

# Billboard

The International Music-Record Newsweekly

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

## EMI Reveals: Own Record Club

By CHRIS HUTCHINS

LONDON—EMI has revealed that it owns—and has for five years—a substantially controlling interest in the World Record Club.

The official disclosure was made in a letter to retailers from EMI managing director Len Wood the day after the facts were first revealed in an article in the "Financial Times." Chairman Sir Joseph Lockwood is expected to give full details of the club's profits and how they have been woven into the company's profits in his next report.

Not only records are sold by the World Record Club. Associated with it are the World Camera, Wine and Beauty clubs.

The facts are that EMI owns 75 per cent of WRC, and kept silent when dealers, through the Gramophone Record Retailers Association, have talked of record clubs as a threat to their business. However, they have little to begrudge EMI, a company which has doubled its sales through retail outlets in the time it has owned WRC.

In his letter to dealers, Wood points out that *(Continued on page 10)*



JOHNNY TILLOTSON, already a favorite abroad, highlighted his growing international career by appearing at the San Remo Song Festival. Fans all over the world are eagerly awaiting the release of his newest MGM single, "ANGEL," the theme from Walt Disney's film, "Those Calloways." (Advertisement)

# Songwriters Make Bid for (Copy) Rights

## RCA Sweeping the Boards On Waxing Cast Albums

NEW YORK—RCA Victor is moving into the recording of theater works on a large scale this year. The theater program, which is under the aegis of George R. Marek, vice-president and general manager of the RCA Victor Record Division, covers musicals and dramas and stretches from Broadway's Shubert Alley to London's West End.

Upcoming on Victor's original Broadway cast album schedule of musicals for the remainder of this season are "The Roar of the Greasepaint," "Half a Sixpence" and the previously announced "Flora, the Red Menace." (Also on tap is the

Alan Jay Lerner-Burton Lane show, "On a Clear Day You Can See Forever," which still does not have an opening date set and will probably go into next season's lineup.)

In the non-musical field, Marek is currently negotiating with Sir Laurence Olivier's National Theater of Great Britain for recording of its repertory to follow the recently released four-LP package of "Othello," which stars Olivier. Marek is leaving for England Jan. 29 to continue talks.

On the homefront, Marek is also ironing out details with the Phoenix-Apa Company to record its production of George

Bernard Shaw's "Man and Superman." Also in the spoken word area are Marek's plans to record Zero Mostel and Burgess Meredith in "Ulysses in Nighttown," and Mostel alone in readings from Sholem Aleichem. The Sholem Aleichem project is a natural follow-up to Victor's current smash original Broadway cast album of "Fiddler on the Roof," which also stars Mostel. The musical is an adaptation of some of Sholem Aleichem's stories.

Begin With "Greasepaint"

Victor's busy Broadway schedule will begin with "The Roar of the Greasepaint," due to open on Broadway March 8. The

musical was written by Anthony Newley and Leslie Bricusse, who wrote the click "Stop the World—I Want to Get Off" musical of several seasons ago. Victor already has released an album of Newley singing songs from "Greasepaint." The LP, *(Continued on page 8)*

## RAI-TV Yields to S.R.

RAI-TV, which had threatened to limit the telecasting to the final night, yielded at the last moment and will put all three programs on the air—the first two nights on Second Channel and the final night on National program. Surprisingly, several disk manufacturers state they would have preferred less TV; but this was not a universal sentiment.

While controversy can break a Festival, it has had the opposite effect on the 15th San Remo Festival of Italian Song. It has kept the event in the headlines for almost two full months since the original song selections were announced. *(Continued on page 16)*

## AGAC Seeks Publishers' OK On Ownership

By MIKE GROSS

NEW YORK — Songwriters are on the brink of a new era in their relationship with the music publishers. The primary point of a new contractual concept devised by the American Guild of Authors and Composers (AGAC) calls for keeping the copyright in the writer's name.

Ownership of the copyright by the writer, according to Burton Lane, president of

*(Continued on page 8)*

## Lawrence Tops Merc. Classics

NEW YORK—Harold Lawrence, music director of the classical division of Mercury Records, has been placed in charge of the classical division. In this capacity he heads up the entire classical operation of Mercury and Philips. Lawrence reports to President Irving Green and Executive Vice-President Irwin Steinberg.

Lawrence will function in *(Continued on page 8)*

## Handleman a 'Virtual Monopoly'

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt has regretfully written FTC Chairman Paul Rand Dixon that the record industry is suffering from lessened competition and increased concentration in spite of the "heartening" set-up of trade practice rules for the industry in October.

Roosevelt, who is chairman of the House Small Business

Subcommittee on Distribution, wants a probe of the "virtual monopoly" of record distribution in the Detroit-Cleveland area by Handleman Drug Company's takeover of Arc and Jay-Kay. The letter to the FTC chairman says the Handleman combination of distribution monopoly and rack operation "give it almost irresistible powers in bargaining with suppliers."

Roosevelt also wants the FTC to look into alleged violation

of the Trade Practice rules by rack jobbers in general, and the Handleman operations in particular, via functional discounts. The Congressman also sees added evidence of concentration in the industry by acquisition of wholesale subsidiary outlets by a major record company in Los Angeles and New York, which leaves independent distributors even further out in the cold. *(Continued on page 44)*

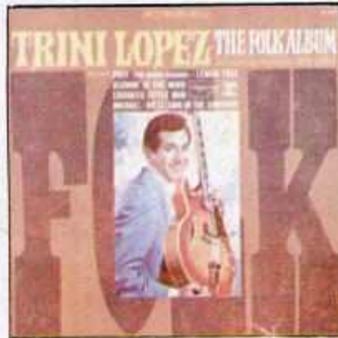
## BB HAS NEW R&B PAGE

For latest information in Rhythm and Blues and all allied fields, in singles and albums, see new feature on page 14.

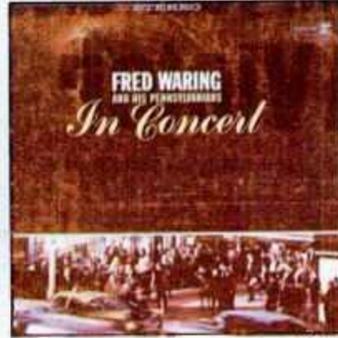
## Action Routed from Reprise... Are You Ready?



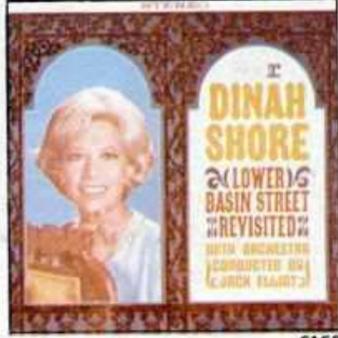
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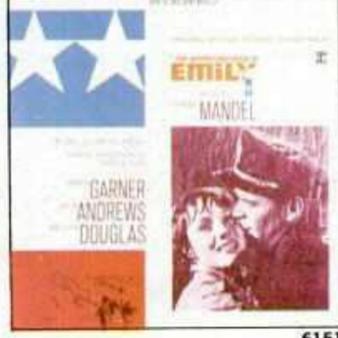
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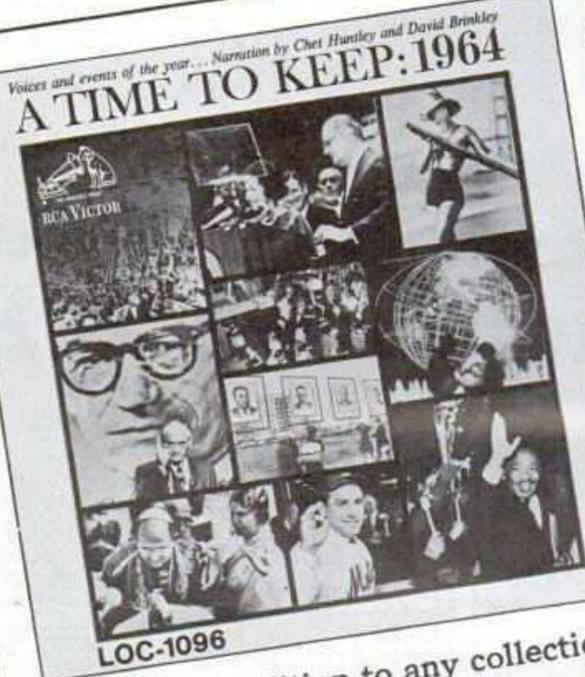
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RECORDS

# Big News of the Week!

## Huntley-Brinkley Narrate The Big News Stories of '64 In New RCA Victor Album

New York, N. Y. (Special). Chet Huntley and David Brinkley, TV's top news team, today announced the release of their new RCA Victor recording, "A Time to Keep: 1964." This new album marks the second in the series, following up their outstanding recording of the news events of 1963. It is an account of the stories that made headline history last year, as selected and narrated by Huntley and Brinkley. According to the announcement, the album contains actual sounds and the voices of people who made last year's major news stories. Highlights of the Republican and Democratic Conventions are included, along with such items as Khrushchev's ouster, General MacArthur's stately funeral and the Presidential campaign and election. Album also contains a report on the first topless bathing suits to appear on the scene as well as reports from focal points of Civil Rights action and the opening of New York's World's Fair. Altogether, it is a comprehensive chronicle of the year's big events and a



worthwhile addition to any collection of records. "A Time to Keep: 1964" is a flap-type album and is illustrated with photographs of the many places and faces that made the year's news. It is now available at all record stores.

Order now from your distributor  
**RCA Victor**

The most trusted name in sound

# On the Right Track

Disneyland Records' Jimmy Johnson at last week's board meeting of the RIAA (see separate story) proposed that the trade organization support the concept of a one-speed industry. He proposed that manufacturers make singles available in 33 speed and he pointed to the possibility of making singles market an adult as well as a teen-age commodity.

Many other advantages would accrue if the industry were to adopt one speed.

In fact, many astute tradesters have long felt that the present state of events—with multi-speeds—is both illogical and uneconomic.

It is no secret that our present multi-speed industry derives from the fact that major record companies some years ago were unable to submerge factors of individual prestige for the industry's common good. They were able to think individually, not institutionally.

Since that era we like to think that the industry has matured. We would like to see some proof that this is so. This proof would have to come from competitive RIAA board members who listened to Jimmy Johnson's proposal.

The question is: Are they willing to get together and—at this late date—take some corrective measure?

Or are they still shackled with the past?

# Johnson to RIAA: Back Forming 1-Speed Industry

NEW YORK—With the exception of one change in the board of directors, members of the Record Industry Association of America last week re-elected President Goddard Lieberman, and all other officers and directors. Sole change consisted of the election of Disneyland's Jimmy Johnson to replace Archie Bleyer of the now defunct Cadence Records.

Highlight of last week's RIAA meeting was Johnson's proposal that the association throw its weight behind establishing a one-speed industry by making singles available in 33 r.p.m. Johnson told RIAA that during the New York World's Fair, Disney sold 33 r.p.m. seven-inch Lincoln singles as a tie-in with the Illinois State exhibit. According to Johnson, not one of the buyers complained because the single was on 33 r.p.m.

Johnson said that big spindle changers have not been manufactured for more than five years, thus forcing consumers to use players with the standard-size spindle. As a result a singles' buyer is forced to buy adapters that clip into the 45

r.p.m. center to permit its use with standard sized spindles.

Johnson said that if the industry were to go to one-speed (33 r.p.m.), adults would start buying singles, since this would provide a means of programming a selection of personal favorites. As it now stands, adults don't want to bother with converting 45's to standard spindle size, therefore the singles business has remained with teen-agers. Adults, in the meantime, stick to LP's, although they would enjoy a more varied listening diet if singles would be made available in 33.

If the move is too radical, Johnson suggested that manufacturers accomplish it in two steps: Temporarily keep the 45 speed, but eliminate the large center by converting to stand- (Continued on page 8)

# RESOLUTION TO HONOR PRESLEY

MEMPHIS — City Commissioners Hunter Lane Jr. and Thomas E. Sisson introduced a joint resolution last week calling for a public monument to be named in honor of Elvis Presley.

The resolution called for an "appropriate building, roadway, park or other institution" to be named for Presley "thereby demonstrating the high esteem in which he is held by his fellow citizens."

# Plough's WJJD to Go Country Format

NEW YORK — A major breakthrough for country music was achieved this week when Harold Krelstein, president of Plough Broadcasting Company, announced that its Chicago 50,000 watter, WJJD, will switch to a country music format about Feb. 7. WJJD currently is a pop standard station.

Significance of the move lies in the fact that Chicago is the nation's second largest market. Country music, of course, has been influencing pop music increasingly for years; but its devotees have felt that the cause of country music could be greatly enhanced if major out-

# ARMADA in Move to Aid Its Members

NEW YORK — ARMADA is polling both its distributor members and its manufacturers with a view toward gathering information which will enable the organization to better service them. Executive Secretary Edgar Jones, in a letter to distributor members, notes that many of them perform functions related to rack jobbing; to one-stops, retailing, etc., in addition to their distribution function. Jones states: "I doubt if very many have thought about the collective force within the capacity of ARMADA members acting together. . . . I am posed with the problem of selling ARMADA members as a collective force." This note is accompanied by a questionnaire asking information on the distributors' annual gross sales in rack jobbing, as a retailer, one-stop, etc.

In a note to manufacturer members, Jones outlines ARMADA's desire to improve the manufacturers' sales opportunities at the 1965 ARMADA convention and to make the group more effective as a marketing influence. Jones has already held a co-operative planning session with some manufacturing members. ARMADA hopes to reduce the cost of manufacturers' sales meetings by consolidating them. The questionnaire to manufacturers asks for data on whether they have branch distribution, indie distribution, frequency of product announcements and sales meetings, etc.

# WB-Reprise to Push New Faces

HOLLYWOOD — Warner Bros.-Reprise Records will unveil merchandising and advertising aids in support of new artists through a "New Faces of '65" campaign.

The new pactees set for this exploitation includes vocalists Marilyn Michaels, John Andrea, Paul Sykes, Charles Aznavour, Jerry Holmes, Mike Settle and Jean Ritchie and Reb Foster.

President Mike Maitland noted one important factor needed before the company would consider an artist is their (Continued on page 8)

# Tap Top Leaders For NARM Parley

PHILADELPHIA—The National Association of Record Merchandisers will call on some of the industry's foremost leaders to participate in sessions of its forthcoming San Francisco convention, Feb. 28-March 4. Jules Malamud, NARM's executive director, predicted a record attendance at the association's seventh annual convention.

