger,” Diamond says. "I was well liked by Connie Hail, Jo Stafford, Sinatra and the Platters.

He worked in New York, pushing such hits as "Hopeless One," "I Dream of You," "Yes Indeed," "You Can’t Be True Dear" and "Little White Duck."

It was the last-named tune that launched Diamond into record promotion in 1951. Diamond worked such memorable during that period as "Lover," by Peggy Lee, Rosemary Clooney’s "Come On, O My House," and his by the Andrews Sisters, Carl Haney, Don Darby and Robert O. Lewis.

Aided to compare song plugging and record promotion, Dorsey Diamond said, "There’s nothing like plugging that song. You get definite answers. Saying this could unseat me all over the country—but you don’t have to go through all the phases of DJ meetings in order to go on the air.

In 1950, Diamond joined Carlion Records, moving in 1960 to Janiger-Snider (owned by Steve Allen) where he worked such hits as the Nutty Squirrels, "Shoo String and Bami" (ARCA).

Changes in the business during the past five years. Diamond observes, have definite impact on the role of the promotion man, "I miss the personal effort of being able to contact all the deejays at a station. This has been one of the big changes in recent years."

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New World Ahead for Brenda Lee

By ELTON WHISENHUNT

NASHVILLE — Brenda Lee, who reaches her 21st birthday Saturday (11), has had one of the most illustrious careers in recording history. Despite the fact that she has been around for almost two decades, she has given an example to the young of how to make an early start and a long career out of the music business.

Brenda was born in the small town of Stuttgart, Ga., on December 25th, 1936. She was the fourth child of Robert and Betty Lee, and her three older brothers were Robert, Jim, and Bill. As the youngest child, she was pampered by her parents and siblings. Her father was a sharecropper, and her mother was a homemaker.

As a child, Brenda enjoyed listening to the radio and singing along with the songs. She began singing in church and later formed a group with her older brothers, the Lee Boys. The group performed at various churches and local events. In 1958, they signed with the Atlantic Records label and released their first single, "I'm Sorry," which became a huge hit.

Brenda's career took off in 1960 when she released her first solo single, "Rock'n Roll Baby." The song was a huge success and helped solidify her status as a star. She went on to release several other hit singles, including "I Don't Care If You Never Come Back," "I'm Sorry," and "Tell It Like It Is."

Brenda Lee is known for her sweet, heartfelt vocals and her ability to connect with fans. She has a natural talent for singing and has been able to maintain her popularity throughout her career. She has continued to release music and perform live shows, and she is still active in the music industry today.

Brenda Lee's career has been marked by numerous awards and accolades. She has won numerous Grammy Awards, and her music has been featured in many films and TV shows. She has also been inducted into the Rock and Roll Hall of Fame.

Brenda Lee is a true American icon and a shining example of what it means to be a successful and dedicated artist. She has been able to continue her career for over 50 years and is still going strong today. She is a true inspiration to anyone who loves music and has a passion for performing.
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**Last Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton

**This Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

### Chicago

**Last Week**
- "My Way" - Frank Sinatra

**This Week**
- "My Way" - Frank Sinatra
- "What a Wonderful World" - Louis Armstrong

### New Orleans

**Last Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton

**This Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

### New York

**Last Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

**This Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

### Philadelphia

**Last Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

**This Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

### Pittsburgh

**Last Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

**This Week**
- "I'm Your Man" - Elvis Presley, Dolly Parton
- "Dance With Me" - Michael Jackson

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**Top Sellers in Top Markets**

- **New Orleans**
  - "I'm Your Man" - Elvis Presley, Dolly Parton
  - "Dance With Me" - Michael Jackson

- **New York**
  - "I'm Your Man" - Elvis Presley, Dolly Parton
  - "Dance With Me" - Michael Jackson

- **Philadelphia**
  - "I'm Your Man" - Elvis Presley, Dolly Parton
  - "Dance With Me" - Michael Jackson

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**Big Hit "Glitter and Gold" With Danny & Diego**

Danny and Diego shrewdly garner loads of spins and sales with this top-notch MusiCor offering.

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**Billboard**

The writing team of Mann and Weil provide strong rock product for this debut discovery of Stan Kahan comprised of 19-year-old New York Twin. They capture the Liverpool sound and should hit the chart with impact.

Flip: "Anytown, U.S.A."
Gary McFarland Giving Spotlight to His Sidemen

NEW YORK—Gary McFarland has great respect for his sidemen. That’s why he’s arranging the original material to be played at his concert at Lincoln Center’s Philharmonic Hall on Feb. 6 so that each of the musicians in his orchestra will be “put in the light they deserve to be shown.”

Among the sidemen who’ll appear under McFarland’s baton at the Philharmonic Hall concert are Clark Terry, Doc Severinsen, Bob Bookermyer, Phil Woods, Jerome Richardson, Sabor Szabo, Richard Davis, Bill Perry and Joe Coccio.

Good Concert for ‘Wobbly’

CHICAGO—A memorial concert here on Nov. 19, the 50th anniversary of the execution of “Wobbly” Joe Hill, was held and the move to labor movement was successful.

Held in the spacious loft of Poor Richard’s in the vicinity of Old Town, the program offered several musical groups and a reading of “Songs of the Wobbly,” which was performed in Joe Hill’s funeral procession in Chicago. At Poor Richard’s the other night 300 standing room fans turned out to hear the songs.

Rhetta Ten’son An Act That’s Solidly Built

CHICAGO—Rhetta Hughes and Tennyson Stephens have solid artistic underpinnings. Behind the emergence of the Rhetta and Tennyson dust on Columbia Records “Chromatic Rhetta and Tennyson” lies adequate apprenticeship. They have built their act on sound musicianship and showmanship. In the recording of the album at the Music Operators of America show last fall and at the Sahara-O’Hare last week, Rhetta is a golden and gypsy singer who mastered the art of the jive and the blues. She is, therefore, free to interpret and deliver her songs with care and originality.

Tennyson is a pianist with overwhelming technique, given to incorporating the jazz riffs with classical chord structure and progression. The piano is thrilling, but the ensemble that this pair proves most convincingly is when they’ve done their home-work. He sits at the piano, singing into a microphone. She wavers on the vug, back to the piano. Thus, when they maintain an incomparable ensemble, accurate entrances, rare intonation. It’s a feat, unfortunately, that allows them to produce a Jadran. They’ll have to settle for good music.

PACKS THEM IN

DICK OVERS

A Triple-Decker Musical Treat at N.Y. Town Hall

NEW YORK—The audience at Town Hall Saturday night (27) received a triple musical treat. Paul Butterfield and his Blues Band, Jim Kweskin Jug Band of Vanguard Records, and Gordon Lightfoot of United Artists Records.

Lightfoot led off the show and kept to his own written material. Switching from 12-string to six-string guitar, he picked up an old ballad back again. Lightfoot displayed himself as a tremendous Leave-Empire, as a songwriter and as a performer.

On “Silver-Cloud Talking Blues,” it was humor and a poetic touch burst forth on his “Early Morning Rain,” which he acknowled-

ed with being sung by quite a few people these days. His encore was “Poor Loving Man.

Next on the bill was Paul Butterfield and his Blues Band, supported by lots of electric instrumentation. Everything was amplified, even Butterfield’s harmonica. The seven-man group came on with the new types of rock-influenced blues that has been born and are more popular these days, and they did it with extreme dynamic expression, and the band members felt was there. It was a sense of jazz on “Don’t You Lie To Me.” “I Got My Mojo Working” was heavy blues and

Maharis Rides New Route With Ease and Taste

NEW YORK—Making his nightclub debut in the Plaza’s Persian Room on Dec. 1, George Maharis, with music by Giambo and lyrics by Frank Loesser, will be heard at the Plaza’s Persian Room beginning this weekend. The singer and pro club performer. Opening with a bright and driving medley of “Tea Me Tonight” and “Something’s Gotta Give,” he kept up the pace with a swinging “Witchcraft.” The TV and Epic Records star used his dramatic style to great advantage in musical material which included “Try a Little Tenderness” and “I Love Her.”

He gave an emotion-filled reading of “Good Bless the Child” which was introduced with a warm human-interest story about his 75-year-old father. In the ballad, he displayed a rich style that vocally was reminiscient of the late Buddy Clark. His rhythm material was sprinkled with verse and excitement, and he moved with a nifty pace that sets him apart from most other singers. He had a ball performing “Girl From Ipanema” and “Hard Day’s Night” and the audience was with him all the way.

A special material piece from the pen of George and Joe Sherman, “She Wanted Fascination” is an off-beat, off-color number loaded with a combination of comedy and pathos. The arrangement of conductor Joe Sherman provided strong support and heightened the vocal portions of this song.

Maharis’ patter early in the evening seemed “sawdust remic” but with a “Carnival of Locusts” his voice was well received. He finished with an emotional picture of the war, “One You Love,” “Old Man River,” “Stella by Starlight” and “Blue Moon.”

No attempt was made to “illuminate” the program with many upbeat number or a change of pace. Pochey confines his selec-

tions to what he does best. Ballads such as “Old Man River” and “Blue Moon” are still alive and the tunes like “One You Love,” usually delivered in doleful manner, Pochey injects an enthusiasm and a gaiety to lift to the audience.

CLAUDI HALL

‘Mancha’ Put in Kapp Groove

NEW YORK—The orphic album of “Mancha” was recorded Monday (4) at Kapp Records with music by Mitch Leigh and lyrics by Joe Darin. The show will be released on both the stage and TV.

The “La Mancha” deal involves a substantial investment on the part of Kapp and the firm is planning a strong promotion and marketing campaign on the package. Kapp has already released singles from the score including “Dulcinea” by Jimmy Sedlar, “Theme From La Mancha” by the Boss Guitars, and “Impossible Dream” and “Little Bird, Little Bird” by the Harry Janne Chorale.

The production stars Richard Kiley, Irvin Jacobson, Ray Middleton, Robert Roundtree and Joan Biren. Songs are musical excitement.

Prysock Places Accent on Soul

NEW YORK — The durable Arthur Prysock, who’s been successful in trying out standards with soul for the last decade, ladled out more of the same before an appreciative opening night audience at the Living Room here Monday (12).

The Old Town artist set the mood with his opening number, “Fly Me to the Moon.” With the exception of his hit, “Too Late Baby” which was delivered in the blues manner with a touch of r&b, the rest of the program was in the final groove.

Prysock’s husky, romantic baritone voice is tailor-made for such standards as “Who Can I Turn To” and “Ain’t That A Shame” and “The One You Love,” “Old Man River,” “Stella by Starlight” and “Blue Moon.”

No attempt was made to “illuminate” the program with many upbeat number or a change of pace. Prysock confines his selections to what he does best. Ballads such as “Old Man River” and “Ain’t That A Shame” and “The One You Love,” usually delivered in doleful manner, Prysock injects an enthusiasm and a gaiety to lift to the audience.
Carolyn Hester is back from her third smash British Tour where she launched her first single hit, "What Does It Get You". Order Now On...

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**TOP 20**
- Spots: Predicted to reach the top 20 of the Hot 100 Chart
- **FOUR SEASONS—LITTLE BOY (In Grown Up Clothes) (Saturday, Seasons Four, BMI)**—Currently riding high on Philips' hit list. This one is classic—has the potential of the initial hit. Clear arrangement builds in tempo and rhythm that should prove a strong sales item. Flip: "Call Me" (Duchess, BMI).
- **EPIC 9388**

**TOP 60**
- Spots: Predicted to reach the top 60 of the Hot 100 Chart
- **VILLAGE STOMPERS—THE BIRD OF BLEECKER STREET (Showboat, ASCAP)**—Their most commercial hit since "Washington Square" has the potential of the initial hit. Clear arrangement builds in tempo and rhythm that should prove a strong sales item. Flip: "I'm Mad" (Duchess, BMI).
- **JIMMY CURTIS—SUSAN HAD A HUSKY (Cotillion, ASCAP)**—Their most commercial hit since "Washington Square" has the potential of the initial hit. Clear arrangement builds in tempo and rhythm that should prove a strong sales item. Flip: "Call Me" (Duchess, BMI).
- **JACKIE WILSON & LAVON BAKER—PLEASE DON'T HURT ME (Vintage, BMI)**—With equal appeal for both the rock and pop markets, Wilson and Baker have a solid hit with this slow-driving blues material! Powerful vocal duet. Flip: "Think Twice" (Ramsey-BRG, BMI).
- **CHARLIE BOYER— I BELIEVE (Cromwell, ASCAP)**—Culled from his new LP and tuned perfectly with the upcoming holiday, this distinguished actor gives a powerful, emotional reading of the standard. With equal appeal for all Mediums. Flip: "All the Things You Are" (T.B. Harman, ASCAP).
- **TIM YURO—ONCE A DAY (Monos-BMI)**—This strong country ballad from the pen of Bill Anderson could be the one to put Timi Yuro on the map. One of her best vocal performances. Flip: "Preted" (Brandons, ASCAP).
- **FRANK SINATRA—MOMENT TO MOMENT (Southbend • Northern, ASCH)**—The Man-In-Merc film theme ballad is given a strong Sinatra rendition that should prove a high chart contender. From the anticipated record release, "It Was a Very Good Year" (Reedlands, ASCAP).
- **DICK CURLESS—TRAVELIN' MAN (Darlene, BMI)**—The deep-voiced favorite has the potential hit of another "Tombstone Every Mile" with this strong rhythm material, backed by catch-and-well-grooving chorus. Flip: "Rocky Mountain Mystery" (Morton, BMI).
- **TEX WILLIAMS—BOTTOM OF A MOUNTAIN (Pamper, BMI)**—Hot on the heels of his "K.T. Tennessee" hit, Tex can't miss with his third hit; a high slinging rhythm that will make Fascinating Tex-Mex brass work leads strong backing. Flip: "Tears Are Only Rain" (Brazos, BMI)."
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THE JAZZ BEAT
By ELIOT TIEGEL
Notes From the Field

Impulse Records is increasing its album production by four for five products to offer consumers around 25 new LP's a year. Bob Thiele, the label's new director, reports from New York that a new January release is matches Clark Terry and Gary McFarland together for the first time and that guitarist Gabor Szabo bows with his debut album in the same release.