Highlights of the conclave included a "dialog" between Charlie Schlang, president of Mershaw of America, one of the country's largest rack jobbers, and Stan Gortikov, president of Capitol Records Distributing Corporation. This will be held Monday (March 1). Schlang's topic will be "The Record Merchandiser Views the Supplier," and Gortikov's subject will be "The Record Supplier Views the Record Merchandiser." A panel of four manufacturers and four merchandisers will then discuss the pertinent points. Manufacturers' panel will consist of Irwin Steinberg (Mercury), Mike Maitland (Warner Bros.), Al Bennett (Liberty) plus Gortikov. Merchandisers' panel will include John Billinis (Salt Lake City's Billinis Distributing Company), Carl Glaser (Buffalo's Diskeries, Inc.), Jim Tiedjens (Milwaukee's Musical Isle), plus Schlang.

NARM will conduct its "person-to-person" supplier-racker meetings by appointment during Monday and Tuesday afternoon (1-2).

### Panel Discussion

A panel discussion, unique for NARM, will be staged Tuesday (2), consisting of leading figures in the record industry representing facets of the business other than rack jobbing. This panel will discuss current problems and forecast of what lies ahead for the industry.

This panel will consist of Dave Rothfeld, record buyer for the Korvette chain; Amos Heilicher of Heilicher Bros., Minneapolis, ARMADA president; Sammy Ricklin of Los Angeles' California Music, Southern California's top one-stop; Jerry Blaine, head of Cosnat Distributing Company; Jack E. Geldbart, of Atlanta's L & F Record Service, one of the

area's largest one-stops and rack jobbers.

The panel will also feature Columbia Records Marketing Vice-President Bill Gallagher, and RCA Victor Records Marketing Vice-President Harry Jenkins. Alton G. Doody, Ohio State University School of Commerce and Business Administration associate professor, will serve as moderator. He will also address the assembly on his present NARM study, "What It Costs to Maintain an Inventory in Phonograph Records."

### Symposium Sought

Malamud told Billboard he is trying to set up a symposium of budget manufacturers.

Albert A. Carretta, former Federal Trade Commission commissioner and now serving as NARM's legal counsel, will address delegates on the "Present Status of the FTC Rules, and Proposed Legislation in Congress."

On Tuesday (2), Gortikov will moderate a unique panel discussion tagged, "Artists Can Talk Too," and featuring various disk artists giving their views on current industry issues.

NARM's Banquet (Wednesday, March 3) will feature Peter, Paul and Mary (WB), Brenda Lee (Decca), Johnny Cash (Columbia) and the Supremes (Tamla-Motown). As in the past years, NARM Awards will be announced at the banquet. Prior to the banquet, Capitol Records will sponsor a cocktail party.

On the social side, set is a Columbia Records cocktail party Sunday evening (Feb. 28); a cocktail party Monday evening (March 1) sponsored by Tamla-Motown; an RCA Victor dinner party later, which will include entertainment; a United Artists cocktail party Tuesday evening, and at 11:30 p.m., Epic records will stage a champagne breakfast party.

Events for the ladies will include a Monday morning breakfast and shopping tour of San Francisco sponsored by Crown Records; Tuesday, Dot Records will sponsor lunch at Fisherman's Wharf and a boat tour of San Francisco.

# A Country Milestone

The decision of Harold Krelstein, president of Plough Broadcasting Company, to program WJJD, Chicago, with country music from sign on to sign off is a courageous one. WJJD, a 50,000-watt facility, has been a pop standard operation, and the station's new sound will therefore entail a distinct departure in its music orientation.

We applaud the WJJD move. Country music represents an enormous and rich treasury of fine songs and fine artists, and this material, properly programmed, could build a large, loyal body of listeners in the nation's No. 2 market.

Therefore, as we note in a separate story, the Plough move is of great interest. The station's new format, set to start early in February, will be carefully watched and analyzed by broadcasters, advertisers and agencies and, of course, by record companies who have a large stake in country-oriented disks.

Should the WJJD move prove successful, it will be a boon to the entire country field, and make possible an even greater spread of country music in urban areas.

Jimmy Dean, star of the ABC-TV airer, stated the matter succinctly. He termed country music a prestige product and a most salable commodity.

We think it is, too, when it is properly showcased.

We hope, therefore, that a lot of thought will be given to every aspect of the station's programming. The country field contains true enchantment for the listener and record buyer, sales power for the advertiser and broadcaster. A smart programmer is the catalyst.

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# ABC-Para Parley Sets New Mark

MIAMI BEACH—ABC-Paramount's three-day distributor meeting at the Eden Roc Hotel here has resulted in the largest sales volume of any distributor conclave in the label's history, according to Larry Newton, new ABC-Paramount president. Attendance, too, set a new mark.

Theme of the sessions, which ended Saturday (16), was "Big Drive in '65." Allan Parker, ABC-Paramount-Impulse album sales director, detailed 17 ABC-Paramount and 12 Impulse packages, playing selected bands from each. He announced a deal of one free album for every six bought, with the offer ending April 30. Parker also suggested a \$6.98 list for ABC-Paramount and Impulse tapes.

Howard Stark, singles sales director, presented the new Ray Charles single, "Cry," and releases by the Kittens and Tommy Roe. Stark announced the new singles sales policy—100 free records for each 500 bought for

ABC-Paramount, Impulse, Tangerine and Apt.

Joe Adams, vice-president of Ray Charles Enterprises (which includes Tangerine), said the new Tangerine release policy calls for three singles a month and an album every other month. The new schedule is effective Feb. 1.

Irwin Garr, vice-president of the recently re-activated Apt label, said the label's first single will be released Wednesday (27) and that album product will follow. Joe Carlton, Apt's a&r head, disclosed that the label is negotiating with Marge Dodson, Vito and the Salutations and Bill Haley and the Comets.

Goldie Goldmark, who heads the ABC-Paramount publishing firms (Ampco, Pamco and Westpar) said he will keep in close touch with distributors. He added that three of the publishing subsidiaries' songs are now on the charts.

**Budget Baroque Line**  
Paul Wexler, director of di-

versification, announced a new budget line of baroque music on the Music Guild label. Suggested list price is \$2.49 for both monaural and stereo. He added that Westminster product will be more diversified and more commercial, with fewer releases.

Marty Goldstein, sales director for ABC-Paramount's classical division, bowed eight new Westminster releases, three packages in the Collector's Series and 20 Music Guild items. Westminster product has a 33½ per cent discount deal. Goldstein also presented 12 new four-track stereo tapes, each with a suggested list of \$6.98.

Larry Newton honored Sam Clark, outgoing ABC-Paramount president who recently was named vice-president in charge of theater operations for American Broadcasting - Paramount Theaters, and emphasized the label's intention to strengthen its activities in every field.

He cited the recent catalog and copyright acquisitions from the Cole Corporation and Le-Mor Music; current negotiations for the purchase of a large record label and plans to enter the motion picture soundtrack field.

Newton also announced the first release of ABC-Paramount, Impulse and Westminster four-track stereo tapes, consisting of six packages on the first two labels and 12 on the last-named.

## Atlantic-Atco Deal to Distrib

NEW YORK — Atlantic and Atco Records are offering a 10 per cent discount program to distributors on their entire LP catalogs through March 15. In commenting on the program, Len Sachs, Atlantic-Atco's director of sales, said, "There is an atmosphere of pricing stability in our industry, and our 10 per cent program reflects this feeling."

The program includes 14 new albums released for January, nine of which are on the Atlantic label. Highlighting the Atlantic lineup are albums by Joe Tex, the Drifters, Esther Phillips, Herbie Mann with Joao Gilberto, John Lewis, the Art Farmer Quartet, Hubert Laws and Johnny Griffin with Matthew Gee.

On the Atco label are sets by Bent Fabric, Ben E. King, Casey Anderson, and the Swinging Bard.

In addition to the usual dealer display material to promote this program, Atlantic and Atco have developed special co-op advertising arrangements with many dealers through their distributors. Special emphasis is being given to rack display of the new merchandise. Special disk jockey mailings have been made of specific albums to attain maximum air exposure on the new releases.

## DEAN TURNS TO PRODUCING

NEW YORK—Jimmy Dean, star of his own Thursday ABC-TV show, is turning producer. Dean is the guiding force behind an album of hymns—all his own selections—to be sung by the Chuck Cassey Singers, the group featured each week on his show.

## Cincy Col. Moves

CINCINNATI — The local Columbia Records branch, formerly located at 3739 Spaeth Street, has moved to new quarters at 440 Carew Tower, in the heart of the downtown section. The staff remains the same: Bill Kelly, sales manager; Norm Finkelstein, phonograph manager; Margaret McMahon, secretary, and Chuck Moore, promotion.

# Alan Freed, Father of R&R, Dies at 43 in Palm Springs

PALM SPRINGS, Calif.—The man credited by most people in the music-broadcasting industry as the "Father of Rock 'n' Roll," Alan Freed, 43, died Wednesday (20). The disk jockey entered Desert Hospital in Palm Springs three weeks ago with uremia. He has been a California resident for several years.

Freed, who was also credited with creating the term "rock 'n' roll," was instrumental in bringing rhythm and blues music into wide popular appeal via his live stageshows and New York City radio programs.

A native Ohioan, Freed was graduated from Ohio State University where he played the trombone and led the Sultans of Swing, named after the famous Harlem group. He spent two years in the Army.

His first radio job was as announcer in New Castle, Pa. It was a far cry from the show he became famous for—it featured classical music.

After a stint hosting a nighttime rock show in Cleveland, he joined WINS in New York in 1954 where his "The King of the Moon Doggers" show soon became a favorite of the teen-agers.

He left WINS in 1958. Freed then continued his brand of rock - r&b broadcasting on WABC and other New York radio and TV stations. His programs were taped and syndicated in several cities, including St. Louis, Baltimore and also overseas.

His success on radio and TV led him into roles in rock 'n' roll music-based motion pictures such as "Don't Knock the Rock."

Freed became famous with his adamant charges against those who did in effect knock the rock. He leveled accusations of "racial bias" against those who opposed his brand of music. Freed was always proud of his contribution to the advancement of Negro record talent and the r&b-rock 'n' roll sound around the world.

His disk jockey shows were supplemented by many in-person stageshows at the Paramount, schools and auditoriums, a number of which have gone down in infamy. A "live" show in Cleveland drew 80,000 to the Arena.

Freed, who represented the independent, free-wheeling disk jockey as much as anyone did during the 1954 to 1959 period

## AME Stock To Kassner

TORONTO — Edward Kassner has bought Murray Sporn's interest in American Metropolitan Enterprises Ltd., for \$315,000. The acquisition gives Kassner and his associates 75 per cent of the music publishing organization's stock.

AME, which controls 58 corporations in the United States, Canada and the United Kingdom, has branch offices throughout Europe.

The agreement calls for the payment to Sporn for \$250 a week for 58 weeks and quarterly payments of \$15,000 until the balance is paid. It also calls for Kassner pledging a minimum of 51 per cent of the stock in the company—which he will own or control once the payments are met—together with his personal demand promissory note for \$65,000, which is to be held in escrow under trust.

—the peak of his career—was enveloped in the "payola" embroiglo that swept both radio and TV in 1959. He was charged with having taken bribes totaling more than \$30,000 from six record companies for playing and plugging their releases on his radio show. He pleaded guilty to part of the charge and received a six-month suspended sentence and a \$300 fine.

Freed is survived by his widow, his third wife, Inga; two daughters, Mrs. Alana Liberatore and Miss Siglinde Freed; two sons, Alan Jr., and Lance, and one grandchild.

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CALVIN ROBERTS, left, vice-president of Columbia Records Productions, hosts a discussion at Columbia Records Productions National Sales Planning Meeting held last week at New York's Americana Hotel, with Joel Friedman, center, director of merchandising for Warner Bros./Reprise Records, and John K. Maitland, president of Warner Bros./Reprise.

## Richmond Sets Unit

NEW YORK—Publisher Howard S. Richmond has created a central operational entity, The Richmond Organization (TRO), under which his various firms will function. It will handle the professional music activities, song promotions, talent management and independent record production for the affiliated companies. These include Hollis, Ludlow, Folkways, Cromwell, Essex and several others, including the recently formed Musical Comedy Productions, Inc.

Associated with Richmond in TRO are Al Brackman, general manager; Happy Goday, general professional manager; Abe Olman, director of educational music, and Larry Coleman, director of special projects. Currently TRO is preparing its activities on the Leslie Bricusse-Anthony Newley score for "The

Roar of the Greasepaint," scheduled to open on Broadway in March. It already has a chart hit, "Who Can I Turn To?" (Tony Bennett, Columbia). Also on the current roster are two songs by Charles Aznavour being set for promotion — "For Mama," currently on the charts in England via the Matt Monro disk; and Aznavour's European hit, "Que C'est Triste Venice," for which Gene Lees has written the English adaptation. English title is "Venice Blue." In addition, the demand for new songs by Antonio Jobim has resulted in an accelerated schedule of providing new, English texts for his works.

TRO is also on a special project in connection with Mike Settle's Reprise album, "The Mike Settle Shindig." Settle, under contract to TRO, is considered a top-rated writer in the pop-folk field and the Reprise package showcases him as a performer and writer.

## NEW VICTOR LP BY CHET, DAVID

NEW YORK—Chet Huntley and David Brinkley have teamed up again for RCA Victor wrap-up of past events. Album, which is titled "A Time to Keep: 1964," is a followup to the 1963 disk which was a good seller.

The record was produced by James L. Holton, NBC Radio News producer, and edited by William Alan Bales. It was written by Bales and Huntley and Brinkley.



On February 4th,  
40 million  
people will go to  
bed humming  
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the World"** and  
**"Take the Moment."**  
They will  
see and hear  
the actual  
creation of this  
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hit on the  
ABC-TV special  
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and they'll get  
up the next  
morning to look  
for a record  
store and buy  
Tony Bennett's  
**"If I Ruled  
the World"** c/w  
**"Take the Moment"**  
on Columbia <sup>4-43220</sup>  
Records 

This One



8P8P-QH2-ZXGL

# Vogue Records Had Banner Year; Expanded Outlets, Set Sales High

PARIS — Vogue Productions Internationales Phonographiques of France, Belgium, Germany, Switzerland, and its affiliated companies in Europe marked 1964 as a year of major expansion and unprecedented sales.

The firm's operations in Germany, Deutsche Vogue Schallplatten, established four years ago, set up new warehouses in Hamburg and Munich to add to its Vox Imago factory acquisition in 1963 and other warehouses in Berlin and Frankfurt. Last year Belmont Musikverlag was also established to handle music publishing activities.

The Vogue group now represents such American labels as Red Bird, Premier, Scepter, Warner Bros., Reprise, Roulette, Laurie, Peacock, Kapp, Autumn, Dot, Elektra, Everest, Glad-Hamp, Norman, Kenwood, the Gee-Jubilee group.

Premier Records, manufacturer of budget-priced LP's, was

added to the firm's label roster last year. In 1961, Vogue established its Mode label of France for budget-line product and the catalog has grown to more than 300 LP's ranging from classical to folk.

Vogue is the only independent French record company to have regular distribution in the British market under its own label.

In the talent area, the company has been highly successful with such artist as Petula Clark—whose "Downtown" is currently No. 1 on Billboard's Hot 100 chart—Francoise Hardy, Michel Paje, Jean-Jacques Debout, Colette Renard, Pierre Perret and others. Marva Nollert, who uses the professional name of Marva, had a successful recording entitled "Doone-Moe Ma Chance."

Increased a&r output last year resulted in the recording of "Arum Nur Warum" (Walk Away), a 250,000 seller for new

Swedish vocalist Suzie. The flow of successful waxings by Petula Clark, Francoise Hardy, the Searchers, the Kinks, Pat Boone, Billy Vaughn and Dionne Warwick added to the company's profits.

The Italian affiliate, SAAR, produced best sellers with Clark, Hardy and Remo Germani. The firm reported sales in excess of \$1,000,000 last year of Hardy disks.

American talent contributing to the Vogue picture included Peter, Paul and Mary; Trini Lopez, the Dixie Cups, J. Frank Wilson and Dionne Warwick.

The firm is again entering the American market with an LP and single release on 4 Corners by Hardy.

Heading Vogue's enterprises are Leon Cabat in France; Jean-Jacques Finsterwald, Germany; Walter Gurtler, Italy; Svend Hansen, Denmark, and Joseph Zerga, United States.

# U.S. RECORD FIRMS HOP ON 'LA BOSTELLA' DANCE

NEW YORK—A new dance craze is being imported from France. It's called "La Bostella" and the American record companies started hopping on it late last week.

First out is Epic Records with Buddy Morrow's Orchestra and Chorus with "The Bostella" on both sides of the disk. (It is a Billboard "Spotlight" this issue.) Atlantic Records also rushed in and purchased the original French disk from Nicole Barclay's Bel Air label. The French disk is by Esperanza Gustino. RCA Victor also called for copies of the tune, but at press time the recording artist was still not set.

Duke Niles, who is publishing the tune here through his Rayven Music firm, reports that there's a mad rush on with calls for copies coming from a flock of other record companies anxious to record the song.

"La Bostella" was originated by Honore Bostel in Paris. Bostel, entertainment editor of the Parish-Match intended the dance to express the extreme moods of joy and sadness. When the beat is fast and happy the step involves hopping from one foot to the other while clapping hands overhead. As the music becomes slow and melancholy, the dancers drop to one knee, hold their heads, moan and often recite their problems. The clap-and-collapse cycle ends with the dancers falling on the floor. This routine is then repeated, beginning with the happy dance sequence. Sacha Distel collaborated with Honore Bostel on the song.

# FEDERAL COURT UPHOLDS AFM POSITION ON DUES

NEW YORK—The position of the American Federation of Musicians—that traveling members, leaders and sidemen may be lawfully required to pay the equivalent of work dues which a local by lawful vote imposes on its members—was supported last week in Federal District Court here. The payments, however, are not to exceed 4 per cent of the scale in force.

Judge Edward Weinfeld upheld the propriety under Taft-Hartley and Landrum-Griffin regulations relating to the collections of local work dues equivalents from traveling orchestra leaders and sidemen. It also upheld the required reporting by local traveling leaders to locals in whose jurisdiction they perform.

# Arlie & Arlie Expansion

DANVILLE, Ill.—Arlie and Arlie Productions, a record producing firm headed by local musicians Arlyn Miller and Arlie Neaville, is starting its own label, Milky Way, and its own talent management firm, Futurama Talents. Arlie and Arlie Productions is also setting up a complete recording studio facility on the south side of this Illinois community which is located some 130 miles south of Chicago.

First Milky Way releases, due Feb. 1, are "The Hands You're Holding" b-w "I'll Be a Long-Time Gone," by June Kinney. The tunes were penned by Louis Ritter, who helped Jerry Wallace with "North Star."

Also "Baby We're Really in Love" b-w "This Little World," by Dorothy Barnes. The latter tune was written by Arlie and Arlie; "You Got to Love Me," a new tune penned by Dee Phipps, b-w "St. James Infirmary," recorded by Dave Martin. Martin's first release, "Heartbreak Hotel," was also produced by Arlie and Arlie

and released on the GMA label in Chicago.

Harry Carlson's Fraternity label will be the first to lease a master from Arlie and Arlie. Due for February release on Fraternity is "Cry Blue" b-w "This I Know," by Dean Carter. Both tunes were written by Arlie and Arlie. Carter recently recorded for Mercury's Lime-light label.

## Music Sales Named

NEW YORK — Music Sales of Florida has been named Florida distributor for London, Richmond, Coliseum and all London import labels. Music Sales is operated by Don Smith and Bob Maurer.

## Deane Promoted

HOLLYWOOD — The all-important post of artist relations manager for Warner Bros.-Reprise Records in New York has been given Marvin Deane, company's Eastern promotion head. Deane has been with the label three years. He reports to Bruce Hinton, national promotion manager for both labels.

## Tower Buys 'Life'

NEW YORK — Tower Records this week bought the master of "This Sporting Life," released on Jerry Dennon's Jordan label. The record features Ian Whitcomb and Bluesville.



Joe Tex, seated, takes over Atlantic Records' exec veepee Jerry Wexler's desk during Tex's visit to New York. With Tex is Buddy Killen, right, of Dial Records and Tree Music. Buddy produces Tex's disks and has been supervising the artist's cutting of an album titled "Hold What You've Got," based on the smash single of the same title. The album will be the first LP on the Dial series on Atlantic.

# Epic Slates Sales Meets For 3 Areas

NEW YORK—Epic Records will hold regional sales seminars in New York, Las Vegas and Miami Beach. The seminars will take place in New York at the City Squire Motel Jan. 25; in Las Vegas at the Sahara Hotel Jan. 27; and in Miami Beach Jan. 29.

Attending the meeting will be Epic's distributor sales managers as well as the distributor owners. The discussions will include new sales promotion and merchandising concepts as well as future product possibilities. An important portion of the meetings will be concerned with Epic's newly proposed distributor year-long incentive program. Highlight of the meetings will be the unveiling of the label's albums planned for February release.

Representing Epic Records will be Len Levy, vice-president and general manager; Victor Linn, director of administration; Sol Rabinowitz, director of merchandising; Mort Hoffman, director of sales, and Bob Morgan, director of artists and repertoire, as well as Epic's field personnel.

# U&I to Pay Off Mills' Three Shareholders

NEW YORK—Utilities and Industries Corporation, which purchased Mills Music last December, pays off Mills' three sole shareholders Feb. 10, at which time their future with the company is in question. The three shareholders are Jack and Irving Mills, president and executive vice-president, respectively, and attorney Samuel Buzzell.

Last week U&I began offering 277,712 shares of stock at \$8.50 per certificate to its shareholders at the rate of one unit of Mills for each five shares of U&I held Jan. 12.

After Feb. 3, all stocks not sold to U&I's own stockholders will be offered to the general public during a five-day period. U&I purchased the old-line ASCAP firm for \$4,900,000. The stock issue is aimed at raising \$2,360,552 of the purchase price. U&I, in calling the stock offering the Mills Music Trust,

has obtained a \$2,250,000 loan from the Chemical Bank, New York Trust Company and Marine Midland Trust Company.

During the initial take-over period, all Mills personnel have remained on the job, with Warren Ling, U&I's special consultant, setting up operation in the company's Brill Building offices. It is known that Irving Mills, operating from the firm's Hollywood office, is planning to tender his resignation. He will be in New York to meet with U&I Feb. 9.

# Merc. Names 'D.' Kilpatrick

NASHVILLE—Mercury has named W. D. Kilpatrick to the newly created post of national sales promotion chief for Nashville-recorded artists. The move marks a very substantial expansion by Mercury and its affiliated labels in this area during the past five years.

Mercury has also realigned its recording activity. Jerry Kennedy has been elevated to Nashville recording chief, reporting to Shelby Singleton, a&r vice-president.

Singleton is currently splitting his time between Nashville and New York. Irving B. Green, Mercury president, said that accelerated recording activity in New York would require more of Singleton's time in the latter city.

Assisting Kennedy in Nashville will be Roy Day, Shreveport musician and arranger. Announcements of the realignment was made by Irving Green at a national a&r meeting last week.

Singleton noted that Mercury has increased its Nashville-recorded artist roster from about 5-7 in 1959 to over 25 now. Kilpatrick, a former southern regional sales manager for Philips, will now be responsible for all labels.

Lou Simon, Philips sales chief, said the label is interviewing possible successors for Kilpatrick's former post.

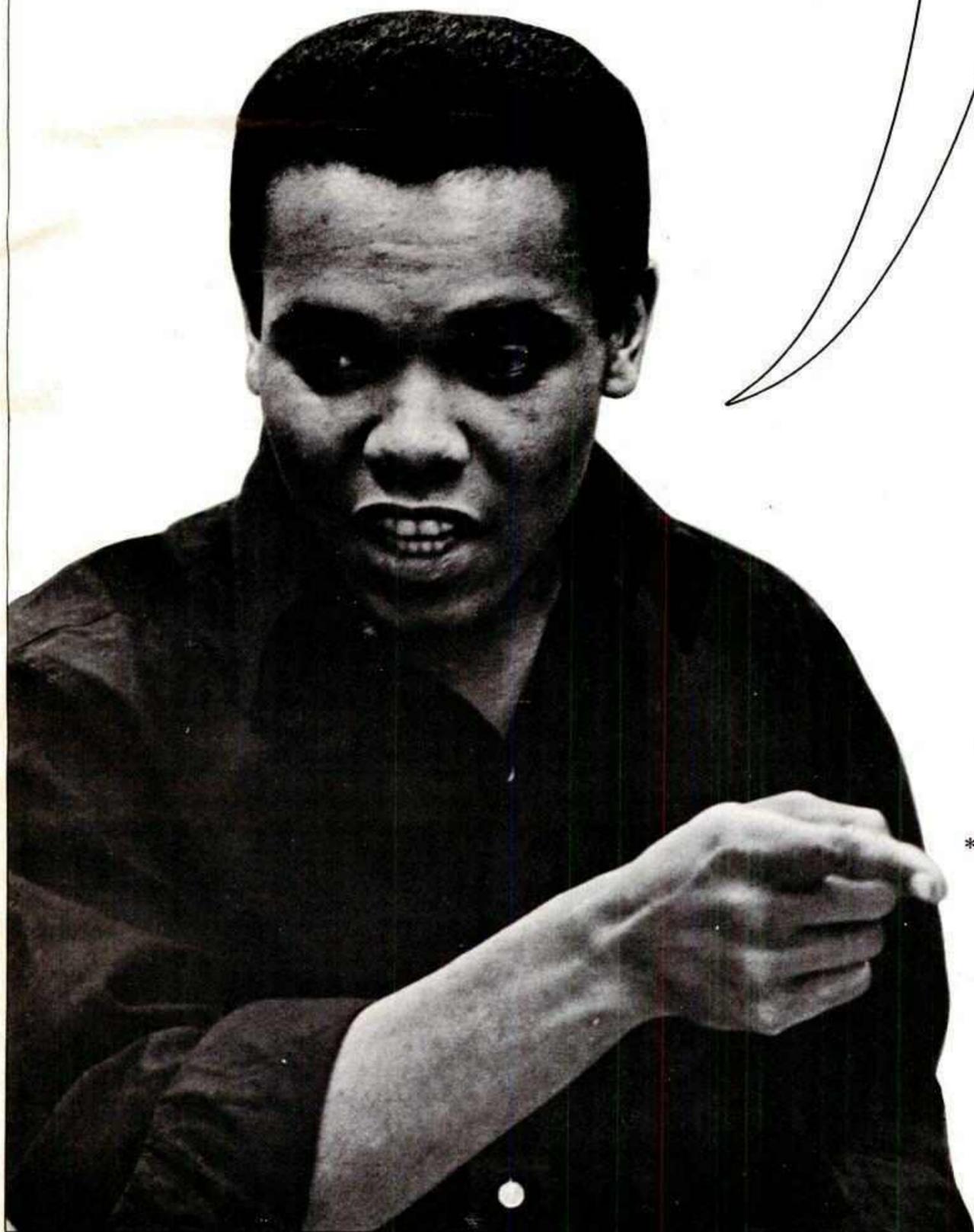
# VJ Inks Godfrey

HOLLYWOOD — Vee Jay has signed veteran entertainer Arthur Godfrey while also aiming its promotional guns on newcomer Gary LeMel. Godfrey's initial single is "Walk On, Little Man"; LeMel's is "On Broadway." Label plans a 22 city p.a. tour for LeMel; is banking on Godfrey's CBS Radio Network coverage to introduce his product.

# TWO STUNNERS HIT HILLMAN

CINCINNATI—Regina Records vice-president Mort Hillman in here last week to kick off a promotion tour for Jack La Forge, Regina's president and top artist, ran into a pair of real heart-breakers. First, Ike Klayman, of A.&I. Record Distributing, who had made all arrangements for the trade and press party held Monday evening (18), passed away suddenly following an operation a few days before Hillman's arrival here. To cap things, just before the party was to get under way Monday, Mort received a phone call from New York, saying that La Forge had been struck by a cab at the John F. Kennedy Airport while en route to Cincy, and was rushed to a New York hospital. La Forge sustained lacerations of the hands, arms and face. Hillman says the tour will be resumed as soon as La Forge mends from his injuries.

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# RCA Sweeping the Boards On Waxing Cast Albums

• Continued from page 1

incidentally, is called "Who Can I Turn To," the title of one of the tunes already a pop hit here via Tony Bennett's version on Columbia Records. The musical stars Newley and Cyril Ritchard. After "Greasepaint" will come "Half a Sixpence," which stars English singer Tommy Steele. The music and lyrics to "Sixpence" were written by David Heneker. Next up

will be "Flora, the Red Menace," with music by John Kandor and lyrics by Fred Ebb and which stars Liza Minnelli.