Thiele admits with amazement that John Coltrane, the respected avant-gardist, sells an average 25,000 albums initially and then the sales jump into the 35,000-40,000 category.

"Don't forget this is hard core jazz," Thiele said. "It shows Impulse has maintained its jazz image. We haven't even tried to make it into the so-called pop jazz field. We find the product we have is selling."

The label has just released a single by Chico Hamilton, "Conquistador." parts one and two, culled from a forthcoming LP of the same name. The disk has a Latin feel and the Impulse crew believes it could fit into the marketplace now that Ramsey Lewis has two straight chart singles.

Speaking of Lewis, he unveiled a new trio in mid-November at a San Francisco concert. Cleveland Pops on bass and Maurice White on drums. They replaced El De Young and Red Roland.

There was jazz, birthday cake and sex when Shelly Manne's Manne Hole celebrated its fifth birthday recently in Hollywood. Despite some noise, the "jazzy jazz joint" was filled during the entire Monday evening part of the gathering.


The evening was sprinkled with comedy aside tossed at Manne and his partner Rudy Underwood, with a striper from the Body Shop Club popping out of a large gift box to cap the surprise.

Cred Taylor, Verve's ad director, will record Lalo Schifrin here this month. Taylor was in Europe cutting organist Jimmy Smith for the first time at a concert in Hamburg, Germany in mid-November. Taylor will confer with Co. Nat Basie and vocalist Arthur Prysock on an album project.

Winners in the Canadian Broadcasting Corp.'s "Talking About Jazz" listener's poll indicate the following audience tastes: trumpet: tie between Buck Clayton and Benny Gillespie; trombone: J. Johnson; alto sax: Johnny Hodges; tenor sax: Coleman Hawkins; baritone sax: Harry Carney; clarinet: Pee Wee Russell; piano: Earl "Fatha" Hines; bass: Ray Brown; guitar: tie between Jim Hall and Barney Kessel; miscellaneous instrument: Claude Lionel Hampton; favorite jazz label: tie between Columbia and Impulse.

Jazz Discographies Unlimited is a Whittier, Calif., firm specializing in big band compilations and so far owner Ernie Edwards Jr., has follow up on Charlie Barnett, Los Brown, Nat Cole Trio, Woody Herman, Jimmie Lunceford, Erskine Hawkins, Freddie Slack, Art Pepper and Ruby Braff. Edwards has an im protocol advisory board. He plans future books on Jan Savitt, Ray McKinley and Claude Thornhill. The label's address is 1107 Carley Ave., Whittier.

Villanova's sixth annual Intercollegiate Jazz Festival (Feb. 26-27) has doubled the amount of entries sent out to colleges. Bill McCluskey, student chairman, has mailed 1,100 notices, expanding the mailings from strictly Eastern and Midwest areas.

West Virginia University's jazz trio has been selected by the State Dept. to tour the West Indies, South America, Central America and Mexico in January. Group will depart in the summer after winning this year's Notre Dame Jazz Festival. Schedule calls for the trio plus vocalist Joyce Breach to depart Jan. 24 and return April 3. The lucky collegians are Joe Belcastro, Bob Hackett and Guy Remonko.

While McCann appeared at the Workshop in Boston, he worked out with member of the house Cittos. Any moral here?

Over 1,200 persons filled the Episcopal Cathedral of St. James in Chicago to hear jazz and rock for the Rev. Robert Owens, who is the night pastor of Rush St. Local 10 of the AFM provided the talent: the Seven Friends, Art Hodes, the Pieces of Eight, Dave Harrison Trio and Brothers 14. George Tukser took the numerical information.

(Continued on page 50)

WHY DO MOST LABELS PREFER THE PROVEN PROCESS?

Simple. You overwrap an album in Cryovac Y-Film and you're on your way to new highs in impulse sales. And proven sales performance isn't the sole benefit. Cryovac Y-Film is part of the only proven process for overwrapping LP's. 200,000 albums packaged in Cryovac Y-Film is sound evidence that this process works. And Cryovac supplies the only complete package - film, equipment, and service. Put this proven process to work for you. At least, check into it. (You like to break sales records, don't you?)
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C/W "Navy Blues" #8730

Shipping Tomorrow, December 7th

RCA VICTOR

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<table>
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**Note:** Table data continues on the right side of the page.
Don’t stock these LP’s just for Christmas...

... THEY SELL ALL YEAR ’ROUND
musicians. Technically, in fact, no foreign musician may play professionally without the participation of nine music halls.

And, despite repeated attempts by the Paris Union and the National Federation to enforce the regulations, the situation has remained consistently bad.

The initiative taken by the union is aimed at adhering to the legal situation, and at the same time improving the situation of Paris' native jazz musicians, 50 percent of whom are without regular work.

The French Jazz Section to bring Parisian nightclubs, cabarets and jazz clubs more in line with French regulations.

In a Special Billboard interview, the vice-president of the section, Guy Lafitte, himself a prominent jazzman said: "Our concerts were frequently banned, practically every jazz club in Paris would close down. The Syndicate realizes this and this is why they have created this special section to negotiate with club proprietors, concert promoters and radio and TV chiefs in order to get better conditions for French jazzmen.

There has always been a loophole for specialized entertainment—Russian style orchestras, gypsy bands, and in these cases a proportion of 50 percent of foreign musicians is permitted. Jazz also comes into this category.

French jazzmen have suffered obscenity too long. We are taking the case of each jazz club in Paris on merit and trying to reach a reasonable solution with the interest of jazz musicians in mind."

The first results of the campaign were seen in the Jimmy Smith-Dizzy Gillespie concerts at the Olympia here when the organizers were persuaded to appoint the Jean-Luc Ponty quartet to the program. In the future all promoters of jazz concerts involving more than one foreign group will be asked to add a French jazz outfit to the bill.

The final outcome may well be that France will no longer merit its reputation as a paradise for foreign—especially American—jazz musicians.

Lafitte stated: "So far we have accomplished more in a few days than was accomplished since this problem has been with us. American jazz musicians have been able to perform and pay better than many of them without working permits or residence permits."

"Yet if a French musician goes to America, he has to go through many formalities. Even in Spain, foreign musicians are not permitted to play and pay a fee before they can play. They also have to register with the police."

The reason of this situation is that French jazzmen have less chance to play, less chance to be appreciated. Yet French jazzmen and many Americans are automatically given credit for being the superior jazz artists.

The Syndicate recognizes that eventually the situation must be reorganized on a European and, finally, on an international basis with common legislation.

Paul Hanify, chairman of Music-Forever, said: "Our campaign is aimed at the abolition of the fiscal law which groups jazz clubs, with nightclubs, thus burdening them with tremendously heavy taxes.

For-pleasure can make a profit on pressings abroad since the margin on a $1.80 LP in Britain (paying 20 percent also in many cases) is extremely slender. EMI director Geoffrey Bridge revealed that we cannot afford to release any product from America and pay full import duty.

The factory being used in the U.S. is in Scranton, Pa., and this is where the 15 plants. Bridge also declared that "There are definitely more factories in America than in Britain and it is not difficult to in London to work whereas at this time of the year it is virtually impossible here..."

Incidentally, I understand that Capital is having to pay for pressings now to help us with Music-Forever's campaign.

For-pleasure is exceptionally busy, not only with pressings close to a million copies each of the Beatles new album and single, but the whole catalog from jazz to classical is selling at peak capacity. "We are delighted with the success of our national advertising campaign which is selling albums like hot cakes. And the Western 20 record store is snowballing," Bridge said.

The plan to manufacture and to make Music-Forever is Pathe-Macon's answer to the problem. This is in addition to round-the-clock production being maintained at EMI's own works in Hayes. Summing up the production problems Bridge said: "We did not, of course, anticipate that demand for the new albums would be so great so we are operating emergency measures—but it is the nicest kind of emergency at EMI that I can think of."

The problem is different, and we shall have to work longer hours to get the demand; we shall know well in advance what the Music-Forever catalog is going to be and we can prepare.

NEW HIGH FOR NORWAY ACTS

OSLO — A sensation hit the Norwegian music scene this week. Six of the 10 platters in the current Hot Parade are of domestic origin. The situation happened before in the history of Norwegian music, but never compiled since October 15, 1958 by the newspaper Verdens Gang.

Early next year she will go to London to record a series of platters destined for the market, according to managing director Torjito Johannessen of Nor-Disc here.

The French have already declared they will give a single with material from her current LP

ManagerBlueprints
CGD Intl. New Look

BEATLES NEED 'HELP' IN GETTING SUITABLE SCRIPT

LONDON—Plans for the Beatles third film are grinding to a halt. The group said three months in the spring to make the picture, but as yet no story has been approved.

The film is to be based on H. M. Cordson's Western novel, "A Talent for Loving," partly on-location in Spain beginning around April 1 but the group has found preliminary script unsuitable.

Producer Walter Shenson, who will again make the film for United Artists, commented: "It's not even sure that we will do 'Talent,' for as yet in the present situation we would be lucky to get it going in April."

INTL. NEW LONDON MUSICALS—130-558-1660

OSLO—Seldom does one find the versatility and dramatic flair of 16-year-old Norwegian songwriter Anne Marie Kleiv. Her LP, "Vow to the Wind," has been a success in Sweden and similarly is becoming popular in Norway. Pop and serious reviewers have acclaimed the girl, whose repertory consists of many compositions of music from the past 200 years, including Bob Dylan compositions.

Last week she visited Hamburg, Germany, and signed a world record contract with Poly- dier Heinl Vogt and managing director Helmut Haevel. In the fall she will go to Paris to participate in a grand TV concert specially devised in a number of European countries, singing "House of the Red Sun." Early next year she will go to London to record a series of platters destined for the market, according to managing director Torjito Johannessen of Nor-Disc here.

The French have already declared they will give a single with material from her current LP.
IT'S A WALKOVER!

THE BOYS WHO MADE THAT SMASH-HIT SINGLE "MAKE IT EASY ON YOURSELF" BRING YOU EASY SALES AGAIN WITH THEIR FIRST LP:

INTRODUCING THE WALKER BROTHERS FEATURING MAKE IT EASY ON YOURSELF

US presentation on Smash MGS 27076 Stereo SRS 67076

European presentation BL 14562 Stereo 843 495 BY


Stroll to sales success with the Walker Brothers

PHILIPS One world of music on one great label
BERLIN — GEMA boosted royalty collections by 7 per cent in 1964, the fifth straight year in which the German ASCAP organization has increased revenues.

Collections climbed to 113, 660,000 Deutschemarks, compared with 105,780,000 for 1963, according to the report just released. GEMA’s executives present the report as proof that the performing right society is a unique “growth industry.”

Over half of the gain in revenue came from radio and TV and 25 per cent from records. A breakdown of 1964 royalty collections shows that radio and TV furnished 37 per cent, phonograph records 22 per cent, concerts and other live music 13 per cent. The remainder came from mechanical rights and other sources.

GEMA says the boost in revenues is mainly the result of its initiative in policing the royalty front—and not due to any appreciable increase in the German music industry.

Sour on Overseas

While proud of its domestic achievement, GEMA is sour over the foreign situation. The report shows that GEMA continues to pay out vastly more to foreign composers and authors than it receives from abroad.

GEMA paid out 20 million Deutschemarks to foreign copy owners in 1964, but received only 8,380,000 Deutschemarks from abroad. GEMA contends that the volume of German music played abroad is much greater than the royalties paid.

The organization offers as evidence in this respect the fact that while royalty payments to German copyright owners from foreign collections have remained static for the past three years, there has been a substantial increase in the performance of German music in nearly every area of the world—proved by the sale of records.

GEMA paid out to individual copyright holders and organizations 98,825,000 Deutschemarks, an increase of 8 per cent over the similar 1963 payout. GEMA has 946 employees, to whom it paid $8,793,509 in wages and salaries.

Scorers Teaming Up Again

Paris—Following his successful collaboration with composer Georges Garvarentz on the music of “That Man From Istanbul,” lyric writer Buddy Kaye is in Paris for three days this week working with Garvarentz on the music for the movie’s sequel.

The theme from the first film, “Love Was Right Here All the Time,” has been recorded by Richard Anthony and will be released in the States on the Tamla Motown label. Anthony is also recording the French version of the Dusty Springfield hit, “Tell Me the Truth” for CBS.

Meanwhile, in Britain, Dusty Springfield has recorded Kaye’s “If It Hadn’t Been for You” and she will also record the theme for the new Garvarentz-Kaye movie score.

Seeburg Tests Vogue’s ‘Aline’

Paris—One of the biggest French disk successes of the year, “Aline” by Vogue recording artist Christophe, has been selected by Seeburg as a test song for its juke boxes in the States.

Initially, 100 disks are being sent to America. They will be put in selected juke boxes throughout the country so that Seeburg can get an idea of the popularity of French type songs.

If the trial is a success, Seeburg will import 50,000 copies of the disk and is likely to make a policy of including other big French hits in its U. S. programs.

EMI...record...press...promote

...import...export
GIVE SINATRA
and your gift becomes a gesture
MUSIC CAPITALS OF THE WORLD

AMSTERDAM
Belgian organ player Andre Barriere guested in the Dutch TV program Studio Stalke. His radio program "The Bird" and "Far West" (No. 1) have also entered the Dutch hit charts. Internationale Muziek Co. Holland, reports that John Kramer, "The Voice" of "Club, Baby, Baby, Balls, Balla" c/w "Tu Jo Hand", will arrive in Amsterdam later this year to give a radio program for AVRO. His radio appearances have beenuni

The Labor's special Sinatra edition. Reprise's "First Time Around" and "You Want of a Beat" by Ray Charles, on which Alberti TV will guested. Also, ABC TV's "Baby. Baby. Baby." is by Remo Festival, with dusting its jazz repertoire...Horst H. Schiller's novel "Ain't Nothin-But a Man; J'0 One," featuring Isabella Jaoetti, was recently released in France. Giuseppe Letkiss-amalgamated in Italy, and its world sales total is currently 350,000.

OVERM AMSTERDAM

Although the Music Publishers Association has set aside a sum of $2,500 to cover the costs of the present year's first British Song Festival, the organizers have decided to go ahead with the event again in 1976. The festival will probably take place the first week of July, 1976, at Brighton Dome and Redhill. It will again feature TV rights. The MPA is now negotiating with eight countries to broadcast the event, and the BBC has already agreed to broadcast the festival. The Red Hot Ed Heath orchestra celebrates 20 years of success with a concert entitled "I'm With It!" this week. The band was formed at the London Palladium and performed during the shows that led up until ATV took over the theatre for week-long performances. During a brief stay in Britain, sometime American radio and TV star Rainette Music with Dusty Springfield, will perform on both sides of the Atlantic. As far as Gillette's concert is concerned, it is proving to be very successful. The concert is organized by the tour manager of the Rolling Stones and the Rolling Stones. It is the last message the Rolling Stones are going to give in the United States. They will appear in the Star Club, Hamburg, in Munich's best club, The Dome, and in Radio Bremen's best club pro-

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the next number one album!!

350,000 copies shipped and sold in just ten days!!

UNITED ARTISTS
the growing giant
WHEN NANCY AMES, NANCY HITS!

"Friends and Lovers Forever"c/w"I've Got a Lot of Love (Left In Me)"

MUSIC CAPITALS OF THE WORLD

Continued from page 28

OSLO

Anne Bendiksen visited Copenhagen for two days to introduce Krist Sparbor, Norwegian singer, to local audiences. The singer reportedly scored with his hit "My Generation" and was asked by local music critics to return for a longer stay.

When Nancy Ames, Nancy Hits!

"Friends and Lovers Forever"c/w"I've Got a Lot of Love (Left In Me)"

TOURONTO

Tower in the U.S. has snapped up "Like a Dribbling Fram" by Race Marbles from Capitol but there is still no release date. The song, which has been a hit in Canada, is expected to be released soon.

December 11, 1965, BILLBOARD
hot new LP.

hot current LP's.

hot labels.
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THE GYPSY TRIPS
(yes, that’s their name)
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"ROCK ’N ROLL GYPSIES"

A SNUFF GARRETT PRODUCTION
Produced by LEON RUSSELL
**BREAKOUT ALBUMS**

- **NATIONAL BREAKOUTS**
  - December's Children: *Raveling Stones* (London C 2431, MG 4534) ($3.49)
  - The 4 Seasons Gold Vault of Hits: *Philips PHR 200-596 (ME); PHS 600-598 (P)*

- **NEW ACTION LP's**
  - New compositions, not set out on Billboard's Top LP's Chart, have been reported gaining strong sales action by dealers in most markets.

- **HAVING A RAVE UP WITH THE YARD BIRDS**
  - Epic EP 24177 (AM); BM 26170 (S)

- **THE BEAU BRUMMELS, Vol. 2**
  - Autumn LP 104 (ST); ST 104 (S)

- **THE FOUR SEASONS SING HITS BY BURT BACHARACH**
  - Hal David
  - Bob Dylan
  - Philips PHM 200-973 (ME); PHS 600-973 (P)

- **SOUL BIRD**
  - Call Tender, Victory V 8632 (QL); V6-8632 (E)

WHERE DOES LOVE GO...
- Charles Boyer, Vehement V 5001 (ML); V 5001 (S)

IT'S GONNA TAKE A MIRACLE...
- Royalaylts, MGM E 4322 (ML); SE 4322 (S)

STANDING ROOM ONLY...
- Pete Fountain and His Orchestra, Coral CRL 3747 (ME); CRIL 3747 (S)

- **JAMES BOND**
  - Secret Agent 006.95...
  - Harry Saltzman and Larry Rose, Columbia CLP 495 (ML); OLSP 495 (S)

- **A COLLECTION OF ORIGINAL 16 BIG HITS VOLUME 4**
  - Various Artists, Mala 453 (S); 5 453 (S)

- **KEEP ON DANCING**
  - Warner, MGM E 4326 (ML); SE 4326 (S)

- **KING RAT**
  - Soundtrack, Maljaton 56048 (ML); 5 6048 (S)

- **FAIRY TALES**
  - Donowa, Hilary LP 127 (ML); SDB 127 (S)

- **THE HULLABALOO SHOW**
  - Peter Mott, Columbia CL 2410 (ML); CS 9210 (S)

- **THE PRIME OF MY LIFE**
  - Billy Edelin, Mala 463 (ML); 5 463 (S)

- **JULIETTE OF THE SPIRITS**
  - Soundtrack, Maljaton 56062 (ML); 5 6062 (S)

- **MOTOROWN REVIEW IN PARIS**
  - Various Artists, Tombo 264 (ML); 5 264 (S)

**POP SPOTLIGHT**
- *The Jimmy McRacklin Impirial LP 3977 (ML); EP 3977 (SL)*

**LYNNE SPOTLIGHT**
- *GLYN Lynne, Everest 2728 (ML)*

**BENESTRIN SPOTLIGHT...**
- *New York Philharmonic (Benestrin) Camerata Sognando, Columbia CL 6791 (ML); MG 6791 (S)*

- *Bernstein has written a brilliant work, and LP's brilliantly performed by the New York Philharmonic and the Camerata Sognando. John Birt is outstanding on the title role. The work has been received with the usual glowing appraisal of the composer's talent.)*

**JAZZ SPOTLIGHT**
- *Smokin' at the Half Note* (DE 8432, DE 4322)

- *West Montague on piano, Winton Kelly on drums, Bob Chilcott on bass and Jimmy LaFaro on vibraphone with a bass dux which should appeal to both traditional and cool fans, although the treatment is generally cool.*

**RELIGIOUS SPOTLIGHT**
- *The Jewish Holiday Album* (ML); BM 26175 (S)

(Continued on page 38)
NEW FROM THE BEATLES!
IN TIME FOR THE SEASON!

We've released the latest and maybe the greatest Beatles album in time for the holidays. Order enough to meet the rush! ST 2442

NEW IMPROVED FULL DIMENSIONAL STEREO

RUBBER SOUL

—AND A NEW BEATLES SINGLE, TOO!
You're hearing it now, and it's not in this or any Beatles album. How's your stock picture?

THE BEATLES
WE CAN WORK IT OUT
DAY TRIPPER

5555

Capitol RECORDS
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<td>Various artists</td>
<td>RCA Victor</td>
<td>31</td>
</tr>
<tr>
<td>25</td>
<td>I'M THE ONE WHO LOVES YOU</td>
<td>The Supremes</td>
<td>Motown</td>
<td>6</td>
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<tr>
<td>26</td>
<td>MORE HITS BY THE SUPREME'S</td>
<td>Various artists</td>
<td>Motown</td>
<td>5</td>
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<tr>
<td>27</td>
<td>TONY BENNETT'S GREATEST HITS, VOL. III</td>
<td>Tony Bennett</td>
<td>RCA</td>
<td>17</td>
</tr>
<tr>
<td>28</td>
<td>SINATRA '65</td>
<td>Frank Sinatra</td>
<td>Capitol</td>
<td>24</td>
</tr>
<tr>
<td>29</td>
<td>MOODS OF MY MIND</td>
<td>The Ventures</td>
<td>Imperial</td>
<td>28</td>
</tr>
<tr>
<td>30</td>
<td>BRINGING IT ALL BACK HOME</td>
<td>The Ventures</td>
<td>Imperial</td>
<td>28</td>
</tr>
<tr>
<td>31</td>
<td>ROGER MILLER/GOLDEN HITS</td>
<td>Roger Miller</td>
<td>ABC-3000</td>
<td>24</td>
</tr>
<tr>
<td>32</td>
<td>YOU WERE ON MY MIND</td>
<td>The Ventures</td>
<td>Imperial</td>
<td>31</td>
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<tr>
<td>33</td>
<td>ALL I REALLY WANT TO DO</td>
<td>The Ventures</td>
<td>Imperial</td>
<td>31</td>
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<tr>
<td>34</td>
<td>ZORA THE CASHER</td>
<td>Zora</td>
<td>ABC-1003</td>
<td>31</td>
</tr>
<tr>
<td>35</td>
<td>THAT WAS THE YEAR THAT WAS</td>
<td>Various artists</td>
<td>RCA Victor</td>
<td>6</td>
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<tr>
<td>36</td>
<td>THE MAGIC MUSIC OF FAR AWAY</td>
<td>Various artists</td>
<td>RCA Victor</td>
<td>3</td>
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<td>37</td>
<td>PAPA'S GOT A BRAND NEW BAG</td>
<td>Various artists</td>
<td>ABC-3000</td>
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<td>38</td>
<td>EYE OF DESTRUCTION</td>
<td>Various artists</td>
<td>ABC-3000</td>
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<td>SOUTH OF THE BORDER</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>23</td>
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<tr>
<td>40</td>
<td>DEAR HEART</td>
<td>Various artists</td>
<td>ABC-3000</td>
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<td>MANHATTAN</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>8</td>
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<td>42</td>
<td>JUST ONCE IN MY LIFE</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>29</td>
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<td>43</td>
<td>LOOKING THROUGH THE EYES OF LOVE</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>23</td>
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<tr>
<td>44</td>
<td>HERMAN'S HERITAGE ON TOPS</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>36</td>
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<tr>
<td>45</td>
<td>ELVIS FOR EVERYONE!</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>18</td>
</tr>
<tr>
<td>46</td>
<td>BEATLES VI</td>
<td>The Beatles</td>
<td>Capitol</td>
<td>25</td>
</tr>
<tr>
<td>47</td>
<td>SUMMER DAYS (AND SUMMER NIGHTS)</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>21</td>
</tr>
<tr>
<td>48</td>
<td>GENTLE IS MY LOVE</td>
<td>Various artists</td>
<td>ABC-3000</td>
<td>6</td>
</tr>
</tbody>
</table>

*Billboard Top LPs* for Week Ending December 11, 1965
We've got the biggest hit of the year!

"The Men in My Little Girl's Life"

by MIKE DOUGLAS

THE WARMHEARTED WILL GET DEWY-EYED OVER THIS SENSATIONAL NEW SINGLE...AND RECORD DEALERS CAN CRY ALL THE WAY TO THE BANK!

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(Pub. by Shalomar, ASCAP)

- and -

"SANTA'S ON HIS WAY" b/w "SCALE"
(Shalomar, ASCAP)

SHALOMAR RECORDS
FH-101

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- and -

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MUSIC CAPITALS

OF THE WORLD

- Continued from page 30

group, the Secrets, using equipment and techniques picked up in England, with hopes for U. K. release.