In addition to its hot ride with the "Fiddler on the Roof" LP, Victor has another current best-selling original Broadway cast album in "Hello, Dolly!," now in its 49th week on the Billboard's "Top LP's" chart. And, in the hinterlands, Victor is picking up strong new sales action on its original Broadway

cast album of "Oliver." The musical closed on Broadway last November after a run of two years, two months, and went on the road playing Cincinnati, Detroit and Cleveland for short stands and has now settled down in Chicago for an indefinite run. Victor's sales staff, field representatives and distributors in these cities tied in with the local engagement giving the "Oliver" album a further sales push.

## Songwriters Bid for Rights

• Continued from page 1

AGAC, is not as revolutionary as it sounds since it's already been applied to playwrights and book writers and even production music writers. It is, however, a new step for the pop songwriter but it is in no way unfair to publishers nor does it take anything away from them. Lane stressed that it is a way of giving added protection to writers and is an "uplifting of the man who creates."

### Other Points

Other salient points in the new basic contract between songwriter and publisher, on which AGAC will start negotiating immediately, includes an option agreement, a short contract form in which the financial terms of the deal between the writer and publisher are spelled out, and a contract which carries any additional terms of the deal which is to be kept on file at the AGAC offices as a means of forestalling any changes.

The option agreement gives the publisher the right to get a record made of the song and released within six months. The six months period can be extended once by the publisher paying a \$250 advance and after that for further six months

periods for a \$250 advance each time, provided the publisher and the writer agree. At the time the option agreement is signed, the writer and publisher also sign another document which is held by AGAC until it knows whether the publisher has gotten the record made and released. If he has, the contract goes into effect. If he has not, there is no contract. This procedure is designed to eliminate the problem writers have had in trying to get their songs back when a publisher has not published.

### Function Same

On the main point of the writer retaining ownership of his copyright, Lane pointed out that it in no way disrupts the function of the publisher from promoting the song and/or granting licenses but it does benefit the writer. He said, "If the writer, under the contract with the publisher is entitled to get his song back and the publisher refuses to return it on request, it becomes much easier for the writer to enforce his rights and give the song to another publisher. The old publisher will then not be able to threaten the writer with an action for copyright infringement."

Lane did point out, however,

that a writer is not entitled to get his song back just because of a whim, or because he has a grudge against the publisher or for any fancied grievance. But, Lane said, if the publisher violates the contract, he should not be able to stand in the writer's way and not return the song. "Having the copyright in the writer's name," Lane stated, "will also help prevent a publisher from attempting to assign the composition to someone else in violation of the contract."

Lane added, "There are also tax reasons why the copyright should remain in the writer's name but one of the most important reasons is that a writer who owns his own copyright has a great psychological advantage. He remains the owner of his song. In this situation he will have more stature in the eyes of the world and in the eyes of the publisher as well. He will be in a much better position to enforce his rights because of the fact that he is the owner."

AGAC's membership is now over 2,000. Last year the assessment on collections was lowered to 4½ per cent from 5 per cent fee that had been instituted in 1959. Lane predicted that as the membership and the collections increase the assessment will be continually lowered. AGAC boasts that in the past five years it recovered for its members almost \$600,000 in royalties that would not have otherwise been distributed.

## WB-Reprise

• Continued from page 3

personal appearance potential and staying power.

Of these aforementioned new talents, Andrew and Aznavour, a respected French vocalist, will work for Reprise with Foster signed with the Loma r&b subsidiary. The others will carry the WB banner.

The company has been talent hunting in earnest for the past six months. On the foreign front, WB has vocalist Petula Clark, whose "Downtown" single hit the vaunted No. 1 position on Billboard's "Hot 100" chart and Reprise has the Kinks and Sandie Shaw, both important acquisitions.

## Johnson to RIAA

• Continued from page 3

ard spindle size. Once that has been accomplished, and the market has become accustomed to seeing a conventional center on seven-inch records, then convert to 33 r.p.m.

## Ava New RCA Club Client

HOLLYWOOD — Ava Records has placed its first product with the RCA Victor Record Club, "Three Evenings With Fred Astaire."

In addition, the company has signed a three-year pact with British Decca for world-wide distribution and has released the Ernie Freeman single, "Raunchey '65," and the soundtrack from "The Carpetbaggers."

## He Goes From Cutting Hair to Cutting Disks

NEW YORK—Lani D'Angelo is a barber by profession, and another in the long line of barbers making good in the music field.

Four years ago, D'Angelo, who composed music and wrote lyrics in his spare time, met trumpeter Phil Gilbert. The small talk that usually goes on between a barber and his customer eventually led to the discussion of music. During one of the visits to the barber shop, D'Angelo asked Gilbert for his opinion on one of his tunes. Gilbert liked what he heard and soon a demo was made with Dave McKenna (piano), John Petricelli (drums) and Wendell Marshall (bass) and himself as trumpeter and leader.

The record, "Theme From Old Joe's Barroom," received clearance from BMI. Thus the firms of Bellina Publishing and Bellina Record Company was formed. The record received a Billboard Spotlight, launching the companies on their way. Although the Bellina roster is small, it holds much potential. In addition to Gilbert, there is concert pianist Ezio Creatore and singer Peter Hanley, who several years ago had a hit in "Big Mamou."

Jackie Mills, Ava's executive vice-president, has instituted plans for domestic exploitation for Elmer Bernstein Month to run through February. The promotion spotlights seven soundtracks by the prolific composer, including his newest, "Baby the Rain Must Fall."

Ava has reduced its soundtrack price \$1 to \$3.98-\$4.98 "to be more competitive," Mills says. The label's chief soundtracks are Bernstein's "Walk on the Wild Side," "To Kill a Mockingbird," "Man With the Golden Arm," "Rat Race," "Caretakers," "Carpetbaggers" and "Rain Must Fall," the composer's first rock 'n' roll score.

The executive indicated the label's goal in 1965 would be to work with the We Three Trio, Ruth Price, Irene Kral and Pete Jolly while trying to expand into the Top 40 market.

## Lawrence Tops Merc. Classics

• Continued from page 1

close liaison with the national sales managers of Mercury and Philips, Kenny Myers and Lou Simon, respectively.

The accession of Lawrence to the top classical post marks a reorganization of the Mercury-Philips classical division.

Lawrence joined Mercury in the fall of 1956, replacing David Hall as music director of the classical division. Between 1950-1956 Lawrence was director of recorded music at WQXR, New York. Prior to that, he was manager of the Imported Records department at the Liberty Music Shops. Lawrence is also well known as a writer on music. He is also a musician.

His tenure in his current slot is expected to be marked by innovations with regard to classical merchandising and repertoire.

## Industry Is Moving to Beat Capital Gains Tax in U.K.

LONDON—The rush to sell private business before the Labor Government introduces its Capital Gains tax in the spring is already effecting the music industries. Cliff Richard and Frank Ifield have both sold companies into which are paid their earnings from personal appearances to a city group, Constellation Investments.

Richard and Ifield are both represented by the Grade Organization, which became a public company last year. Richard has sold his Minstrel Enterprises which absorbs his stage earnings only, but Ifield has sold two companies which collect his earnings from both live and recorded performances. The two singers share almost \$1,500,000 in Constellation shares.

Constellation is now believed to be negotiating with several other pop stars and groups.

Brian Epstein is contemplating turning public Northern Songs and other companies with which he is associated. Sharing in the huge capital gains, of course, would be John Lennon, Paul McCartney and publisher Dick James. As revealed in Billboard two weeks ago, the company earned about \$4,000,000 last year.

## Elec'vision Forms Label

HOLLYWOOD — Electronovision has formed its own record label, with the first product a soundtrack LP from its forthcoming "Harlow" production. The LP will be released next month, with the film planned for March shooting.

Company claims its soundtrack LP will be the first product ever released before a picture is finished. Music for "Harlow" will be prerecorded whereas conventional film music is scored and recorded after filming. No star has yet been named.

The first disk artist signed is vocalist Monica Janell. Company also plans releasing disk material from non-Electronovision productions. Electronovision's first two productions were "Hamlet," with Richard Burton topping the Broadway cast, and the TAMI rock 'n' roll show.

## Billboard BACKSTAGE

### Home Brew on Bourbon St.

There is more and better music than ever on Bourbon Street in New Orleans. The rusty, dusty, musty places such as Preservation Hall still house aging Dixieland musicians whose sounds and beat are just great.

The new and best thing to happen to New Orleans is the permanent showcase homes of Al Hirt and Pete Fountain. Each musician has gained fabulous audiences through his record sales on RCA Victor and Decca, respectively. Now each artist owns and operates a hometown music club that is attracting big crowds.

The clubs have been designed for ideal presentation of their talents. Both clubs are "in" places for out-of-towners visiting New Orleans.

Fountain's French Quarter Inn is a colorful, charming center for music lovers. Staging, lights, acoustics have all been designed by Pete to provide maximum enjoyment. The Pete Fountain group, all "refugees from the Lawrence Welk orchestra," are so attuned to each other's musical ideas that a one-hour set seems to zip by in just a few minutes.

Al Hirt's club is about three blocks from Fountain's. Both men are generous with their praise of one another and urge the audience to visit the other's place.

Hirt's club has comfortable, deep-cushioned, swivel arm-chairs and a revolving stage in the club's center. It has excellent lighting, sound and staging.

The clubs present two relaxed shows a night, three on Saturday, usually to packed houses. This type of "name" operation in such a tourist area is one solution for other sock artists who have a yen to open a hometown club and to spend time with the family as well.

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JAY TURNBULL, left, co-author with Larry Parks of award winner, "Bread and Butter," accepts his citation along with publisher Wesley Rose, as BMI president Robert J. Burton, and BMI vice-presidents Mrs. Theodora Zavin and Bob Sour look on.

## ABC-Para's Baroque Series

NEW YORK — ABC-Paramount Records has introduced a budget-priced Baroque music series on the Music Guild label, a division of Westminster Recording Company, the ABC-Para subsidiary. Larry Newton, president of ABC-Paramount Records said that the initial release of 40 albums (20 stereo, 20 mono) contain the works of Handel, the Bach Family, Dittersdorf, and others. Among the artists, instrumentalists and conductors are soprano Stich-Randall, tenors Cuenod and Richard Conrad, and the Vienna Symphony Winds.

A unique feature of this series is the use of choice full color art reproductions on its album covers.

## Shindig Suit Is Overruled

LOS ANGELES—It appears the word "Shindig" belongs to everybody. A restraining order filed against the promoters of a rock 'n' roll show titled "Shindig '65" by ABC-TV and Selmur Productions was overruled Jan. 18 in Los Angeles Superior Court.

The plaintiffs, who present the so-named TV show, had filed suit against Irv Weinhaus Productions and Danny Dare and Sammy Lewis, operators of Melodyland Theaters, to bar them from using the "Shindig" moniker on their show Monday night (25).

Say You Saw It in Billboard

who is



david jones ?

## Keely to Wax In 4 Tongues

HOLLYWOOD — Reprise Records is sending Keely Smith to England to record material in four languages this week. The vocalist will be accompanied on her 10-day junket by producer Jimmy Bowen, who called the vocalist's first recording project in London vital to keeping up with the developing one world of music.

Bowen said Miss Smith would record in English, German, French and Italian. Pye Records is arranging the facilities, the producer said. Bowen hopes to use British arrangers, such as Tony Hatch, on the sessions.

"English language hits just don't happen any more in foreign countries," Bowen noted, "so you've got to record in the native tongues." The LP will be released in the spring, he said.

Bowen, who has helped create much of Reprise's top product, recently cut four sides with Keely in Hollywood, completed the LP "Dean Hits Again" with Dean Martin (featuring new material for Martin), and will cut a Frank Sinatra LP "Somewhere in Your Heart" upon his return from Europe.

## Peers Quits AP Agency

LONDON—Chris Peers has quit Artists Promotion, the agency he has been running for EMI since the record company founded it 13 months ago. The agency represents Millie, who is recorded independently for Philips by BPR Records, of which Peers remains a director.

Both Artists Promotion and BPR have announced expansion plans and Millie figures high on their promotional lists. With recording boss Chris Blackwell, Peers will be seeking new talent for the diskery.

Peers is succeeded at Artists Promotion by Peter Prince, who transfers from EMI Records where he was responsible for exploitation and promotion.

## Rady on Leave

HOLLYWOOD — Si Rady, Capitol's executive producer in New York, is taking a leave of absence to recuperate from recent surgery, while the label has boosted its Coast a&r staff with the signing of Steve Douglas to handle Top 40 material.



BERRY GORDY, left, head of Jobete Music, receives one of his seven awards from BMI president, Robert J. Burton.



AMONG THOSE ATTENDING the annual BMI Awards Dinner at the Hotel Pierre, New York, Tuesday (19), were, standing left to right: Sidney Kaye, BMI board chairman; Mrs. Hal Cook; Hal Cook, Billboard publisher; Buddy Killen, general manager, Tree Publishing Company; Howard Richmond, music publisher, and Richard Voeltter, general manager, Shapiro-Bernstein Music. Seated, left to right, Mrs. Howard Richmond; Jack DeWitt, board chairman, WSM; Mrs. Sidney Kaye; Edwin Craig, head of the National Accident & Life Insurance Company (owner of WSM), and Mrs. Richard Voeltter.



JACK STAPP, left, receives his award with Buddy Killen, center, professional manager of Tree Publishing, from Robert J. Burton, BMI president.

## Chipetz Exits

PHILADELPHIA — Harry Chipetz, general manager of Cameo-Parkway Records for the past six years and formerly head of Chips Record Distribution

(now a company subsidiary), has exited the label, according to a Cameo-Parkway spokesman. The company recently tapped Jerry Shiffrin, sales manager of Cash Box, for the post of director of sales. Shiffrin will headquarter in New York City.

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# Composer of 'Dolly' Believes In Freedom of the Performer

NEW YORK—Jerry Herman, the composer of the smash Broadway musical, "Hello, Dolly!" belongs to that new breed of show songwriters who believes in an artist's right of interpretation. "I give them 32 bars to work with," he said, "and a performer can interpret the song any way he sees fit so long as it doesn't hurt the author's conception or harm the property from which it comes." It's quite evident that the various interpretations of the "Hello, Dolly!" title song, especially, has done no harm to the tune or the show, which, incidentally, celebrated its first

anniversary on Broadway a little over a week ago.

According to a count supplied by E. H. Morris, publishers of Herman's "Hello, Dolly!" score, there have been 104 versions of the title song recorded so far in singles and albums and foreign expectations are for about 40 different versions. This includes, of course, the original cast album of the musical on the RCA Victor label, which is now in its 50th week on Billboard's "Top LP's" chart and has been awarded a gold record for more than \$1,000,000 in sales by the Record Industry Association of America, and the Louis Armstrong single on Kapp Records which topped the million sales mark.

Herman believes that an artist's interpretation of a song cannot hurt the original conception although there have been some examples. Herman holds, however, that an artist, for the most part, just goes so far with his interpretive efforts and keeps the basic values of the song intact.

It's also Herman's belief that a show writer needn't get upset by an offbeat version of his song, whether it be rock 'n' roll, jazz, etc., in that there is always the original cast album of the musical to show what his original intentions were.



JERRY HERMAN

Now that "Hello, Dolly!" is deeply entrenched in the Broadway musical scene, Herman has turned to a new property. It's the musical version of "Auntie Mame," which producers Feyer, Carr and Harris have earmarked for Broadway in the fall. It will be Herman's third Broadway show, the first being "Milk and Honey," which RCA Victor also had as an original cast album. Before cracking Broadway, Herman had two off-Broadway musicals, "Nightcap" and "Parade." The original cast album rights to "Auntie Mame" have not yet been set.

## You've Got to Get in Line To Book RCA's John Gary

NEW YORK — John Gary, the RCA Victor artist who moved into the big time last year, has a big year ahead for 1965. The singer, whose four Victor albums are riding high in the market, has a flock of major night club dates and TV guest shots booked well into next fall.

Gary returned last week from a six-week engagement in Australia. He will make his third appearance on Danny Kaye's TV show on CBS in February and has signed to do two more shows for later in the season. Negotiations are also in the works for Gary to star in his own TV series this summer.

His 1965 schedule includes such prestige bookings as the Persian Room at the New York's Plaza Hotel (June 2-26); the Coconut Grove, Hollywood (June 29-July 12); the Palmer House, Chicago (May 11-29); the Shoreham, Washington, (Jan. 12-23); the Diplomat, Hollywood, Fla. (April 10-17) and the Shamrock, Houston (Sept. 9-22). Also on Gary's agenda is a three-week South African concert tour beginning Feb. 8.

Gary is one of the Victor label's strongest album sellers. "The John Gary Christmas album," was a top seller during the past holiday season. His first album, "Catch a Rising Star," has been a steady seller for more than a year and his second album, "Encore," has been selling solidly for close to

a year, and his third album, "So Tenderly," has been on the best selling charts for about five months. His new releases on the market are the "A Little Bit of Heaven" LP and the single "Sunrise, Sunset" from the Broadway musical, "Fiddler on the Roof."

Apart from his professional career, Gary is an active member of the Thomas A. Dooley Foundation. Last Nov. 21 he donated his services for an "Evening With John Gary" concert at San Francisco's Masonic Auditorium. The benefit drew 1,500 and netted the Tom Dooley Foundation more than \$5,000.



ALEXANDER COHEN, center, producer of "Baker Street," embraces composers Raymond Jessel and Marian Grudeff during the show's out-of-town tryout in Boston. The musical is scheduled to open on Broadway Feb. 13.

## PEOPLE AND PLACES

By MIKE GROSS

Jack Jones set for two weeks at Harrah's, Lake Tahoe starting Feb. 4. He will also be at the Coconut Grove, Los Angeles, June 7 and the Flamingo, Las Vegas, Aug. 5. . . . The Righteous Brothers returned to New York last week after a five-day personal appearance tour in London, during which they also did some TV shots. They are returning to California where they will do another "Shindig" TV show and cut their next single for the Philles label. . . . The Modern Jazz Quartet's next Atlantic LP will be an all-Gershwin program. . . . The Serendipity Singers are scheduled to tour with the Ford Car-A-Van of Music in February. . . . Woody Allen will play his first night club date after wrapping up filming of "What's New Pussycat?" when he co-stars with Kay Starr at Miami's Diplomat Hotel from Feb. 24 to March 2. . . . Mary Wells, 20th Century-Fox artist, will do a week at the Apollo Theater in Harlem starting Jan. 29.

Shelley Berman, comedian on the Verve label, has TV shots upcoming with Ed Sullivan on CBS Jan. 31 and Jack Paar on NBC March 26. . . . Ella Fitzgerald moves into the Americana Hotel's Roy Box from Feb. 15 to March 14. . . . Oscar Peterson, Verve label's jazz artist, goes out with the Ford Motor Tour from Feb. 1 to Feb. 28. . . . Tony Bennett goes into the Palmer House, Chicago, for two weeks beginning Feb. 25. . . . Vicki Carr, Liberty Records artist, due to open at Basin Street East Feb. 4, is set to appear on NBC-TV's "Today" and "Tonight" shows during the month of February. . . . Musical comedy team Jerry and Myrna are currently at the Hacienda in Fresno, Calif., and will follow with a four-week stint at the Hungry i in San Francisco.

## Makeba Just Great; Cosby On the Ball

NEW YORK — Miriam Makeba displayed her many and magnificent talents to a near-capacity house at Basin Street East here Tuesday (12). Relying heavily on the African folk material which has sold so well in her albums, the RCA Victor artist demonstrated her versatility by singing a Brazilian folk song and doing her RCA single, "Forbidden Games," as an encore.

Her material ranged from the exuberance of an African wedding song to the mourning dirge of her native tribe. Backing her effectively was Mongo Santamari and His Group, Columbia artists, and a two-man-one-woman South African vocal group.

Bill Cosby's relaxed humor also scored heavily with Basin Street East patrons. His most effective bit was the football huddle sequence which he had performed on a Warner Bros. album.

Cosby is more of a wit and humorist than a comic. He eschews many of the gimmicks relied on by lesser performers—blue material, psychiatric jargon, racial barbs and schmaltz.

He does not patronize and he does not let the audience patronize him.

Instead, with only slight exaggeration, Cosby reports situations which exist. The situations are ridiculous enough in themselves to negate the need for broad exaggerations.

One sour note was struck when an ill-mannered drunk threw Cosby off strike momentarily. Cosby then asked if the group making all the noise would be still. After a pause he added, "I see it's not a group but only one man with two mouths."

After that the audience was all his.

AARON STERNFIELD

## Signings

Harold Lloyd Jr., son of the screen comedian, will embark on a singing career via the Coral label. He's already appeared on TV, movies and in night clubs. His first album for Coral has already been cut and is scheduled for release within the next few weeks. . . . Cathy Carroll has signed with Musicor Records. Her first record for the company couples "Here's to Our Love" and "Johnny Come Lately." After hearing the recording during a recent visit to the States, Joe Gininni, head of Musicor's Italian distribution, requested that she cut an Italian version which will be released in Italy by the end of February. . . . Reb Foster, KRLA disk jockey in Los Angeles, signed with Loma Records, Warner Bros. Records' rhythm and blues line.

The Barry Sisters have signed an exclusive recording contract with ABC-Paramount Records. Their first release will be an album of the score from the Broadway musical, "Fiddler on the Roof." . . . Sid Frey, president of Audio Fidelity Records, has added the following artists to his rosters: the Turtlenecks, a rock 'n' roll group; Malda, folk singer who performs in five languages, and Sasha Zelkin, whose first AF album will be "Russian Folk Songs by Sasha."

United Artists Records has re-signed Jay and the Americans to a long-term contract. The group, which tours the college circuit as well as night clubs and theaters, will shortly be seen on ABC-TV's "Shindig" and NBC-TV's "Hullabaloo."

## RAPH'S 'SONGS' IS ENJOYABLE

NEW YORK — An excellent sampling of the songs popular in America from 1620 to the present has been compiled by Theodore Raph for the recently published book, "The Songs We Sang" (A. S. Barnes & Company; 406 pages; \$10). Raph, an arranger, composer and conductor in his own right, has selected 100 songs and presents them with interesting historical notes as to the development and origin of the song as well as easy-to-play piano arrangements.

It has been prepared with taste and care as well as with a knowledge of the material at hand which makes it a song-book of interest and enjoyment.

MIKE GROSS

## GREMLINS AGAIN!

The advertisement for Tamla-Motown Records appearing in last week's issue inadvertently carried an incorrect number for The Contours' current smash single, CAN YOU JERK LIKE ME, on Gordy Records. The copy should have read:

**CAN YOU JERK LIKE ME**  
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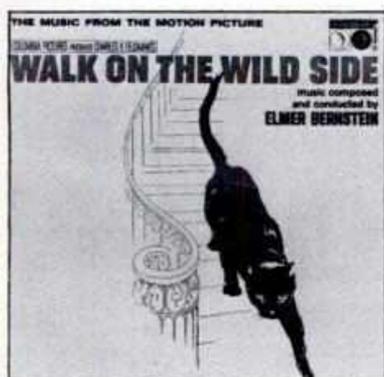
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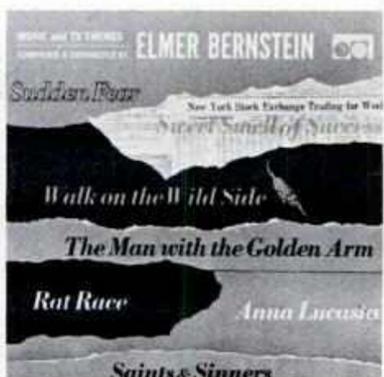


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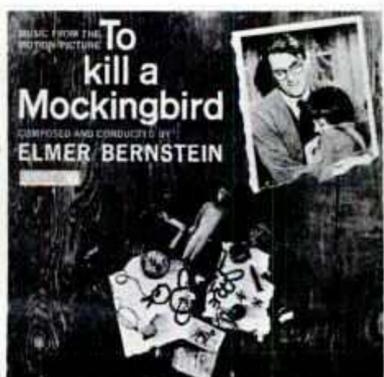
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WALK ON THE WILD SIDE A/4 ST AS/4 ST



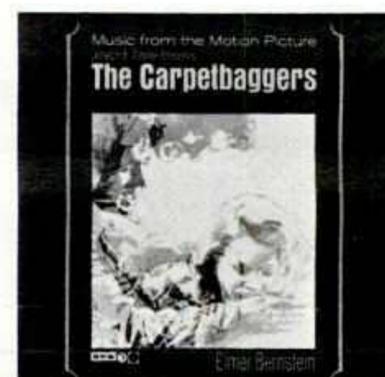
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AS OF JAN. 1 ALL AVA SOUND TRACK ALBUMS \$3<sup>98</sup> \$4<sup>95</sup>  
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**HOT RHYTHM & BLUES SINGLES**

SPECIAL SURVEY for Week Ending 1/30/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	—	MY GIRL Temptations, Gordy 7038	1	21	—	I WANNA BE (YOUR EVERYTHING) Manhattan, Carnival 507	1
2	—	HOLD WHAT YOU'VE GOT Joe Tex, Dial 4001	1	22	—	GOIN' OUT OF MY HEAD Little Anthony & The Imperials, DCP 1119	1
3	—	COME SEE ABOUT ME Supremes, Motown 1068	1	23	—	I WANT YOU TO HAVE EVERYTHING Lee Rogers, D-Town 1035	1
4	—	YOU'VE GOT THAT LOVING FEELING Righteous Brothers, Philles 124	1	24	—	THAT'S HOW STRONG MY LOVE IS Otis Redding, Volt 124	1
5	—	HOW SWEET IT IS (To Be Loved by You) Marvin Gaye, Tamla 54107	1	25	—	THE JOLLY GREEN GIANT Kingsmen, Wand 172	1
6	—	SHAKE Sam Cooke, RCA Victor 8486	1	26	—	IT'S BETTER TO HAVE IT Barbara Lynn, Jamie 1292	1
7	—	THE NAME GAME Shirley Ellis, Congress 230	1	27	—	HE WAS REALLY SAYING SOMETHING Velvelettes, VIP 25013	1
8	—	TWINE TIME Alvin Cash & the Crawlers, Mar-V-Lus 6002	1	28	—	WALKING IN THE RAIN Ronnettes, Philles 123	1
9	—	THE JERK Larks, Money 106	1	29	—	SUDDENLY I'M ALL ALONE Walter Jackson, Okeh 7215	1
10	—	A CHANGE IS GOING TO COME Sam Cooke, RCA Victor 8486	1	30	—	CRYING MAN Lee Lamont, Back Beat 542	1
11	—	SEVEN LETTERS Ben E. King, Atco 6328	1	31	—	GIRLS HAVE FEELINGS TOO Barbara Mason, Arctic 102	1
12	—	THE "IN" CROWD Dobie Gray, Charger 105	1	32	—	SOMETIMES I WONDER Major Lance, Okeh 7209	1
13	—	USE YOUR HEAD Mary Wells, 20th Century-Fox 555	1	33	—	I'M OVER YOU Jan Bradley, Chess 1919	1
14	—	MAKIN' WHOOPEE Ray Charles, ABC-Paramount 10609	1	34	—	I WANT A LITTLE GIRL Joe Hinton, Back Beat 545	1
15	—	TOO MANY FISH IN THE SEA Marvelettes, Tamla 54105	1	35	—	LONG, LONG WINTER Impressions, ABC-Paramount 10602	1
16	—	VOICE YOUR CHOICE Radiants, Chess 1904	1	36	—	DIAL THAT TELEPHONE Eddie Smith, Duo Disc 107	1
17	—	AMEN Impressions, ABC-Paramount 10602	1	37	—	THAT DAY WHEN SHE NEEDED ME Contours, Gordy 7037	1
18	—	CAN YOU JERK LIKE ME Contours, Gordy 7037	1	38	—	GET OUT Harold Melvin, Landa 703	1
19	—	THE BOY FROM NEW YORK CITY Ad Libs, Blue Cat 102	1	39	—	NO FAITH, NO LOVE Mitty Collier, Chess 1918	1
20	—	WHAT NOW Gene Chandler, Constellation 141	1	40	—	COUSIN OF MINE Sam Cooke, RCA Victor 8426	1

(No R&B Territorial Breakouts This Week. Feature to Debut Next Week.)