Montiue's Lloyd and the Village Beat have recorded their second single for Jubilee in the U. S., with "Raincheck on Love" and "The Beat of the Country" ready for release the first of the year. It's numbers are written by the group's manager and producer, former Beach Boy partner Jeff Stanley. Allied Record Corp. is releasing the first dozen or so albums from Pye's new Golden Guinea collector series onto the market in the United States in time for Christmas. The classical LP's are priced at $2.98, mono or stereo.

Paul Anka has expressed interest in writing an LP's worth of material for an English-language album by French-Canadian group. Les Claszse has just released French-Canadian's first protest song, "Les Revolte," (The Rebels), written by one of the group, on Trans-Canada. Allied Record Corp. has just released an LP with Les Claszse singing her hits in French for the biggest French-Canadian LP to appear in France. It includes "Always Something There to Remind Me" and "Get Don't Come," and her latest English single release, "Message Understood," which will be lifted from the LP for a French-language single as well.

Peter, Paul and Mary's French-language version of "Pow Loving Me," recorded for the French-Canadian and European market, got surprise airplay on some Toronto stations in honor of their sell-out concerts at Massey Hall. Now, 28 and 29, Canada has a headstart on the U. S. with "That's Too Bad" by the Sou'wester, on Quality's re-label from Golden Rule in New York, whose American distribution got snarled up. It's breaking first here in Montreal, where it made No. 52 on the big CFCF chart. "The Quiet One," has picked up a Winnipeg group, the Devorrom, with their first disk, Blue in the Night, on Rec-O-Sales. They have topped the 1,000 mark in and around their home town. Connon has signed the Grupo, top Toronto showband, with their first disk due on ASAP in January. RCA Victor has signed two new artists in France-Canada, Therese Deray, who debuts with "L'Amour" and Eano Anthony, an ItalianCanadian who sings the French version of "The Silence," "Bonsiour, Mon Amour."

KIT MORGAN

RIO DE JANEIRO

Young singer-guitarist Nara Leao is U. S. bound. Tour will take two months. The trio of pianist Salvador and the package of Nara, Tereza, Ankly and Peribelo were the big hits of Jazz & Bossa Nova club. Jerry Addario, "Querida" is the top LP in town this week. Disk is a CBS release.

Pete and singer-lyricist Vicente De Moraes was feted at a mammoth party by the City of Sao Paulo. Addario is writing the script of his film "The Girl From Ipanema." There's another film with the same name being planned by some American A Brazilian movie men...Philips is still trying to sell "Elis Regina's new LP in a Christmas box, to gether with another 12"...Chesler released first Discas LP's of his new contract with Discos-Sem-Maision Supplesment is reversioned with the studio names such as Earl Grant, Brenda Lee, Carma Cavalcade and Eunice Rith. Syroed Tullio Cardoso

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BILLBOARD AD DEADLINES
MOVE UP 1 DAY FOR BOTH THE JANUARY 1 AND JANUARY 8 ISSUES

Due to the Christmas and New Year's holidays, deadlines for the issues of January 1 and January 8 are on Tuesday instead of Wednesday (11 days prior to date of issue).

DEADLINE FOR JANUARY 1 ISSUE: TUES. DECEMBER 21
DEADLINE FOR JANUARY 8 ISSUE: TUES. DECEMBER 28

BILLBOARD EXTENDS ITS SINCERE WISHES FOR A MOST PLEASANT HOLIDAY SEASON

December 11, 1965, BILLBOARD
Electrola's 'Tosca' on A Subscription Basis

RONN—Electrola has issued a recording of 'Tosca' with Callas, Bergonzi, Gobbi and the orchestra of the Scuola del Concerto del Conservatorium. Paris and the Rome of the Théâtre National de l'Opera. The director is Georges Prêtre, and the release is in one in which angle is striving to promote classical music sales in Germany by various formulas aimed at bringing down the cost of records without resorting to price cutting.

One device that employed to promote the sale of records at the Angel series—t o offer a reduced price on subscriptions, like the case of "Tosca," the disk is being offered on a subscription plan for 93 Deutschmarks ($3.50) until Dec. 31 after which the price will rise to 50 Deutschmarks on $3.50. The recording is in Italian.

Another Electrola practice to build mass sale of classical records is the use of excerpts and selected opera scenes, in lieu of complete works. Electrola says two factors and for such products; the cost can be kept low, and content can be edited to conform into a practical with mass taste.

Electrola has five new records in this category, all of which are enjoying large yuletid sales. Prices range from 5.25 marks ($5.25), they are Wagner's "The Valkyries," Samson and Salama (Sänt-Saints); De Fauxion von Loosenau (Adam); Mussorgsky's "Boris Godunov" (De Mengelmen—Klism)

A further Electrola series is "Unvergesslich Unvergessen" (Simply Unforgettable), containing memorable excerpts from works of noted artists. Three current releases in this series (all priced at $3.50) are Richard, Tchaikovsky, Dussek and Kirsten Flagstad.

RAI Lines Up Full Card of Events for the New Season

ROME—RAI, Italian radio television, is making a claim as the world's leading producer of classical music for radio and TV. They will present a card of more than 300 concerts, symphonies and operas which will be performed on Rome, Milan, Naples and Turin, their four production centers which maintain its own symphonic organizations.

Loewentae is in Turin with 24 concerts. The 19 concert season in Rome, which is the RAI center, will be held during the annual Busoni piano competition in Tolarno. A series of small concerts will feature young soloists, another, young concert artists, and a third, new director.

The Naples Musical Autumn and the RAI will be shortened to two weeks with the same amount of material as the previous season. Two operas, two concerts by the Scarlatti Symphony, four chamber musical concerts, and two others devoted to organ and clavichord as well as one for chorus.

Kennedy Mass

ROME—Alfonso D'Artega, American composer, presented his original Requiem Mass in memory of the President, John F. Kennedy at a service in St. Peter's Basilica of the Vatican on Nov. 22, second anniversary of Kennedy's assassination. Conducted by the composer, the Mass was played by John Hooten, organist, and sung by Robert El-Hage, basso, Douglas Smith, tenor, Nina Allen, soprano, and Adriana Nincia, contralto with choral accompaniment.

DGG LP on Oppenheimer


HAMBURG—Two Deutsche Grammophon recordings have received the French phonograph record award.

The Grand Prix 1965 of the Academie du Disque Francais has been awarded to Alban Berg's "Wozzeck" and the violin concertos of Iain Sibun. "Wozzeck" is directed by Dr. Karl Boehm and has Dietrich Fischer-Dieskau, Emil Lehnhart. The main role of the席位 recording is by the Berlin Philharmonic, directed by Herbert von Karajan with Christian Ferras.

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**RADIO STATIONS**

**Some Would Rather Switch Than Fight**

*By ELTON WHISENHUNT*

NASHVILLE—The Country Music Association is getting a steady number of requests from radio stations for assistance and guidance in switching to country music, or programming a country music show for the first time. Jo Walker, executive director, said last week.

The requests are "a healthy indication for country music and it's future," Mrs. Walker said.

She said the requests have averaged two to three per week, for the past three or four months.

"New stations are going to country music every week," she said.

She said some stations are also changing to FM country music programming.

A typical request CMA gets from a station which has never played country music before is guidance and direction on starting a country music show.

If the show is popular, Mrs. Walker said, the station increases its country music programming. This could lead to a complete change to all country music, and has happened with a number of stations in the past few years, she said.

Country music is being broadcast more now than ever before in its history. The CMA, which has been doing a first-class selling job in its seven years of existence, is largely responsible.

Mrs. Walker estimated there are now more than 500 stations which program country music full time. She said there are between 1,600 and 1,800 which program from two hours per day up. There are between 200 and 400 which program less than two hours per day, she said.

**NASHVILLE SCENE**

**By ELTON WHISENHUNT**

TRENDS—War and peace is once again a major theme for country music songs. Johnny Wright's "Hello, Viet Nam" kicked it off several months ago. Tim T. F., composer of "Hello, Viet Nam,"

**JACKIE YOUNG MURDER VICTIM**

HOUSTON — Jackie Young, ex-wife of Texas Bill Strong, country singer and deejay, was found murdered in the back seat of her sports car here recently. Strong is the trip here from San Antonio, Minn., to aid the sheriff's department in solving the mystery. At this writing, the murderer remains unsolved.

On the night she was killed, Miss Young had attended a dance at which George Jones and band were featured. The band members, who were among the last to see Miss Young alive, were questioned and released.

Strength is now in his thirtieth year of the Minneapolis-St. Paul sector, currently at WMVN, St. Paul. He reports that he and Miss Young had set a date to be remarried Feb. 20 of next year.

**Pittsburgh Show Grosses $25,000**

PITTSBURGH — Country music continued its big-city success last week with two shows at Civic Arena here, promoted by Dick Blake of Sponsord Events Inc., Indianapolis, pulling some 12,500 fans for a $25,000 gate.


Connie Hall on WKKY

CINCINNATI — Country singer Connie Hall is making a splash on Decca and now on the music charts. She is in a commercial for Decca and also is a new member of the Nashville studio sessions.

**35-Year-Old Birthday Gift**

UNIQUE GIFT—Songwriter Wayne P. Walker (above) got an unusual birthday gift from his father-in-law, Ernest Walker, a 1930s model airplane. Walker, who has been the top composer of country and pop songs for 15 years, drives a Cadillac. His wife, Elaine, has a Thunderbird. "But I'm going to drive the Model A some," Walker said. "I gave Walker the gift a little early." Walker, who is an executive writer for Cedarwood Publishing Co., will be 40 Dec. 13.
Fast Action on the Charts and headed for no. 1

True Love's a Blessing
Capitol 5536

Sonny James
The Southern Gentleman

now hit LPs:
"Behind The Tear" 93415 093415

direction:
Bob Neal
800 15th Ave. S.
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Hap Weinwright's
"COUNTRY FIDDLE"
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Promotions Unlimited
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Marty Reed

On the Way Up
Michael Viner

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C&W Stations
Gave $ Time
To CMA Project
NASHVILLE—Country music radio stations in the U.S. and Canada contributed untold thousands of dollars worth of time promoting October as Country Music Month, Mrs. Jo Walker, executive director of Country Music Association, said last week.

Typically of the letters CMA received is this one from James V. Bonnette, general manager

Kovacs Forms
C&W Label

HOLLYWOOD—Joe Kovacs, pop music promotion veteran who moved here recently from Chicago, announced last week he had formed Silver Saddle Records for c&w products. Torn Gajski, former magazine public relations man, is producing six broadcasts this month for the new label with Cindy Evergreen, a new find from Cheyenne, Wyo., and Kovacs have been associated in various music ventures intermittently for 25 years.

Dennis Expands

DUBLIN, Ga.—Charles Dennis, owner of Charles Dennis Music Co., a Nashville affiliate publisher, announces he is expanding from gospel promotions to country music, with Ted Kirby handling country releases on Kirby's Air Records label. Dennis said he welcomes material from composers.

Lord Signs

Lively, readable, comprehensive— from 1925 to today

Encyclopedia of POPULAR MUSIC
by Irwin Stambler
ST. MARTIN'S
NEW YORK 16928

NEW MANAGEMENT: Bobby Lord (You're Gonna Love Me) has left with Joe Taylor (Gee), Joe of Joe Taylor Music Agency, for exclusive booking. Lord was formerly represented by Acuff-Rose Artist Corp. Lord is a member of the "Grand Ole Opry," has a syndicated TV show, a daily hour-long TV show in Nashville over WSM-TV, and records for Hickory Records.

YESTERYEAR'S COUNTRY HITS
Change-at-a-program programming from your libran's shelves, featuring the disks that were the hottest in the Country Field 3 years ago and 10 years ago this week.

Here's how they rank in Billboard's chart at that time:

COUNTRY SINGLES—
3 Years Ago
December 12, 1960
2. Sittin' On Opry, Tennessee Ernie Ford, Capitol
3. Just Call Me Lonesome, Eddy Arnold, RCA Victor
4. Big Mama, Webb Pierce, Decca
5. I Forgot to Remember to Forget, Elvis Presley, Sun
6. Beautiful Lies, John Sheppard, Capitol
7. Satisfied Mind, Porter Wagoner, RCA Victor
8. Let Me Be Free, Porter Wagoner, RCA Victor
9. Washed Alone Last Night, Eddy Arnold, RCA Victor
10. All Right, Ferlin Yount, Capitol

COUNTRY SINGLES—
10 Years Ago
December 10, 1955
2. Sittin' On Opry, Tennessee Ernie Ford, Capitol
3. Just Call Me Lonesome, Eddy Arnold, RCA Victor
4. Big Mama, Webb Pierce, Decca
5. I Forgot to Remember to Forget, Elvis Presley, Sun
6. Beautiful Lies, John Sheppard, Capitol
7. Satisfied Mind, Porter Wagoner, RCA Victor
8. Let Me Be Free, Porter Wagoner, RCA Victor
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JIM NESBITT

* has a country-pop smash!