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

- ROCKY GROSSE, WWRL, New York**  
"We Are in Love," Bobby Byrd, Smash 1964
- CHATTY HATTY, P.D., WGIV, Charlotte**  
"Ask the Lonely," Four Tops, Motown 1073
- GEORGE HUDSON, WNJR, Newark, N. J.**  
"Shotgun," Junior Walker & All Stars, Soul 35008
- HERMAN GRIFFITH, KGFJ, Los Angeles**  
"Jerk & Twine," Jackie Ross, Chess 1920
- JIMMY BYRD, WILD, Boston**  
"That's What Love Will Do," Jeanie Dee, United Artists 806  
LP—"Hold What You've Got," Joe Tex, Atlantic LP 8106 (M); SD 8106 (S)
- MILTON (BUTTERBALL) SMITH, WMBM, Miami**  
"Follow the Leader," Wiley Terry, U.S.A. 793  
"Twine Time," Alvin Cash & Crawlers, Mar-V-Lus 6002  
LP—"Sam Cooke at the Copa," RCA Victor LPM 2970 (M); LSP 2970 (S)

- PAUL (FAT DADDY) JOHNSON, P.M., WSID, Baltimore**  
"Ask the Lonely," Four Tops, Motown 1073
- BURKE JOHNSON, WAOK, Atlanta**  
"How Do You Quit (Someone You Love)," Carla Thomas, Atlantic 2272
- B.Q., KATZ, St. Louis**  
"Can't You Just See Me," Aretha Franklin, Columbia 43203
- E. RODNEY JONES, P.D., WVON, Chicago**  
"Suddenly I'm All Alone," Walter Jackson, Okeh 7215
- BILL DOUBLEDAY, P.D., KDIA, Oakland, Calif.**  
"Get Out," Harold Melvin, Landa 703
- ED WRIGHT, P.D., WJMO, Cleveland**  
"I Want to Get Married," Delicates, Challenge 59267  
"Don't Forget About Me Baby," Jeff Dale, Atco 6332  
"I Wanna Be (Your Everything)," Manhattans, Carnival 507  
"Girls Have Feelings Too," Barbara Mason, Arctic 102

**Blues News**

Kudos to all the disk jockeys, program directors and retail outlets for their splendid co-operation in helping to kick off the new r&b page. It is quite evident, and has been for some years, that the people engaged in all areas of r&b programming and retailing, are solid co-operative merchandisers. The rapport between r&b radio and retail outlets and the energies expended by both to build the r&b field is a page that could well be inserted into many other areas of the record business.

**Novella (Dizzy Lizzy) Smith**, formerly at KYOK, Houston, is now doing a 6 to 10 p.m. show five days a week on KHUL-FM in the same city. . . . The **Supremes** are taping a "Hullabaloo" TV show this week. The group accompanied **Berry Gordy** to New York (19) to accept the many BMI awards earned by the publishing firm of Jobete Music in 1964. . . . The **Joe Tex** LP, with same title as their hit single, "Hold What You've Got," is selling like a single wherever it has been

exposed. Some markets have not yet received it, as of chart deadline. Most are expecting the Tex package to be the hottest Atlantic LP in some time. The same excitement is felt for **Shirley Ellis'** "Name Game" LP being shipped this week. Other LP's taking off fast were the new "Nancy Wilson Show" on Capitol, **Ike and Tina Turner** on Warner Bros., and "Make Way for Jean Du Shon" on Argo. All product by the late Sam Cooke is moving right out, including his previous "Ain't That Good News" package.

Sam Cooke has three sides on the pop "Hot 100" chart; two LP's on the "Top Pop LP's"

**HOT R&B LP's**

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	—	WHERE DID OUR LOVE GO, Supremes, Motown MT 621 (M); S 621 (S) 1	1
2	—	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S) 1	1
3	—	YOU'VE LOST THAT LOVIN' FEELIN', Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S) 1	1
4	—	THE IMPRESSIONS KEEP ON PUSHING, ABC-Paramount ABC 493 (M); ABCS 493 (S) 1	1
5	—	A BIT OF LIVERPOOL, Supremes, Motown MLP 623 (M); SLP 623 (S) 1	1
6	—	THE BEST OF SAM COOKE, RCA Victor LPM 2625 (M); LSP 2625 (S) 1	1
7	—	HOLD WHAT YOU'VE GOT, Joe Tex, Atlantic LP 8106 (M); SD 8106 (S) 1	1
8	—	RIGHT NOW, Righteous Brothers, Moonglow M 1001 (M); S 1001 (S) 1	1
9	—	RUNNIN' OUT OF FOOLS, Aretha Franklin, Columbia CL 2281 (M); VS 9081 (S) 1	1
10	—	THE SIDEWINDER, Lee Morgan, Blue Note 4157 (M); 84157 (S) 1	1

**HOT SPIRITUAL SINGLES**

1. PEACE, BE STILL . . . . . James Cleveland, Savoy 4217
2. WAITING FOR MY CHILD . . . . . Consolers, Nashboro 800
3. I'LL GO . . . . . Mighty Clouds of Joy, Peacock 3025
4. MORE THAN A HAMMER AND NAIL . . . . . Staple Singers, Epic 9748
5. WRITE MY NAME ABOVE . . . . . South West Michigan State Choir, Savoy 4221

**HOT SPIRITUAL LP's**

1. PEACE, BE STILL, Vol. 3 . . . . . James Cleveland, Savoy MG 14076
2. ON THE BANKS OF THE JORDAN, Vol. 4 . . . . . James Cleveland, Savoy MG 14096
3. SOUTH WEST MICHIGAN STATE CHOIR . . . . . Savoy MG 14099
4. A BRIGHT SIDE . . . . . Mighty Clouds of Joy, Peacock PLP 121
5. WALK AROUND HEAVEN ALL DAY . . . . . Caravans, Vee Jay 5058

**D.J. SPOTLIGHT**

**PAUL (FAT DADDY) JOHNSON**  
Program Manager, WSID  
Baltimore

Time slot: 2-6 p.m., daily.

A graduate of Morgan State College, with a major in English Literature. Fat Daddy has been with WSID the past 3 1/2 years, and prior to that was with WILA, Danville, Va. Currently has new LP on market titled "Fat Daddy Presents the Great Oldies From the Kingdom" on the Marion label.



**Brown to WLOU**

NEW YORK—Charlie Brown, music director at WCIN, Cincinnati for the past two years, moves to the program director's slot at WLOU, Louisville, Feb. 1. He will be replaced by Tom Hankerson, moving from WTMP in Tampa. Both are Rounsaville stations.

**BILLBOARD'S R&B SECTION**

NEW YORK — The features on this page constitute Billboard's expanded effort into the rhythm and blues field and will be a weekly section. The new DJ Spotlight feature will have a different top disk jockey each week from all areas of the United States. Another feature to be added next week will be the R&B Territorial Breakouts which will list one or more new records breaking in each of the top markets. Billboard welcomes all correspondence, pictures, and news items and/or suggestions, criticisms, etc.

NEW YORK—Tommy Roe, ABC-Paramount recording artist, leaves on his second European tour Thursday (28). The three-week trip will take him to England and Scotland. He will be accompanied by his own group, the Roemans, and will appear with several English artists, including Cilla Black.



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Vendor: Mercury Record Corporation

## S. R. Song Festival Victor In RAI-TV Controversy

• Continued from page 1

The battle between RCA Italian and Gianni Ravera, festival organizer, brought a challenge for a public debate from Giu-

seppe Ornati, general manager of the disk house. Ravera was willing to accept, but refused to meet former's condition that it take place prior to the Festival. Ornati called Ravera's re-

ply "evasion of the truth."

Ezio Radaelli, former San Remo organizer who now promotes the annual Cantagiuro, singing tour of Italy, issued a release naming the singers who did not make the festival. He said with disdain that nearly half of the Italian vocalists are newcomers. Two veterans, Domenico Modugno and Claudio Villa, each a three-time San Remo winner, are hoping to prove their superiority by higher record sales.

Despite the many controversies, withdrawals and charges, interest in this year's event is undaunted and indications are that it will attract the largest international trade gathering and the greatest TV audience ever. It will be interesting to see whether the Festival records—those by the RCA artists or the rejected entries of Modugno or Villa—will be those which sell the most. This element will not hurt the industry and may well serve to boost sales.

## 15TH SAN REMO FESTIVAL OF ITALIAN SONG

(In Alphabetical Order—Singing Order Will Be Drawn Jan. 27)

Italian Title (English Translation) Publisher	Lyricist(s) Composer	Italian Singer (Label)	Foreign Singer (Label) Country
Abbracciami Forte (Hold Me Tightly) Ricordi	Mogol Donida	Ornella Vanoni (Ricordi)	Udo Jurgens (Jolly) Austria
Amici Miei (My Friends) Supersonic—MM	Pallavicini Colonello	Nicola di Bari (Jolly)	Gene Pitney (Musicor) United States
Aspetta Domani (Wait for Tomorrow) Italcari—Southern	Fred Bongusto	Fred Bongusto (Fonit-Cetra)	Kiki Dee (Fontana) Great Britain
Cominciamo Ad Amarci (Let's Begin to Fall in Love) Leonardi	Pallavicini Mescoli	John Foster (Style)	Joe Damiano (Bluebell) United States
Devi Essere Tu (It Has to Be You) Casaroli—Leonardi	D'Acquisto Ricky Gianco	Ricky Gianco (Jaguar)	Jody Miller (Capitol) United States
Di Fronte All'Amore (Looking at Love) First Music—Ariston	Simoni Bindi	Gianni Mascolo (Ariston)	Dusty Springfield (Philips) Great Britain
E Poi Verra L'Autunno (And Then Comes Autumn) Aberbach	Amurri	Don Miko (Ariston)	Timi Yuro (Mercury) United States
Ho Bisogno Di Vederti (I Must See You) Suvini-Zerboni—MM	Ramsete Ciampi	Gigliola Cinquetti (CGD)	Connie Francis (MGM) United States
Il Tuo Amore (Your Love) Ariston	Bruno Lauzi	Bruno Lauzi (CGD)	Kenny Rankin (Columbia) Great Britain
Invece No (However No) Cantico—Leonardi	Pallavicini Leoni	Betty Curtis (CGD)	Petula Clark (Vogue) Great Britain
Io Che Non Vivo (Senza Te) (I Who Cannot Live Without You)	Pallavicini Pino Donaggio	Pino Donaggio (Voce del Padrone)	Jody Miller (Capitol) United States
Io Non Volevo (I Didn't Want to) C. A. Rossi	Leva Reverberi	Giordano Colombo (Juke Box)	Hoagy Lands (Palette) United States
I Tuoi Anni Più Belli (Your Loveliest Years) Tiber—MM	Mogol-Gaspari Polito	Iva Zanicchi (Ri-Fi)	Gene Pitney (Musicor) United States
L'Amore E Partito (Love Is Gone) Durium	Beppe Cardile	Beppe Cardile (Durium)	Anita Harris (Decca) Great Britain
L'Amore Ha I Tuoi Occhi (Love Has Your Eyes) Kramer—Southern	Pallavicini Kramer	Bruno Filippini (MRC)	Ito Yukari (King) Japan
Le Colline Sono in Fiore (The Hills Are in Flowers) Ricordi	Calibi Angiolini	Wilma Goich (Ricordi)	New Christy Minstrels (CBS) United States
Mia Cara (My Dear) Star—Curci	Mogol Massara	Robertino (Carosello)	Daniel Gerard (Vogue) France
Non A Caso Il Destino Ci Ha Fatto Incontrare (We Didn't Meet by Chance) C. A. Rossi	Antartide	Franco Tozzi (Fonit-Cetra)	Johnny Tillotson (MGM) United States
Prima O Poi (Sooner or Later) MAS-SAAR	Amurri Ferrari	Remo Germani (Jolly)	Audrey (Ariston) Germany
Se Piangi, Se Ridi (If You Laugh, If You Cry) Ricordi	Mogol-Marchetti Satti	Bobby Solo (Ricordi)	New Christy Minstrels (CBS) United States
Si Verda (You Will See) Adriatica—MM	Gentile Lentini	Vittorio Inzaina (CGD)	The Surfs (Festival) France
Ti Credo (I Believe You) Ariston	Amendola Peppino Gagliardi	Peppino Gagliardi (Jolly)	Timi Yuro (Mercury) United States
Tu Che Ne Sai (You Who Know) Esedra—Phonogram	Amurri Pisano	Fabrizio Ferretti (Ri-Fi)	Dusty Springfield (Philips) Great Britain
Viene Con Noi (Come With Us) Bideri	Maresca Pagano	Milva (Fonit-Cetra)	Bernd Spier (CBS) Germany

MM—Messagerie Musicale

Where two publishers are named first is subsidiary of second. Where only one author is named he is lyricist and composer. In all cases home label of foreign artist is given.

## EMI's Scandinavian Representatives Meet

OSLO—The Scandinavian representatives for British recording organization EMI met in Copenhagen last week. Participating directors of repertoire were Rolf Syversen, Iversen and Frogh, Oslo; Ivan Nordstrom, Skandinaviska Grammophon, Stockholm; Kurt Mikkelsen, Skandinavisk Grammophon, Copenhagen, and Eino Virtanen, Westerlund, Helsinki.

Also present were Jorgen Kleinert, representing Imudico publishing and also a&r man at Skandinavisk Grammophon in Copenhagen.

They discussed what the four diskeries can do together on a Scandinavian scale—such as joint pressings, exchange of material, playbacks, artists.

Present also were Walt Disney Productions' European representative, Toke Carlsen, Copenhagen.

Also discussed were how to improve the sales of Disneyland and Buena Vista labels in Scandinavia and whether one should record the original American repertoire with domestic artists on playback from Walt Disney's records. Sweden has issued a local version of the music from the cartoon, "The Sword in the Stone."

## Festivals Are Put on Tape

NEW YORK—Arrangements to present recordings of the great festivals of Europe on separate segments available for FM radio broadcasting was announced today by Gene LaBrie, president of LaBrie Associates, Ltd.

Included in the festival package will be opera, jazz, symphony, motion picture, light opera and folk festival music.

A recording team, after a year of touring Europe, has completed the tapes, and returned with over 72 full hours of festival music, covering functions from Russia to England and from Norway to Turkey.

## 18 Conductors On S.R. Podium

SAN REMO—A total of 18 conductors, all Italian except for one American, will lead the 40-piece festival orchestra during the 48 initial song presentations for the Festival.

Lawrence Wiffin, who will conduct for Jody Miller, is the only foreigner. CGD's Gianfranco Intra will occupy the podium most frequently with 10 numbers, while Ricordi's Iler Palaccini will be there five times. Other multiple assignments have fallen to Enzo Leone, Franco Pisano, Giampiero Reverberi, Marcello Miberbi, Gianfranco Monaldi and Giulio Libano. Making single appearances will be Enrico Simonetti, Sili Sauro, Peter DeAngelis, Gianni Marchetti, Augusto Martelli, Franco Ceragioli, Giancarlo Chiaraniello, Piero Reverberi, Gino Mascoli and Arturo Vantellini.