"YOU BETTER WATCH YOUR FRIENDS"

(Chart 1290)

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JANET McBRIDE "THE GUY HERE WITH ME" (Longhorn 564)

a pair of 45's aiming at the charts

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By Spartan Records
U. S. Distribution
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**RADIO TV PROGRAMMING**

'Firsts' Whirl War Rages On Radio Station Front

- Continued from page 1

exclusive. More than one radio station in Los Angeles claim to have the inside track to Beatles product—this, in spite of a general Capitol Records release dates.

Some of the stations who capitalize on getting these records are hot artists first and putting them on the air, including KBBU, WABC New York, KRLA, KFWB, and KNJ, Los Angeles. These stations, of course are the top rock 'n' roll outlets in their market.

These exclusive records are gotten in many ways in some cases smuggled right out from under the noses of watchful executives at pressing plants. As for British product, stations resort to various methods of obtaining these records. Some stations even have connections in the British pressing plants of the major labels to get records secreted and jetted to the United States. Other means of getting hold of a record before its release include through deejays' friends in other markets, where the record may already be released (a day's jump on the radio competition can mean a lot) or obtaining a tape from the recording session.

One of the stations repeated most often among radio men is how KRLA, Los Angeles, latched onto a Beatles album a few months ago. Late one night two men approached the station according to music director Dick Moreland. One of the men stayed outside, one came inside and offered to sell an album to one of the staff on duty. He said no, but somebody else—a teenager there—asked to look at it. The teenager—a staff member—telephoned program manager McHill, who then telephoned deejay Dave Hull. McHill told the guys at the station to buy the LP. They did not know it, but they didn't have enough money. So Dave Hull drove to the station to provide the cash. How much cash, is still debated. McHill said it was around $75, but there are other stories for other records have been much higher. The official figure for the LP was about $20. Hull then went on the "Dick Blondi Show" on KRLA and broke the record. Naturally, Hull told the station that the record was a KRLA exclusive. But the whole incident was very mysterious, said Hall, "with this guy lurking in the dark outside the studio, Capitol Records tried to find out what they were, but all we could tell them is that the guy ourselves might have been called Oscar."

Ruth Meyer, program director of WABC New York, also has a curious story. A record company representative was in her office one day bragging about the security of his firm. He said he had a new record due out in a few days "and you certainly won't get this one until we're ready." He then reached over and turned the radio up. His record was already on the air. "It was great filming," she said.

Martin of KRLA admits he stumbled upon one Beatles record by accident. Capitol Records had shipped a record store in Los Angeles some Beatles records, thinking it was a disk. In fact, he found a couple of Beatles singles in the shipment. He let one copy be put to the KRLA.

Not Fierce in N.Y.

In July, the battle for exclusive records is not as fierce as it might be. Certainly not as fierce as it used to be when WINS was in its musical prime. WMYA could have a list of singles—all hits—that they had first. Last September, these included "Yesterday" by the Beatles, "Treat Her Right" by Ray Head, "Let's Hang On" by the Four Seasons and "Positively 4th Street" by Bob Dylan.

In October, "I'm Never Home Anymore" by the Shangri-Las, and "Over and Over" by the Dave Clark Five. In November, they bust "Ebb Tide" by the Righteous Brothers and "The Little Girl I Once Knew" by the Beach Boys, among others.

Ruth Meyers feels that these exclusives are very important. They lend excitement to the station. The fact that you play all of the hits and play them first means a lot to the hard core music fans—the ones who are really concerned with the music—and they listen for them. These exclusive records, she claims, listeners tuned to our station. Exclusive records also give us something to talk about. So it's a lot of fun.

Not Automatic

Having a record doesn't mean that it will get on the air automatically. A lot of stations feel it's an honor to offer your record as an exclusive if we'll play it," she said. "It's a way we do them. They lend excitement to the station. The fact that you play all of the hits and play them first means a lot to the hard core music fans—the ones who are really concerned with the music—and they listen for them. These exclusive records, she claims, listeners tuned to our station. Exclusive records also give us something to talk about. So it's a lot of fun.

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Disk Men, Station Mgt. Cited

For Communication Blackout

By CLAIRE HALL

NEW YORK—The music industry is suffering from a tremendous lack of understanding of record promotion, according to Frank L. Sweeney, national promotion director of Monument Records and Sound Stage 7 Records, a veteran radio personality, Sweeney just left Decca's WKJN to join Monument.

"I don't think most record promoters know how radio stations operate—and conventional radio stations anyway. If a few radio people at management level understood the record business, I would like to see better liaison at the management level between the radio and record industries, he said. "When I call at a station, be it music librarian or the program director, I'd like to think I'm talking to a station manager. After all, I represent an industry which supplies him with $87.7 per cent of his product—the percentage of programming that's based on records."

He felt that many radio men

\[Continued on page 49\]

--Continued from page 1--

MOTOWN RECORDS RUPREHED took over a copy of "Things Are Changing," during the recording session. At left is Howard Taylor, formerly executive vice-president to the President's Council on Employment Opportunity. Behind the Supreme's is Henry C. Whalen, vice-president of the Advertising Council. At right is Bruce Roberts, who was administrative co-ordinator of Plans for Progress. Taylor is now a director of the Export-Import Bank.

**WDAAF-FM Moving To Rock Format**

By EARL PAIGE

KANSAS CITY, Mo.—Rock 'n' roll has proved to be so popular on WDAF-FM here, the station is planning to go full-time, said program director Earl Giller. The station only recently separated its FM program from its AM as per FCC ruling it presently beams 3 p.m. to 9 p.m. with a contemporary format.

Although we cover a 100-mile radius," Giller said, "we still only 36,000 watts on 102.5 meg here, so we first considered something that would give us an identification. There are several FM operations here in the Kansas City market with some are a lot more powerful than we are," Giller said. "This is how we came up with the idea of contemporary rock on FM format," he reported.

**Billboard Hot 100**

The station relies heavily on Billboard's Hot 100 chart, according to Giller, program information around 100 singles a week, including solid chart numbers as well as promising new releases.

"We're using six musical hours of nine minutes each around six commercials in the

**KVOO Switches to Top 40 Good Music**

TULSA—KVOO, a 50,000-watt clear channel outlet, launched a top 40 easy listening format Dec. 1, hinged on Billboard's Top 40 Easy Listening chart. The station, noted for its good music and in-between classical programming, recently ventured slightly into the rock market, according to record librarian Tubby Young, but is eliminating that plus daily religious programs (except for Sunday) and Monday night specials.

Top 40 easy listening records, as programmed by program director Johnny Ryan, are interpreted with good music records selected by the deejays. The aim, Young said, is to produce "a more happenin' type of sound with a little more movement" in the station, also desiring an afternoon talk-

music program for straight music.

The change is more to a definite music format, then a change of music, Young said. The famous "Sleepwalker's Serenade" program will be retained and expanded. It used to come on at 10:30 p.m., but now will start at 9:30 p.m. The 1:30 a.m. to 5 a.m. classical music program will be augmented with light classics and good music.

But the station will basically feature a top-40 type music format, Young said. "We needed something to put our fingers on for this, so we chose Billboard's Top-40 Easy Listening chart. Because of the new format, KVOO needs to have our top-40 music records... to Tubby Young, P.O. Box 1349, Tulsa 74103.

**CAPITOL RECORDS** NANCY WILSON had a special deejay welcome committee at her recent Nashville concert. From left, Max Prichard, WLAC program director; Bob Scioati, WLAC deejay; Don McLean, WLAC deejay; and Russell Granger of Capitol Records.

December 11, 1965, BILLBOARD
Dusty Rhodes has been upped to program director of WSAI, Cincinnati, he was the station's music director. Former WSAI program director Jim Smith has been promoted to account executive of the station. The new music director is Tom Kennington.

Billboard's congratulations all the way around; gentlemen. Interesting bit of info: Radio enthusiasts on Dec. 8, 1920, using earphones, heard a concert one of the first—frost KDKA, Pittsburgh. . . . Been a reshuffling of all staff at CLKW, Detroit. . . . Ross Britain ends two years at WCK, Cleveland, to join WCF, Chicago. George Stone, departing NBC, Chicago, to become program director at WJWE, Chicago. Tom Quinn has joined WOOD, Grand Rapids, Mich.

Bills John, formerly with the British pirate ship Caroline, has joined WAIJ, Winston-Salem. . . . In return, American Rich Michael has joined Radio City, New York, which operates from an abandoned fort in the Thames Estuary. . . . The National Association of Broadcasters reported that a record 2,403 radio-TV executives attended the 1965 . . . (Continued on page 49)
**WDAF-FM Moving To a Rock Format**

*Continued from page 46*

"Just a direct result of the solicitation and another large batch which came in before and after the re-quest for opinions. In nearly every instance, the listener wanted all music—no talk, no calendar announcements, no news. Just music."

"And the mail wasn't just from teenagers," the program director said. "We heard from college students, young adults, in professional people—right across the board. One electrical engineer wrote in that he liked the "sophisticated approach to contemporary music."

**WDRC WPOP Making Top 40 A Hopping Market in Hartford**

**STATIONS BY FORMAT**

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**FM RADIO FREQUENCIES**

| 105.9 | 105.9 | 105.9 |

**HARTFORD, CONN. . . . 3rd Cycle DECEMBER 11, 1965**

**TOP STATIONS**

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**RADIO RESPONSE RATING**

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**CLASSICAL**

| WCCC | WLBK |

**COMEDY**

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| WEST | WCCC |

**PROGRAM DIR., MUSIC DIR., OR LIBRARIAN**

| WEST | WCCC |

**R&B**

| WEST | N/A in HARTFORD/PARIS |

**JAZZ**

| WEST | WCCC |

**COUNTRY**

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**FOLK**

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| WEST | N/A in HARTFORD/PARIS |
Radio-Television Programming

Firsts, Whirl War Rages On Station Radio Faces

Continued from page 46

...aspirants. We get them. We get them every-...
NO NEW ACTION SINGLES THIS WEEK

Fund Drive on CMA's Agenda

- Continued from page 22

run a month, with construction set to begin in March on the $300,000-plus building which will house offices of the Musi- cal Hall of Fame and the Country Music Museum.

While more than $300,000 has been pledged toward the building by the music and record industry and individuals in the industry, Mrs. Walker said this money, which will be paid over a period of years, will be used for maintenance and upkeep and for future addition to the build- ing.

The CMA wants to get $350,000 cash for the building, rather than pay high interest on borrowed money, she said.

JAZZ BEAT

- Continued from page 20

Roułhouse St. Records of New Orleans has pressed a seven-inch picture disk of the record containing the Congo Congress song made by Ref. F. Ed- wards and Charles, extolling Ginnie Glover's new song, "Welcome Home, Space Traveller." Musicians are the New Orleans Rhythm Peddlers and Joe L. Thomas Orchestra.

King Pleasure, one of the first singers to put words to solos, is gigging again. He hasn't been in the public eye for some time, but he was in San Francisco with the Jim Young Trio some weeks ago.

Items for the column should be sent to 1520 N. Gower St., Hollywood.

Cap.-Duotone Deal

HOLLYWOOD—Capit's distributors are handling the Duotone phonograph needle catalog, which lists over 100 dif- ferent machine manufacturers. With the cross referenced bro- chure, a dealer may locate the proper needle by cartridge num- ber, phonograph brand and number, needle maker's name and number and production plas- tik.

Survey Results

AMORY, Miss. Marvin Hooper, owner and head of a record promotion firm for record labels, conducts a survey he conducted in 13 Mid- west stations showed that 420 radio stations program country music, more than 900 DJ's in the 13 States program more than 100,000 hours of country music per week, he said.

TOP SELLING R&B SINGLES

SPECIAL SURVEY for Week Ending 12/11/65

OTHER RECORDS OF INTEREST

Other records registering sizable sales in certain markets and appearing to be a week away from spreading throughout the national top R&B chart show none on the chart are not eligible for a listing here.
Musical Isle Proves Value Of Artist Store Appearance

UNABATING APPEAL of the recording artist in the retail store autographing version again demonstrated recently by Musical Isle in Milwaukee, a giant rack-jobbing firm. Appearance by Decca artist Brenda Lee at newly remodeled Montgomery Ward store in Chicago's Loop attracted 1,000 fans to the third floor record department.

PROMOTIONS for Dealers

"IT'S IN THE BAG" promotion by Smash Records offers dealers a free, two-color shopping bag with space for prominently imprinting the name of the record store. The bag is particularly suitable as a hand-out in department store record departments. Appearing on the bag are Smash artists in the company's latest release with artist discography. Smash is also supplying a die-cut display for artist Charlie Rich, printed in black and red day-glo and featuring a four-color LP cover.

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 135 W. Randolph, Chicago 1, Ill.

Selectron

PORTABLE AIWA tape recorder by Selectron. Records up to 4½ hours on 5-inch reel at 1½ or 3½ Lps. Operates on AC current (built-in converter) or four D batteries, VU meter, push-button operation. Price $99.95 includes accessory case, earphone, splicing tape, AC power cord, four batteries and take-up reel.