## Can. Indies Merge; Bow 'Co-Op' Label

By KIT MORGAN

TORONTO — Three independent record producers here have retired their own labels and introduced a new one, Red Leaf. On the new label, each producer will release his own product, stand his own losses or bank his own profits, and share in the benefits of co-operative administration, promotion and advertising.

Associates in the venture believe that radio stations, record dealers and consumers have been confused by the profusion of small labels whose releases were few and far between and scantily promoted and advertised. They hope that by pooling their knowledge, experience, and promotion and advertising budgets, they can build one solid reputation for the Red Leaf label, yet retain their separate identities with credit lines to the individual producer on all disks.

Involved are Art Snider and associate Dave Pears; Stan Klees; and Duff and Danny Roman. Snider is a veteran in the business by Canadian standards, having entered the record business eight years ago as a producer for another label. He formed his own Chateau label six years ago, added the Canatal label three years ago, and introduced ACT (All Canadian Talent) Records last fall. Of some 34 LP's and 70 singles in his catalog, his biggest hits were Pat Hervey's "Mr. Heartaches," which was released by RCA in the U. S., and Gord Lightfoot's "Remember Me, I'm the One," which was picked up by ABC-Paramount in the U. S. Chateau and Canatal are now a subsidiary of Allied Entertainment of New York and it is ACT which has gone into the formation of Red Leaf.

Klees, who was one of the  
(Continued on page 19)

## EMI Discloses Owning 75% Of the World Record Club

• Continued from page 1

EMI bought the club at a time when it was in the market and when "a number of companies, both inside and outside the record industry, were considering entering the record club field in this country in a substantial way."

He outlined one of the objectives as: "That if any third party entered the club field in such a way that the interests of the company or of its dealers were endangered, the activities of the World Record Club could be expanded so as to retain for the company as large a share of the total record business in the United Kingdom as is at present enjoyed, and what is equally

important, to do so in a manner which would enable our dealers to participate to the greatest extent possible."

He cites two other objectives: "That there would be available an organization capable of being expanded rapidly to meet any threat to our business and that of record dealers which competitive action in the club field might create."

"That if it were possible to devise a method of distribution on the club principle resulting in an entirely new section of the public being made interested in the purchase of gramophone records, we should be enabled to offer such a service without detriment to our existing dealers and thereby pre-

vent or restrict club activities, detrimental to the existing trade, being carried on by other concerns."

Wood went on to illustrate that EMI has not changed its policy in favor of the dealer ("we have spent enormous sums in advertising and promotion, in providing display material and helping to train staff through our dealer courses") and promises to support the dealer "because we sincerely believe that he is the very backbone of our industry."

But there can be no doubt—and Wood's letter underlines the fact—that the revelation of EMI's ownership of WRC has caused no small embarrassment.

# WORLDWIDE

DISQUE



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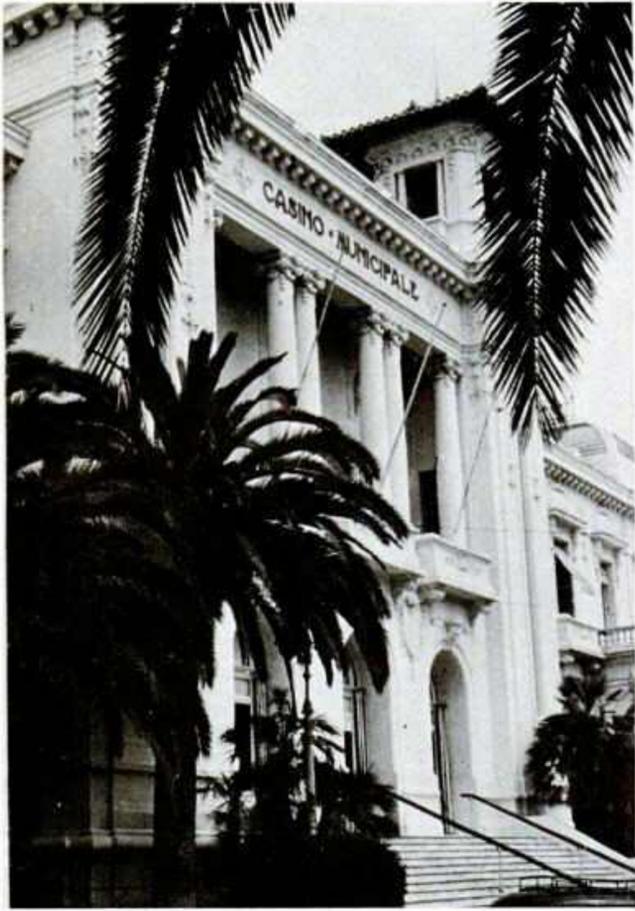


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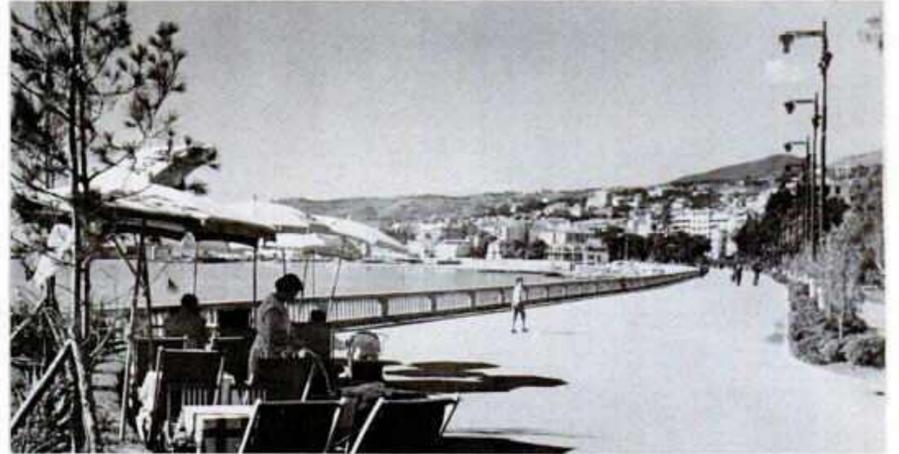


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# Key Artists Appearing at the San Remo Song Festival



**ONE WORLD OF MUSIC:**  
That is what is immediately suggested by this page of photos of key artists scheduled to appear at the San Remo Festival to be held Jan. 28-30 at the Casino Theater, San Remo. Twenty-four Italian singers and 21 vocalists from other countries will participate.



BEPPE CARDILE



AUDREY GERMANY



GIANNI MASCOLE



DON MIKO



ANITA HARRIS



LE AMICHE



JOE DAMIANO



NICOLA DI BARI



PEPPINO GAGLIARDI



PETULA CLARK



REMO GERMANI



KIKI DEE



DANIEL GERARD



DUSTY SPRINGFIELD



TIMI YURO



ITO YUKARI



JOHNNY TILLOTSON



HOAGY LANDS



GENE PITNEY



GIORDANO COLOMBO



UDO JURGENS



CONNIE FRANCIS



ROBERTINO



THE SURFS

# News From the MUSIC CAPITALS OF THE WORLD

## BRUSSELS

Polydor reports: After **Adamo** and **Cogoi** should Belgium have a third international star? **Bob Michel** is the new artist and he is being strongly promoted. His first record is "Bien Trop Beau" published by Ideal Music. Flip is "Tout s'arrangera" (Jean Kluger Music). Mr. Mertens of Polydor presented Bob Michel to the Paris firm and will issue the record in France next month. Polydor, Paris, also issued a new recording with the **Babs "Viens Danser,"** for the Belgium market. . . Polygram reports 1964 was an excellent year for the record business in the pop field with continuous tops sales of records by French, English, Dutch and German speaking artists such as **Johnny Hallyday, Claude Francois, Sheila, France Gall, Les Gam's, Barbara, Robert Cogoi, Liliane, Willeke Alberti, Anneke Gronloh, Lesley Gore, Dusty Springfield, the 4 Seasons, Brook Benton, Mat Lucas, Jerry Lewis, the Swingle Singers and Gerhard Wendland.** . . . Liliane, who celebrated her 16th birthday last month, won first place in the Belgian Popularity Poll and received a golden star on Jan. 2 at the City Theater in Amsterdam. Her newest release is "Middernacht" (Midnight) and "Mixed Up, Shook Up Girl." . . . A new Flemish release is **Lise Marke's "Jik Danste Dicht Bij Mij" (You Danced Close to Me)** b-w "Hoe Triest Is't in Venetie" (How said it is in Venice) an adaptation of Aznavour's No. 1 hit. . . . **Louise Lava,** composer-performer, had her first 12-inch album out in France, Canada and Belgium. Songs from the album like "L'Album de Photographies" (The Photo Album) and "Tanta Agnes" (Aunt Agnes) have hit possibilities. Has a release this week entitled "La Differenza" b-w "Non Togliere." . . . Belgian singer **Carlo Caluwe** has "Zoals Voorheen" b-w "Oui jr ti'Aime Darling" as a recent release. **JAN TORFS**

## COLOGNE

Electrola has sold over 1,000,000 copies of **Manfred Mann's "Do Wah Diddy Diddy."** . . . Electrola reports that recent **Beatles** releases have been best-sellers even before release: the diskery had half a million orders each for "I Feel Fine" and "Beatles for Sale" in advance of release. . . . Canada is developing into a major market for Electrola, which has sold well over 10,000 copies of its LP "Hit-Guitarre." . . . **Connie Froeboess,** West Germany's answer to **Connie Francis,** has a new hit, "Diese Nacht hat viele Lichter," the title melody from the United Artists film "Topkapi" with **Melina Mercouri, Peter Ustinov** and **Maximilian Schell.** . . . **Freddy Quinn,** just returned from a successful tour in the United States, will lead a revue of German TV stars in appearances at U. S. troop centers in Germany. Quinn, who appeared in the U. S. on **Johnny Carson's "Tonight"** TV show, has titled his revue "Junge, komm bald wieder" —"Son, Come Again Soon." This is the title of Quinn's million-record seller sea ballad. Quinn is an ex-sailor who lives in Hamburg. Master of ceremonies for Quinn's revue will be **Chris Howland,** a Briton, who has his own popular TV show, "Music From Studio B." Others in the revue include **Jacqueline Boyer** and **Lill Babbs** and **Johannes Fehring** and **Morley Terzett.** . . . Representatives of European countries interested in TV color programming will meet in Vienna in the opening to reach a final decision. This will be a plenary session of the top-level International Radio Consultative Committee (CCIR). The Vienna meeting is due to adopt one of three available color TV systems: the U. S. National Television System

Committee (NTSC), the French Sequential and Memory (Secam), and the West German Phase Alternation Line (PAL). Of these, NTSC and Secam are the principal contenders, with the United Kingdom pressing hard for NTSC (also favored by the Dutch). But the French are determined to sell Secam and they have picked up support in Eastern Europe. The West Germans have taken the decision in principle to have a color television service from the autumn of 1967. The Germans have announced that they will push PAL as the common standard for Europe. There is thus very little hope on the surface that agreement can be reached at Vienna, although this meeting has been called to end the controversy. **OMER ANDERSON**

## LONDON

International stardom almost on a **Beatles'** scale is expected for **Georgie Fame** who recently broke through with his first hit—a chart topper, "Yeh Yeh." He tours Scandinavia in April and Australia from May 17; his record has been issued on Liberty in the U. S. and next week he records a German version for Electrola. In July he films "The Georgie Fame Story." . . . Promoter **Don Arden,** who says he is considering giving up the promotion business after substantial losses in 1964, has formed an independent production company, Contemporary Records, to produce disks for major companies. His first, by a group known as the **Gamblers,** has just been issued on British Decca. . . . EMI has recorded the new **Millicent-Kenneth More,** musical, "Our Man Chrichton," for an album release next month. . . . Philips has introduced "Popular Jazz Series" on its Fontana label to retail at \$3; most of the material will be taken from long-deleted 78's issued previously on Riverside; **Coleman Hawkins** and **Gerry Mulligan** are featured among the first releases. . . . Indie producer **Chris Blackwell,** who owns Island Records, has started a new label. He and fellow director **Harry Robinson** have been in the U. S. picking up material for the label which will be issued here by EMI. Robinson has had particular talks with Atlantic Records brass. **CHRIS HUTCHINS**

## ROME

**Tony Renis,** winner at San Remo with his own composition, "Uno Per Tutti," in 1963, is out of uniform and preparing for his debut with RCA in March. RCA will distribute his own CDI label. He formerly recorded for Voce del Padrone. . . . Planned festival of Italian Song in Malta delayed, to avoid conflict with San Remo. . . . CGD International, with its various labels and SAAR with Jolly and Vogue, seem to feel that the answer to the sales crisis is the issue of more disks. The two houses have put out 25 for the winter season. . . . Pop vocalists are finding a rich harvest in one-nighters in movie houses. Latest to embark on the venture is **Claudio Villa.** . . . Decca is calling its new record by the **Rolling Stones** "a poker disk" because it offers four songs at the price of two. . . . A new diskery, Record of Trieste, is beginning its catalog with Bruno Hi-Fi and Colosseum labels from U. S. . . . The idea of something more for the same price has also been taken up by Clan, which is offering 14 songs by **Adriano Celentano** on a new LP. . . . American emcee **Mike Bongiorno** whose "Dream Fair" TV show has been tops in promoting record sales has now made his own first recording for Ariston. **SAM'L STEINMAN**

(Continued on page 24)

# British Record Men See H-1 Visa Ban as Periling Sales

LONDON — The American Government's curtailment of U. S. tours by British groups is likely to have repercussions in the record business, industry leaders here feel. They feel that without the benefit of personal appearances the established groups' selling life would almost certainly be shorter and break-

ing through into the market would be more difficult for the newer outfits.

As revealed in Billboard (16), the Labor Department in Washington has stated that no more British groups will be granted H-1 visas—the kind necessary for a coast-to-coast tour—and there is a threat that some H-1

visas already granted will be withdrawn.

Several Americans have given their views on the subject during visits to London. New Christy Minstrels' manager **Geoff Greif** said: "This clampdown should never be allowed to happen; it could seriously retard disk sales, for personal appearances are the life blood of the artist.