Zenith

MONOPHONIC two-track tape recorder by General Electric. Two 5-inch tape reels, 5-watt peak power, five tape controls, four audio controls. Two input and tuner/phonograph jacks, output jack for external amplifier. Retails $129.95.

General Electric

STANDARD FIVE-TRANSISTOR tape recorder. Plays 30 minutes at 1½ Lps. on 2-inch reel. Four push-button controls, remote control microphone, telephone pick-up, carrying case, six AA batteries. Price $44.95.

Selectron

The Pfanstiehl needle catalog is again indexed in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture. For exact replacement with a new Pfanstiehl diamond or sapphire needle write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received.

DIRECT-TO-DEALER

Pfanstiehl

CHEMICAL CORPORATION • BOX 606
30 EARBVIEW AVE., WAUKESHA, WISCONSIN
Distributors of the 14.75 Diamond Needle
Billionaire Buyers & Sellers

CLASSIFIED MAR

A convenient outlet place for the best buyers of equipment, supplies, services and personnel—saving more than 50,000, buyers, sellers, and users of audio, records, tapes, home entertainment equipment, cash machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

THE ARCADES, TEENAGE ROCK N ROLL band, small hires, available to rent for commercial, school, shows. Phone W. 1500, 1426, 7879. New Jersey. Bill Monroe, Amas, lead vocal, guitar. Also other groups.


THE LEMARIS, PREMIERE For Sale. Complete line of Premier records. Also, records for sale, for sale, for sale in New York area and nearby States. Address: Area Code 180. 7869, P. O. Box 361


YEARLY MANAGER OF LEYDEN, world famous, 90-year-old record company. Excellent opportunity, newspaper work with experience in music field. Address all inquiries to: 1 Park Plaza, New York 16, N. Y.

HELP WANTED

LONDON RECORDS REQUIRES SPECIALISTS, FACTORY REPS. Qualified in Classical and Spoken Word sales to sell the London Imperial and Panasonic sets to dealers. The following territories are still open: 1. Indiana, Illinois, Wisconsin, Michigan, Minnesota, 2. Ohio, Western Pennsylvania, Kentucky, West Virginia, 3. Alabama, Mississippi, Louisiana, 4. Missouri, Tennessee, Kansas. Please send resume to or call: Mr. F. OBERG, 88-8600 W. 399 W. 39th St., New York 1, N. Y.

MODERN POLK Trio Needs Agent to handle bookings for the Western U.S. For detail write: Mike Yashin, 3331 C. D. B. S., New York 6, N. Y.

PRODUCTION PROM.—GILL FRIDAY, Premier record company—advertising and promotion na two雅, writing, producing, directing, designing, photographing. Excellent opportunity for creative minds—allowances for travel. Address all inquiries to: 1 Park Plaza, New York 16, N. Y.

INDEPENDENT RECORD COMPANY seeking all-round Office & Traffic Manager. Must have had experience in music business and must be located in New York City. All inquiries held confidential. Write: BOX #222, Billboard 165 West 45th St. New York, N. Y. 10036

WANTED—BUYER—CLASSICAL-PUPIL. Will handle international as well as American classical business. Write: Right Record, 119 W. Turnpike, Bovina, N. Y.

RECORD SELLER—CLASSICAL-PUPIL. Must have a knowledge of music and by necessity be a musician. Must have a knowledge of music and be able to handle the business. Write: Right Record, 119 W. Turnpike, Bovina, N. Y.

$100 Weekly and up for Part-time. $125 Weekly and up for Full-time. Write: Right Record, 119 W. Turnpike, Bovina, N. Y.

ROCK N ROLL GROUPS and SINGLE writers and performers wanted. No experience necessary. Send show schedule and resume to: A. P. Mr. T. R. T., 1111 Lafayette Avenue, New York 25, N. Y.

$10,000 BAND JOBS for talented musicians. Write: B. C. S., 136 West 45th Street, New York 19, N. Y.

WANTED, VOCAL GROUP, FOR SALE—OFFERED, 50¢. Write: Right Record, 119 W. Turnpike, Bovina, N. Y.

MISCELLANEOUS

200 NAMS AND ADDRESSES IN Magic Makers, Vol. 12, 13. Send $2.00 to Bill Monroe, New York 21, N. Y.

Copyright, 1965, by Bill Monroe. All rights reserved. Printed in the United States of America. PUBLICATION, INC., New York 21, N. Y.

Billionaire Buyers & Sellers

WANTED, 2000 PROFESSIONAL LACQUER LABELS IN complete sets. $100. Write: Right Record, 119 W. Turnpike, Bovina, N. Y.

CLASSIFIED RATES

Per insertion

1/2" $10 1" $25 2" $50

Classified Advertising

MINIMUM—$10.00. Published Monday.

CLASSIFIED COPY DEADLINE—Friday at 12 noon.

Use this Handy Order Form

Please insert the following ad for ___________.

Title: ________________________

Rating: ____________

Amount Enclosed: ________________________

Copy: ________________________

Company Name: ________________________

Address: ________________________

State & Zip Code: ________________________

Please include your payment. We do not fill for classified ads.

FOR ADDITIONAL INFORMATION AND OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING, BILL MONROE, CLASSIFIED ADVERTISING, 119 W. 45TH STREET, NEW YORK 19, N. Y.

ADVERTISING RATES INTERNATIONAL EXCHANGE

MINIMUM—$10.00. Published Monday.

ADVERTISING COPY DEADLINE—Friday at 12 noon.

Use this Handy Order Form

Please insert the following ad for ___________.

Title: ________________________

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Amount Enclosed: ________________________

Copy: ________________________

Company Name: ________________________

Address: ________________________

State & Zip Code: ________________________

Please include your payment. We do not fill for classified ads.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS BURNED BY FIRE. REPRODUCTIONS OF ALL NEW REPRODUCTIONS NOW AVAILABLE. Write: All New, 3045, 503-523, N. Y. 21, N. Y. 927.647

DONNYDOYL'S NEW ALBUM. "ARRANGEMENTS," NOW AVAILABLE. Write: Donn Doyle, 119 W. 45TH STREET, NEW YORK 19, N. Y.

THE BEATLES MARY JANE WANTED. Write: The Beatles, 119 W. 45TH STREET, NEW YORK 19, N. Y.

RECORD COMPANIES PUBLISHING and DISTRIBUTION. Write: Record Companies Publishing, 119 W. 45TH STREET, NEW YORK 19, N. Y.

MAGNETIC TAPE IS BIG BUSINESS. Write: Magnetic Tape Corporation, 119 W. 45TH STREET, NEW YORK 19, N. Y.

AM/FM NINE-TRANSISTOR radio. Write: Henry, 119 W. 45TH STREET, NEW YORK 19, N. Y.

TEN-TRANSISTOR AM/FM radio. Write: James, 119 W. 45TH STREET, NEW YORK 19, N. Y.

Merc-Bateman Deal Cemented

NEW YORK—Mercury Records has concluded an indefinite production deal with Bob Bate- man. First release will feature the La Veta on Philips Records with "Practice What You've Been Preaching." The "No Mat- ter What You Do to Me." Bate- man, who will work under the direction of Mercury's M. M. President, will be totally responsible for all future issues. Mercury, S. E. F. and R. B. Blue, headquartered in New York, will handle promotion and public relations.

Batemann has previously re- corded for In Records, a sub- sidary of Roulette Records Motown Records and Donn Doyle Records. He produced "Please Mr. Possumman for the Marvelettes, a No. 1 record.

December 11, 1965, BILLBOARD
Folz Vending Celebrates 50,000th Unit Placement

OCEANSIDE, N.Y. — The Folz Vending Co., the nation's largest bulk vending operation, will celebrate the firm's 15th anniversary and placement of its 50,000th machine with a big Christmas party Dec. 18 at the hotel offices.

Founded in 1949, the company now operates throughout the U.S. and in Canada. There are 36 out-of-town branches scattered from Maine to California, 45 route men and 78 employees in the company.

"We placed our 50,000th machine in August," said Harold Folz, who is secretary of the National Vendors Association and a partner in the company. "The total now is 55,000 machines."

Award

The other brother, and founder of the company, Roger Folz, is president of the New York Bulk Vendors Association. Both have been active in combating legislation that would adversely affect bulk vending. They were instrumental in helping obtain a price exemption from the New York sales tax and are currently working for a similar exemption in proposed Massachusetts sales tax legislation.

In October the brother executives were awarded the L. D. Chambers Award of the National Automatic Merchandising Association for "outstanding legislative accomplishment during the year." The award is the highest made by the giant NAMA.

Dime-and-Under Exemption Has Bipartisan Mass. Support

BOSTON. While partisan political conflict over the state sales tax article that would establish a 3 percent, bulk vending interests represented in the main by the Folz brothers of New York feel confident that a dime-and-under vending exemption will be part of the language of any bill that reaches a vote in the Legislature. Harold and Roger Folz of Folz Vending, Oceanside, N.Y., whose operation extends throughout the country, have been active here in persuading legislators of both political persuasions that the operator of the small charm vending machine should not be faced with the loss of all profit structure.

Roger, who is also president of the New York Bulk Vendors Association, explained that the essential tax law poses no threat to candy or gum vending because of a confection exemption in the existing language. "It would hit capsule vending though without the exemption we seek," he said.

Encouraging

He reported that originally the tax measure provided for an under-one-cent exemption for his firm, but at the urging of the Folz brothers and with the backing of Republican Gov. Volpe, the language was changed to provide for a dime-and-under exemption of vending sales from the tax.

"No matter what the ultimate form of the bill takes," Roger said, "it appears that the exemption we need will be there. We're only about a 95 percent chance that we do have that exemption.

Despite the fact that another draft of the tax bill was tossed out last week in the Palmetto House, the statement here "looks very encouraging." The brothers were instrumental in recently obtaining a dime-and-under exemption of New York State from a tax that would have applied to confections as well.

President Hits Pre-Show Product Lull

BROOKLYN—Henel Novelists President Henry Schor last week expressed strong disagreement with the traditional product release policy which he said "creates a pre-show lull." Declared Schor, who brought his longtime charm supply firm directly into the bulk market during 1965, "I feel that manufacturers should help the operator by bringing out new items during the customary slack time."

Industry Dictionary

ZURICH.—Lagerstocks Publishing Company has published a German-English and English-German set of dictionaries which include the most comprehensive coin machine vocabulary ever incorporated into a standard dictionary.

The volumes are specially designed for the coin machine and electronics trades. The set is in hand-bound format, the English-German volume having 744 pages and the comprehensive German-English-German volume having 924 pages.

Langenscheidt terms its new dictionary "a major break-through toward building a bridge between the German and Anglo-American coin machine worlds."

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"Traveler"

December 11, 1965, BILLBOARD

53
Safe Driving Tips
For the Operator

The following article is excerpted from a speech presented by Gerald J. Feddersen during the recent convention of the National Automated Merchandising Association in Miami, Fla. Feddersen is supervisor, driver eduction, traffic safety and highway improvement department, Ford Motor Co.

A safe driver is a sound, economic investment. The time you spend in developing good driving practices will be repaid many times in reduced insurance premiums, down time of vehicles and time lost away from the mob.

One of your basic objectives should be route familiarization. You should know the locations of all hazards on your route, such as two-lane roads with cars parked in both directions, school zones, fire and ambulance stations, construction zones, un-marked intersections and entrances and exits to high-speed expressways.

Check List
Always make a preliminary visual check before going out on the road. If necessary, you can have a written check made up which includes the following items:

1. Tires—check your space at all times.
2. Horn and lights—make sure your pedestrian signal is clear.
3. Pump your brakes and hold them on as you go, making sure your pedal pressure holds constant.
4. Clean all glass and reflectors. A thin gape of dirt over your lenses can cut available light by 25 per cent.
5. Ensure all objects from the top of your instrument panel that may obstruct your vision.
6. Check your parking brake.
7. Check your water and oil. On the road, you should always be aware of the following rules:

1. Understanding right-of-way law—this is your right-of-way as a privileged passenger with caution after checking for possible hazards involved.
2. Passing. Pass only when you have unobstructed space ahead and a smooth position and a smooth indicator signal at least five times before beginning the maneuver. Always sound a friendly horn to indicate your intention and your position.
3. Tailgating. Always leave yourself adequate space to stop.

Hungerford Denounces Coin Selling

CHICAGO—Reselling coins in bulk is an illegal practice.

"Although the supply of coins is reporting over improved over a year ago, some short-sighted businessman might reach for a few cents by some means," according to a mark-up to retailers or banks during the active Christmas season," said Thomas B. Hungerford, executive director of the Am. Auto.

"The vending industry," said Hungerford, "has for several years carried measures to reduce coin sales to banks and retail stores without any charge.

"While a few selfish individuals make money in such practices," said Hungerford, "this is strictly against the established policies of most vending firms.

Organizations which try to make a profit out of coin shortages definitely against the best interests of the public." Hungerford added that reports from the association’s members across the country add no effect on the other part of a result of coin shortages.

Happiness Is 170 New Members

VICTORY IS SIGNALED by Arthur D. Stevens (right), chairman of the National Automated Merchandising Association membership committee, and William H. Martin, treasurer-elect of the association and a committee member, after enlistment drive brought 170 vending firms into the association, exceeding the goal of the association, Automatic, Inc., Kansas City, Mo., and Martin is president of Automatic Candy Co., Columbus, Ga.

Business Machine Use Permits Sales Analysis

SEATTLE, Wash.—Few bulk operators anywhere can estimate sales as accurately as John McDaniel.

The average operator is inclined to rely on his memory for the effective of his answers. Local operator McDaniel has for years carried out a complete analysis of sales on an NCR accounting machine which gives him a continuing report on sales by location, product, season and other variables. McDaniel says he keeps an accurate book on every call at any location. McDaniel also enters commission rates, collections and operating costs.

As a direct-by-product, separate ledger cards are automatically posted along with the current card, on every location. The leading card, like a tree, is cut in the proper lane and goes to the sales as well as to the time lost away from the job.

Time and crowded, the McDaniel feels that one of the greatest advantages of this machine is the fact that he is able to send every location owner a businesslike and prompt statement monthly, with commission checks. This answers any question the location owner is likely to ask, and considerably heightens his image as a businessman. During recent years he reports the machine posting in this way is responsible for a better return per location. He has built up his route to over 5,000 machines and can easily add another 1,000 or so without taking NCR's equipment.

Now Products

This form is designed for the convenience of bulk operators.

HENAL NOVELTIES

MARTIAN FINK. Sequel to the Rat Fink. A dime item available in capsule or bulk. Item being distributed under trademark and is copyrighted. Has painted antennae and eyes. Fine displays in color.

December 11, 1965, BILLBOARD
Personnel Problems

To a great extent, Mr. Operator, the man you send your machines hold the keys to good customer service, productivity, and efficiency of your organization. Finding men who measure up to this role and keeping them happy in their job is the biggest challenge facing operating managers. This week, we'll examine some of the factors that contribute to the success of people in the field of personnel relations will help you meet this challenge. The following articles are excerpted from speeches delivered at the recent Miami Beach, Fla., convention of the National Automatic Merchandising Association.

The Fundamentals of Hiring

by ROBERT E. SHAEFFER

As basic principles for recruitment or selection of employees, the operating firm management should bear in mind the following principles:

1. Hiring costs money and is one of the major investments in the business. 
2. Selection of an employee is really a production, and

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just experienced. Excellent opportunity and good starting salary. Dependable, sober, experienced. $800 monthly.

Outboard Training Procedure

HOWARD G. HAMILTON

The company must provide training to a definite hiring program to prepare him for his future duties. There should be one person, responsible, who has charge of the training program and stays in the program to prevent it from falling apart. Now, I do not mean who leads the training an hour or two during his time, but one person is responsible and takes an interest in him through the period—a co-ordinator, you know. First, the trainee should be introduced to the company and its functions. He has to be told at his financial remuneration that, where he is placed in the organization will be introduced to the man he will be working with, given some insight into the company relations; be shown the company's work paper forms, what will be his responsibilities; be given instructions on his appearance and normal duties.

Little Things

And these are the little things, like, for example, ascer-

Making Incentives Work

by EDWARD M. RYAN

(Continued on page 56)

finally, there are the counterparts who are the good-0ffs, trouble makers and buckpassers. Understanding the human factor in incentive planning is the only way to make such a program work. Everyone, including many of those 90 per cent who don't fit the program more than doubles the rewards. The problem is, however, to find ways of stimulating him to do something about his wishes. First of all, ambition must be established.

(Continued on page 57)

Industry Seeking a
decrees to phasing out
on Bluegrass Games

by PAUL ZAKARAS

Frankfort, Ky. — Two Chicago pinball manufacturers, a Louisville distributor and a Louisville operator have filed for a declaratory judgment in Franklin County Circuit Court, asking the court to rule on the legality of amusement-type pin games.

The suit was filed by William Gottlieb Manufacturing Corp. and D. Gottlieb & Co., Chicago, Gottlieb distributors and the State Amusement Co., both of Louisville.

The climate for the action was created in October when deputies of Paul R. Huddleston, law Edward Breathitt's special counsel in charge of driving out pinball machines, seized 134 pin games in Bowling Green, Ky. In an effort to curb illegal pin games, a large number of amusement games which, according to the 1950 state census, had been licensed to the cities that issued permits.

At that time it appeared that he would be attacking only certain games. He has been shown that sometimes lumped with amusement pin games because of slight similarities in play. Two recent court decisions indicate, however, that the Governor's forces are no longer making a differentiation between the two types of machines.

In response to Billboard queries, Breathitt's special counsel and his aides both believes types of machines should be treated equally, and stated his actions are designed "to test the 1950 law. We feel that this action is being taken for the public good."

Attorney for Gottlieb and Williams, Stuart Hannaker, said: "We are happy with the decision of the judge. He said that Huddleston has asked the court to consider his request for judgment. Hannaker indicated he would not be in the courtroom before the end of the year."

Hannaker added: "If the judge makes a decision, the law enforcement agencies will have their place in the general scheme of enforcement programs."

BILotta HIRES A PUBLICIST

NEWARK, N.J.—Ron DeFrance has joined Bilotta Enterprises, Inc., here as fulltime public relations director. He has served for the firm on a part-time basis for several years while he was working on his doctor's degree, in the advertising field. He has also been involved in the publicity for all phases of the Wurlitzer dispensing operation, including its new Dixieland Jazz Dis
couche concept and its new recording enterprise.

GI Money Jingles in
California Coin Boxes

by BRUCE WEBER

LOS ANGELES—Give most soldiers the same amount of time and they're likely to spend their money feeding juke boxes and vending machines in communities surrounding military bases.

Soldiers distribute their pocket money liberally on amusement games and juke boxes, according to operators servicing military post and camps. Some of the machines, which are geared to a military-economy and thrive on free-spending servicing.

Reports indicate business on military posts—Fort MacArthur, a major Asian Pacific installation, and the Camp Pendleton Marine Base in San Diego, for instance—Roberts and Hunter Liggett Military Reservation, both in San Luis Obispo, and the large Fort Ord training center, near San Francisco—showing military communities is booming.

Pleasant Profits

Cam Hathaway, who services Camp Roberts and Hunter Liggett Military Reservation and the city of San Luis Obispo, says he earns a good profit on military coin boxes. Hathaway has a variety of coin machines and pool tables located throughout both camps. And with a minimum outlay in machine repair, he admits to making some pleasant profits.

During the summer, when some 50,000 California Army National Guard and Army Reserve units are in training at the Roberts military population, Hathaway business shows a 30 per cent gain.

Soldier Service

Hathaway, who visits his military locations months, has learned to "stop worrying about his equipment on military posts and to start enjoying the work that the machine provides."

"The soldiers keep the equipment in excellent shape," Hathaway said, "and except for minor repairs usually brought about by"
Making Incentives Work

Continued from page 55
sometimes conspire to discourage, rather than encourage, individual ambition, and it is up to the employer to see that such circumstances are removed from his organization.

A basic communications problem often exists between management and employee. In a recent study, supervisors of 24 organizations were asked to list 10 morale factors in the order they believed their employees considered these factors. Later, employees of the same organizations were asked to take the same 10 factors and indicate how they felt. The supervisors were guessing—the employees were revealing their true feelings.

In on Things

The results proved that a fundamental misunderstanding did exist. The first three factors listed by employees were the last three listed by the supervisors.

"Full appreciation of work done," first by employees, was eighth to the supervisors. "Feeling in on things," listed as number two by workers, was tenth on the management list. "Sympathetic help on problems," third in importance to the help was only ninth on the bosses' tabulation.

All of which serves as added evidence that supervisors and management are not necessarily a good source of information on how employees feel about the job, pay, working conditions and other areas of personnel management.

Blunt the Drive

Important overall considerations in personnel control which should be followed by most managers include: (1) Pay any compensation system that does not provide a sure reward, than rewarding employees effort and improvement is stifling the natural desire to be better. (2) Promotion. Any selection, upgrading or development based on other factors such as: (a) performance and (b) promotions (of one or two other factors) in theory anyway, tends to blunt the drive for self-improvement. (1) Training. Any training or development program that prepares many for only a few openings, or aims at goals so vague they are like mirages, will cause more resentment than good will. But pay and promotion are cut the only incentives that stir employees to try for bigger and better things. There are certain items of a tangible nature that work. However, there is always an important difference: pay and promotion are related to money; the intangibles require careful study and individual consideration to each person.

Intangibles

The following intangible incentives should be kept in mind:

(1) Job security. (2) Personal satisfaction (pride of accomplishment), (3) approval by others (whom one respects), (4) chance for promotion (not merely a promise), (5) prestige (title, location, equipment, kind of pay, etc.) and (6) sense of participation (ask opinions, consult).

If an employer has the time and ability to get to know what particular area of motivation has the most appeal to each member of the work group, it would then seem logical that in time, all employees could be started on the road to self-improvement —to better their own security by helping the company better its security.

However, unless you have a rather dull business world, one-to-one contact will be impossible. Sticking to a program that, most likely, raises and fulfil a fair opportunity for promotion, and keeping a friendly atmosphere with employees—listening to their suggestions and praising their work—will encourage ambitions and improve your incentives program work for you.

Incentives For Groups

By ROBERT C. SCOTT

An incentives program consists of motivating people to perform better and paying them for it. When there are many employees involved in such a program, there are certain considerations that will effectively apply to any business. First, we should tackle the question, "Why should an owner need an incentives program for his business?" One tower is in the fact that an organization should be more efficient, regardless of individual or team performance, may have a higher turnover than normal. Some of the applicants quote, correctly, that job switching is their open road to higher earnings.

Secondly, sometimes a general performance can't tap the fullest mental and physical effort and even about the employees may look upon themselves in the same light as their movement: at 8:00 to commodity to be bought, charged and sold as the best possible.

Monetary Incentives

There are, without question, positive incentives, and of some sort, the personal or social, and tangible or intangible, that has little to do with many levels of accomplishment beyond the level at which they may keep his job.

There are two types of monetary incentives that are in use: (1) bonus or management and the other is based on individual performance. The latter group believes that a dollar has a value, and that any added incentive can be related to above and beyond the effort, skill or above normal performance. Their "best-laid plans" worked well.

The second group believes in the use of industrial psychology to lead a large group of people into some work, rather than forcing it from them.

If you are of the first group, you should consider a participative program. If you are of the second group already, read the following points as if you are getting the most of your program.

Profits Sharing

First of all, you want to consider the possibility that you will probably leave out yourself or other top people who may share part of your contract. If they are, let's say, 15% as partners, 15% is a good idea. If the company pays you 15% as a partner, the 15% comes in the form of money, not a partner, and is a real partner. The first, and best known, profit sharing works very well. If you made sure that you were getting the maximum of your program's return, you will probably lose a very large amount of time.

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ROBERT E. SHAFFER is vice-president of Jewel, Shultz & Sheaffer, Inc.

HOWARD HAMILTON JR. is manager of the Price Co., Jacksonville, Fla.

DAVID C. HARTLEY is Public Health Director for the National Automatic Merchandising Association.

ROBERT C. SCOTT is executive vice president of Eddy-Rochester Co., Campergile, Mass.
Supervisors Need a System

Continued from page 55

Such a program is designed to focus the supervisor's attention on employees as individuals. From this can derive training needs, promotions, and demotions, and it can provide good ideas for his manpower inventory.

Many supervisors mistakenly believe that they can make a good appraisal of their employees by working with them. Studies have shown that merit ratings by supervisors are subjective judgments that tend to be influenced by many factors besides an employee's job performance.

Therefore, the supervisor must have a rating scale program so that on actual work performance of employees. Such a scale could be closely related to the skills of a man's job. It should be thorough and should completely eliminate biased judgments by the supervisor. The ratings of such ratings are very valuable. They may be used for promotions or other personnel changes and are also beneficial to management for purposes of planning and counseling.

Fundamentals

Continued from page 55

dollar with the major kinds of its. He must know what these are in measure. And he must know how to use them properly. "Reference checking," the next step, is necessary, though sometimes avoided. The telephone may be used in addition to other additional means.

Behavior.

In "interviewing," management should use what we term "a guided interview," which contrasts to the "screening interview." "Screening interview," probes the applicant as a person.

On the basis of data turned up in interviews and reference checking, management must be to pinpoint the applicant's abilities or patterns. Traits needed in jobs are:

1. Job tenure.
2. Good work habits.
3. Tenacity.
5. Loyalty.
6. Planning, organizing ability.
7. Good relations with fellow employees.
8. Ability to lead.
9. Watch for these indicators of emotional maturity:
   1. Realistic thinking.
   2. Self-discipline.
   3. Independence.
   4. Self-control.

And in making your final decision, be sure to match the man to the job that is open.
Coming Soon:

Dec. 7—Missouri Coin Machine Council quarterly meeting, Holiday Inn, Sedalia, Mo.

Jan. 22-23—South Carolina Coin Machine Operators Association meeting, Columbia, S. C.


don't just sit there

BOWL A STRIKE. A single-player, add-a-ball game manufactured by Williams Electronic Manufacturing Corp. of Chicago. A "strike feature" urges player to make 10 strikes, thus lighting bottom "out lanes" for an extra ball. A "spare feature" awards an extra ball plus an extra ball for each additional spare to the player who makes three spares. In back box animation the unit offers a bowler rolling a ball into the pins each time the player scores a strike. Construction features include stainless steel molding and trim, a "plastikote" finished playfield, automatic ball lift.

Gi Money Jingles

Continued from page 55

...heavy and constant usage. Have few headaches." With machines in service clubs and in an officer's club, Hathaway says the soldiers themselves police and maintain the equipment.

Pool tables, Hathaway says, are the most popular.

Hathaway also feels the "uniform" adds to his pocketbook when servicemen leave their bases for the surrounding civilian communities. "When servicemen come into town," Hathaway said, "the machines are active and business is booming. That makes me happy."

Arcade Equipment Firms in Outdoor Exposition

CHICAGO—Among the 120 or so exhibitors in the 47th annual exposition sponsored by the International Association of Amusement Parks here last week were several major manufacturers and suppliers of coin-operated arcade equipment. The Billboard camera caught the following executives doing business in the exposition hall at the Sherman House Hotel.

DUNCAN SALES CO. President Joseph Nemesh (right)��s talks with customer the business end of the Arizona gun which is made from Germany.

INTERNATIONAL MUTOSCOPE CORP. executive, Larry Galanti probes the works of the firm's Photomatic '60' automatic machine for the benefit of Joseph Corrado, Warwick, R. I.

STANDARD HARVARD METAL TYPER, INC. officials Pete Urbay and Andrew Wierdak flank the company's aluminum discount unit.

MIKE MUNVES CORP.'S Alvin Munves (right) and DuKane Corp. division manager Joe Lyon admire Henry A. Guenther award platinum presented the Munves company for the best exhibit of arcade equipment.

CAPITOL 16 CO., INC. official Ralph Hotkins (right) demonstrates company's Ski Chase game to Louis Capetta, New York City.

December 11, 1965, BILLBOARD
BURNS Job Bigger, Milner Back, Frye Upped at Empire

CHICAGO—The responsibilities of Jack Burns, Empire Coin Machine Exchange director of field services, have been enlarged to include supervision of all field personnel, branch offices and showrooms.

This was announced jointly by company President Gilbert Kitt and Vice-President Joe Robbins. The executives also announced the return of Bill Milner to the company as general manager of the office and showrooms here, and the promotion of Jim Frye from the Chicago sales office to manager of the Empire Coin Machine Exchange branch office in Detroit.

Milner was previously in the employ of the company.

The personnel move, Robbins said, are necessary to meet a work load that has greatly increased over "the past year or so."

Empire Coin has branch offices and showrooms in Grand Rapids, Mich., Menominee, Mich., and Detroit. Hastings Distributing Co. of Kalamazoo is an Empire Coin sub-distributor.

The Grand Rapids branch is managed by Dick Flaherty. The Menominee branch, which services the entire State of Wisconsin outside Milwaukee, is managed by Bob Kondra. The veteran Sam Hasings manages the Milwaukee sub-distributorship, and Harold LaRoux, described by Burns as "a sort of man-in-motion," covers the entire State of Michigan.

27 MACHINES "CINOBOX" SIMILAR TO "SOCIETE" BRAND NEW—NEVER USED REGULAR PRICE $3750.00 OUR PRICE $1725 FOR THE LOT

Single Machines $2000 each.

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Discotheque 'Yuki' in Japanese Debut

By J. FUKUNISHI

TOKYO — Discoteque "Yuki," the first discotheque ever introduced in Japan, opened on the fourth floor of a building close to Ebisu Station in Tokyo Nov. 18. It is part of a dance hall chain operated by Saburo Nakagawa, Japanese counterpart of "Killer Joe" Piro. The most noted instructor of all new steps imported from abroad, Nakagawa also records for the Crown label as the leader of the Saburo Nakagawa Dance Orchestra. "Yuki" means "Snow" and is the name of Nakagawa's youngest daughter, who is a popular teenage movie actress.

A Rock-Ola phonograph was installed in the hall by Sega Enterprises, Ltd. (R. D. Stewart, president), which operates about 3,000 juke boxes throughout Japan. The ball has dancing space for about 80 couples. The stage wall is painted with large portraits of the Beatles. An entrance fee of 200 yen (55 cents) is charged for dancing from 5 p.m. through 11 p.m. Tokyo Municipal

Discotheque / Ebisu Station in

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J. FUKUNISHI

BY POPULAR DEMAND Bally is back in production of the greatest game in pinball history... all the money-making features of BEAUTY BEACH with sparkling new backglass, playfield and cabinet styling, improved mechanism. See new FOLIES BERGERES at your distributor today. BALLY MANUFACTURING COMPANY - 7640 Belmont Avenue, Chicago, Illinois 60631

Colorsama Inks Fairchild Cartridge Pact

HICKSVILLE, N.Y.—Negotiations disclosed by Billboad July 17 have resulted in a 15-year contract, giving Intersphere Corporation, buyer exclusive coin machine rights to Colorama. Twenty and 40-selection models will be offered, he said, with the smaller unit in the $2,000 price range. With the closing of the Fairchild contract, Schwartz said, Intersphere has begun to place orders for machines and parts in preparation for production.

Terms of the contract, Schwartz explained, provide Fairchild from selling its odd mechanism to any other manufacturer in the coin-operated field for the next 15 years provided Intersphere buys a specified quantity yearly.

Schwartz said he will market his Colorama machine through distributors in the U.S. and abroad. Distributors in States and Puerto Rico have been appointed, he said, and negotiations are under way for additional domestic and foreign outlets.

Big Band Sound

Continued from page 57

known Wurlitzer distributor hopes to come up with a master that will interest a major record company.

Len Levy of Epic Records has already expressed interest in the sound, Bilotta said. He hopes to discuss the project with Phylene executives soon, as well.

"Right now we're looking into arrangements," Bilotta said. "All we want to do is talk to the country that think they can create the sound I want are welcome to contact me."

The music will be jive oriented, Bilotta insisted. Like the record "Java," the jive will break some records on the juke box. Regardless, this type of music will go on making money.

Meanwhile, the energetic Bilotta is advancing another largely unrelated project. He is setting up Distelrad Jazz Discoteque in certain locations, the basis that the operator retains a 60/40 split, with the first $30 going to the operator.

For this enterprise, Bilotta, seeking Distelrad product, has issued a call to all record companies.

Ed Furlow, 62, Dies in Dallas

DALLAS—Ed Furlow, vice president of the S. H. Lynd Co. here, the first distributor of the U.S., died here of a heart attack Nov. 15 at 62.

The firm sold its business to its branch managers a number of years ago and the management served as pallbearers at the funeral. These included: Frank Lynch of New Orleans, Howard Franz of Houston, George Simmons of Memphis, Anderson Sage of San Antonio, John O'Connor of Dallas and V. Nichols of Oklahoma City.

Furlow, died after a heart attack Nov. 15 at 62.

December 11, 1965, BILLBOARD
PHILADELPHIA—In recent weeks, almost a dozen film production firms and artists located in New York, California and in this area have entered into agreements to have the David Rosen organization handle the national distribution and promotion of the films subjects being made expressly for Filmotheque-Discotheque Other film producers committed to the audio-visual productions include Lido Productions of New York and Los Angeles, headed by Stanley Borden; Luke Moberly, whose Empire Picture Studios are located in Dade County, Florida.

Lou Kellman, Kellman Pictures here, has also made film commitments to Rosen for Filmotheque-Discotheque Other film producers committed to the audio-visual productions include Lido Productions of New York and Los Angeles, headed by Stanley Borden; Luke Moberly, whose Empire Picture Studios are located in Dade County, Florida.

Rosen indicated that other film producers have also been meeting with him to discuss plans for production. From the very beginning, Rosen said that he would not enter the film production field himself but would keep his door open at all times for independent producers.

Rosen also revealed that he has been in negotiation with Jerry R. Gregoria, a producer for the American Broadcasting Co., for the production of film subjects. Others reaching agreement with Rosen on the distribution of their film product include Eddie Heifer, Richmond Organization, New York; Lou Herscher, Accadia Music Co., Hollywood, and Motion Picture Alexander Corp., New Orleans.

Artists, such as the comedy team of Fishman and Marks and singer Lou Monie, have committed themselves to do a series of films for Rosen. Steve Gillen and the Red Carts are already ready for production.

Artists, whose films are now in distribution by Rosen, are Bobby Rydell, Frankie Avalon, Petula Clark, Betty Curtis, the Raindrops, Neil Sedaka, Frankie Vaughan, Bobby Bebee, Bill Doggett and Paul Anka, among others familiar in these shores.

Incentive For Groups

won't receive any “windfall” payoffs or deficits due to volume swings that do not have any relation to the quality of their work.

Interest

Both, perhaps, is a program which gives employees a percentage of receipts from machines LESS the costs to you of what you sell and of the materials and supplies you consume such as repair parts, gas and oil for trucks, etc. This would encourage employees to conserve all items of material and supply while at the same time penalizing them if they increase usage of such items. It is obvious that such a program would increase employees’ interest in their jobs without cutting into your profits.

No matter what the formula, group or individual incentive programs will not run automatically. They are only tools for management. In capable hands, incentives can work wonders. If they are put in simply to “plug a hole” and then forgotten, they will undoubtedly die or be killed. And, if there is a single potential you should remember, it is that many industrial firms have found their profits go up from already satisfactory levels to 150 to 150 per cent of their former level through the successful use of incentives.
COINMEN IN THE NEWS

DENVER

Confidences have been sent by many Denver operators to the family of Francis L. Thorpe, Grand Junction, Colo., operator who was killed in a hunting accident on the Western Slope in mid-October. His body was hit by a stray bullet fired by a member of another hunting party.

Gus Brown, of Drake Sales Co., was in Salt Lake City recently to stage a one-day showing of 1966 cues, because of the fact that apparently there is no Wurlitzer distributor in the Mormon capital, and Drake Sales Co. of Denver has exclusive rights in the state to take on the job of selling.

Some 50 visitors signed in at the October showing of the new 1966 Wurlitzer line at Drake's Denver sales office on west Alameda Avenue.

Gus Brown Jr., one of the Denver area's youngest phonograph operators, has dropped out of college to devote full-time to both route operation, and to his billing. Gus Brown Sr., is a veteran salesman with many years of experience at Drake Sales Company.

Celebrating birthdays in October were Stan Bennett, music operator from Sterling Colo., Francis Kaiser, of Darrango, Colo., Mary Doctor of Grand Junction, Colo., Mr. Morrison of Leadville, Colo., and Kenneth Davidson of Craig, Colo.

Some keys of Apollo Stereo Music Systems, of Denver, has sent out announcements on the birth of his new daughter, Sophia. The child is Keys’ first.

Ray Lockwith, Denver games operator, has been hospitalized in Delta, Colo., after breaking an arm and tumbling down a rockslide while deer hunting.

All records for phonograph and game play in the Colorado Rockies area were broken during October as more than 200,000 hunters, at least 50% from out of state, jammed into the deer-hunting preserves west of Denver. A surprising shortage of deer meant that many hunters spent much time in hunting lodges and taverns, than out on the slopes with the result that play boomed everywhere.

BOB LATIMER

PHILADELPHIA

Benjamin Kornfield has been named director of vending operations for Seed and Company, Inc., and its subsidiary store chains, it was announced by Myer B. Marcus, executive vice-president of the Seed and Company, Inc. Raymond J. Erle Sr., executive vice-president of the Lincoln National Bank, who was also president of the broker-dealer firm of Henry Canale and Erle, the local coin machine industry, is among the community leaders serving sponsors for the annual Torch of Hope Award Dinner of the City of Hope held on Dec. 19. The $100 affair will honor Norman D. Deeny, president of the Lincoln National Bank.

MAURIE H. OREDENKER

LOS ANGELES

Wurlitzer executives Robert H. REAR, sales manager, New York; and Gary Sinclair, regional sales manager, visited the Los Angeles office just prior to Clayton Ballard’s business trip to Tuscarora County. C. A. (Shorty) Culp of Distributing of Oklahoma, Ray Galante of Music Vending of Seattle, and Leo Dusini of Distributing of Portland, Ore., all stopped at Simon Distributing. The Coin Machine Service Co. in business less than a year, already has outgrown its present facilities. Marvin Madsen says the company has taken additional space.

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December 11, 1965, BILLBOARD

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