"And of course it cuts both ways for if British groups aren't allowed into America, then American groups, like the Minstrels, will not be allowed into Britain because of the Musicians Union's insistence on exchange deals."

Meanwhile, several British agents were awaiting the outcome of a meeting in New York (22) which is trying to offset the Labor Department's ruling. The list of top groups waiting to cross the Atlantic grows almost daily.

The Rolling Stones are due for a month of concert dates for GAC on April 9, and **Norma Weiss,** vice-president, has advised their agent, **Eric Easton,** that he is not yet sure of the tour.

Weiss is also discussing with **Brian Epstein** a summer return for the Beatles.

Also in April, **Manfred Mann's** agent **Ken Pitt** has a string of U. S. concerts tentatively set for the outfit, and **Herman's Hermits** are scheduled to join the **Dick Clark** road show.

# Canadian Indies Merge; Bow Own 'Co-Op' Label

• Continued from page 16

first teen-age deejays, on CHUM Toronto at 16, started in the industry as a promotion man with London Records, moved to Astral Records after four years and was national sales manager there for three years. He formed his own Tamarac Records a year and a half ago, and added the Bigland label six months ago for 100 per cent Canadian content disks. Freelancing as well, he has produced sessions for release by Capitol and RCA Victor here, and two groups (one Canadian, one American) are coming to Toronto from the U. S. to record with him in the near future.

The Roman brothers entered the record industry via radio, with **Duff** resigning after five years as a CKEY Toronto "Go Guy" and **Danny** leaving CFRN

Edmonton, to devote full time to records and their talent management operation, **David Mostoway** Production. Their "David G." label exists in the Red Leaf organization.

**Raleigh Record Sales,** as associate in the enterprise, will distribute Red Leaf itself in central Canada, and the label will go across the country through Raleigh's sub-distributors, **Trans-Canada** in Montreal, **Laurel** in Winnipeg, and **Aragon** in Vancouver.

Talent on Red Leaf will include **Pat Hervey** and the **Allan Sisters,** formerly on ACT; **Shirley Matthews,** who is on Amy in the U. S.; **Jason King, Dave Mickie, Jay Smith** and the **Majestics,** formerly on Tamarac and Bigland; and the **David Clayton Thomas Quintet,** the **London Towne Criers** and **Levon** and the **Hawks,** all in the Roman stable.

A GREAT NEW YEAR!

4

DISCS IN THE  
BILLBOARD  
HOT 100 WERE  
RECORDED IN

PYE RECORDS'  
LONDON STUDIOS

<b>NO 1 PETULA CLARK</b> <b>DOWNTOWN</b>	<b>WARNER BROS.</b> (PYE IN THE U.K.)
<b>NO 3 THE SEARCHERS</b> <b>LOVE POTION NO 9</b>	<b>KAPP (PYE IN THE U.K.)</b>
<b>NO 19 THE KINKS</b> <b>ALL DAY &amp; ALL OF THE NIGHT</b>	<b>REPRISE (PYE IN THE U.K.)</b>
<b>NO 45 THE BACHELORS</b> <b>NO ARMS CAN EVER HOLD YOU</b>	<b>LONDON</b> (DECCA IN THE U.K.)

A.T.V. HOUSE, GT. CUMBERLAND PLACE, LONDON, W.1.

## ARGENTINA

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	AMORE (L-O-V-E)	Nat King Cole (Odeon)—Fermata
2	2	FLAUTA E' CANA	Charanga del Caribe (CBS)—Melograf
3	5	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
4	4	ANGELITO	Trini Lopez (Reprise); *Danielo (Odeon)—Korn
5	3	A HARD DAY'S NIGHT	Beatles (Odeon); *Sandro (CBS); *Johnny Tedesco (RCA)—Fermata
6	6	PIEL CANELA-NOSOTROS	Eydie Gorme y Trio Los Panchos (CBS); Chico Miranda (RCA)
7	7	EL DIA QUE ME QUIERAS	Tito Rodriguez (CBS)
8	17	A WORLD WITHOUT LOVE	Peter and Gordon (Odeon)
9	9	EN MI MUNDO	Richard Anthony (Odeon)
10	10	SUSPICION	Terry Stafford (Odeon)
11	15	NADA VALE SIN AMOR	*Palito Ortega (RCA)—Korn
12	8	SI YO CANTASE (MY WHOLE WORLD IS FALLING DOWN)	Sylvie Vartan (RCA); *Cinco Latinos (Music Hall); *Ricardo Roda (CBS)—Neumann
13	13	BAILANDO SOBRE UNA ESTRELLA	Richard Anthony (Odeon); *Jaun Ramon (RCA)—Neumann
14	16	CATACLISMO	Cuarteto Imperial (CBS); Los Nocturnos (Music Hall)—Edami
15	11	COLLAR DE CARACOLAS	Julio Molina Cabral (Music Hall); Luis Ordonez (CBS); Los Fronterizos (Philips)—Lagos
16	12	VESTIDA DE NOVIA	*Palito Ortega (RCA); *Los Nocturnos (Music Hall)—Korn
17	14	ME RECORDARAS	Luis Dimas (Philips); *Claudio (Odeon); *Tony Vilar (CBS)
18	18	DE RODILLAS A TI	Gianni Morandi (RCA); *Danielo (Odeon); *Juan Ramon (RCA)
19	19	INOLVIDABLE	Tito Rodriguez (Surco); Zaima Beleno (RCA)—Edami
20	20	MICHAEL	Trini Lopez (Reprise); Brian Hyland (Philips)

## AUSTRALIA

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	The Beatles (Parlophone)—Leeds
2	2	THE WEDDING	Julie Rodgers (Philips)—Boosey & Hawkes
3	3	OVER THE RAINBOW	*Billy Thorpe & The Aztecs—(Parlophone)—Alberts
4	—	DOWNTOWN	Petula Clark (Astor)
5	7	REMINISCING	*Jay Justin (HMV)—Castle
6	8	WALK AWAY	Matt Monroe (HMV)—Castle
7	5	ON THE BEACH	Cliff Richard (Columbia)—Allans
8	—	MR. LONELY	Bobby Vinton (Epic)—Alberts
9	12	ASK ME	Elvis Presley (RCA)—Essex
10	10	THEME FOR YOUNG LOVERS	The Shadows (Columbia)—Allans
11	—	FERRY 'CROSS THE MERSEY	Gerry & the Pacemakers (Columbia)
12	—	TOKYO MELODY	Helmut Zacharias (Polydor)—Alberts
13	4	PEOPLE	Barbra Streisand (CBS)—Chappell
14	6	ENDLESS SUMMER	The Sandells (Philips)
15	9	SOME PLACE GREEN	Jimmie Rodgers (Festival)—Alberts

## BAVARIA

This Week	Last Week	Title	Artist
1	7	I SHOULD HAVE KNOWN BETTER	The Beatles (Odeon)—Budde
2	2	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose-Siegel
3	1	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
4	6	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)—Aberbach

5	8	DER COLT STECKT IMMER IN PYJAMA	Rex Gildo (Electrola)—Gerig
6	12	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
7	—	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baumlner (CBS)—Melodie der Welt
8	3	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
9	4	AUF DER HUETT'N	Vico Torriani (Decca)—Melodie der Welt
10	—	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig
11	—	KLEINE ANNABELL	Ronny (Telefunken)—Marbot
12	9	MEMPHIS TENNESSEE	Bernd Spier (CBS)—Gerig

## BRITAIN

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	2	YEH, YEH	*Georgie Fame (Columbia)—Roar Music
2	1	I FEEL FINE	*Beatles (Parlophone)—Northern Songs, Ltd.
3	9	GO NOW	*Moody Blues (Decca)—Starta Music
4	5	GIRL DON'T COME	*Sandie Shaw (Pye)—Glissando Music
5	7	TERRY	*Twinkle (Decca)—(Favourite Music)
6	4	SOMEWHERE	P. J. Proby (Liberty)—Chappell
7	13	FERRY CROSS THE MERSEY	*Gerry and the Pacemakers (Columbia)—Pacermusic
8	3	DOWNTOWN	*Petula Clark (Pye)—Welbeck Music
9	8	I COULD EASILY FALL	*Cliff Richard (Columbia)—Shadows-Belinda
10	6	WALK TALL	*Val Doonican (Decca)—Shapiro-Bernstein
11	16	CAST YOUR FATE TO THE WIND	*Sounds Orchestral (Piccadilly)—Mellin
12	20	I'M LOST WITHOUT YOU	*Billy Fury (Decca)—South Mountain Music
13	26	BABY, PLEASE DON'T GO	*Them (Decca)—Leeds Music
14	—	COME TOMORROW	*Manfred Mann (HMV)—Belinda Music
15	10	NO ARMS CAN EVER HOLD YOU	*Bachelors (Decca)—Burlington Music
16	14	WHAT HAVE THEY DONE TO THE RAIN	*Searchers (Pye)—Essex Music
17	—	YOU'VE LOST THAT LOVIN' FEELIN'	*Cilla Black (Parlophone)—Screen Gems, Columbia
18	11	I'M GONNA BE STRONG	Gene Pitney (Stateside)—Screen Gems, Columbia Music
19	12	I UNDERSTAND	*Freddie and the Dreamers (Columbia)—Maddox Music
20	15	LITTLE RED ROOSTER	*Rolling Stones (Decca)—Jewel Music
21	27	GENIE WITH THE LIGHT BROWN LAMP	*Shadows (Columbia)—Shadows-Belinda
22	—	THE THREE BELLS	*Brian Poole and the Tremeloes (Decca)—Biem/Southern Music
23	—	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers (London)—Screen Gems, Columbia Music
24	—	LEADER OF THE PACK	Shangri-Las (Red Bird)—Mellin Music
25	—	PROMISED LAND	Chuck Berry (Pye Int.)—Jewel Music
26	—	DANCE, DANCE, DANCE	Beach Boys (Capitol)—Burlington Music
27	21	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA)—Burlington Music
28	19	MESSAGE TO MARTHA	*Adam Faith (Parlophone)—Sea Lark Music
29	23	LIKE A CHILD	*Julie Rogers (Mercury)—Shapiro-Bernstein
30	—	KEEP SEARCHIN'	Del Shannon (Stateside)—Vicki Music
30	—	GETTING MIGHTY CROWDED	Betty Everett (Fontana)—Belinda Music

## FRANCE

This Week	Last Week	Title	Artist
1	3	DONNA DONNA	Claude Francois (Philips)—Tutti
2	2	ECOUTE CE DISQUE	Sheila (Philips)—Tutti
3	7	LE PENITENCIER	Johnny Hallyday (Philips)—Peter Morisse

4	1	SACRE CHARLEMAGNE	France Gall (Philips)—Bagatelle
5	8	VOUS PERMETTEZ MONSIEUR	Adamo (Pathe)—Pathe
6	4	AMSTERDAM	Jacques Brel (Barclay)—None
7	—	NOTRE PLACE AU SOLEIL	Enrico Macias—(Pathe)—None
8	10	LA CORDE AU COU	Richard Anthony (Columbia)—Tutti
9	5	COWBOY	Remuald (A.Z.)—Tutti
10	—	TOUJOURS UN COIN QUI ME RAPPELLE	Eddy Mitchell (Barclay)—Salvet
11	—	VAGABONDS SANS RIVAGE	Enrico Macias (Pathe)—Chapel
12	—	UNA ACRIMA SUL VISO	Bobby Solo (Festival)—Caravelle
13	—	L'AMOUR C'EST POUR RIEN	Enrico Macias (Pathe)—Train Bleu
14	6	MA VIE	Alain Barriere (RCA)—Tutti
15	9	ZORRO EST ARRIVE	Henri Salvador (Rigolo)—Pigalle

## FRENCH (WALLOON) BELGIUM

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	5	LES FILLES DU BORD DE MER	*Adamo (HMV)—Ardmore & Beechwood
2	1	DOLCE PAOLA/A VOT BON COEUR	*Adamo (HMV)—Ardmore & Beechwood
3	2	ECOUTE CE DISQUE/VOUS LES COPAINS	Sheila (Philips)—Primavera/Belindamusic
4	6	AMORE SCUSAMI	John Foster (Show)—Moderny
5	3	LA CORDE AU COU	Richard Anthony (Columbia)
6	7	DONNA DONNA/DU PAIN ET DU BEURRE	Claude Francois (Fontana)—Acuff-Rose
7	—	SACRE CHARLEMAGNE	France Gall (Philips)—Moderny
8	—	I FEEL FINE	Beatles (Parlophone)
9	—	LETKIS	Stig Rauno (Barclay)
10	—	JE NE SUIS PLUS RIEN SANS TOI	Dick Rivers (Pathe)

## WEST GERMANY

This Week	Last Week	Title	Artist
1	1	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
2	3	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
3	2	KENN EIN LAND	Ronny (Telefunken)—Marbot
4	4	MAMA	Margot Eskens (Polydor)—Sikorski
5	6	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose-Siegel
6	9	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
7	5	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)—Aberbach
8	7	ABENDS IN DER MONDSCHHEIN-ALLEE	Connie Francis (MGM)
9	10	SCHNEEMANN	Manuela (Telefunken)—Hansa
10	8	TENNESSEE WALTZ	Alma Cogan (Columbia)—Peer
11	15	I FEEL FINE	The Beatles (Odeon)
12	—	KLEINE ANNABELL	Ronny (Telefunken)—Marbot
13	11	COWBOY VAGABUNDEN	Peter & Su (Ariola)—Nero
14	16	CINDERELLA BABY	Drafi Deutscher (Decca)—Nero
15	17	KIDDY KIDDY KISS ME	Rita Pavone & Paul Anka (RCA)
16	12	LA MAMMA	Corry Brokken (Philips)—Busse
17	13	MEMPHIS TENNESSEE	Bernd Spier (CBS)—Gerig
18	18	BABY LOVE	The Supremes (CBS)
19	14	SWEET SWEET ROSALIE	Paul Anka (RCA)—Arnie
20	—	GIB DEM BUB DIE GEIGE NICHT	Paul Kuhn (Electrola)—Gerig

## ITALY

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	NON SON DEGNO DI TE	*Gianni Morandi (RCA)
2	3	E ADESSO TE NE PUOI ANDARE	Les Surfs (Festival)
3	2	BAMBANI MIEI	*Adriano Celentano (Clan)
4	4	CRISTINA	*Bobby Solo (Ricordi)
5	5	LA MIA FESTA	Richard Anthony (Columbia)
6	7	IO E TE	*John Foster (Style)
7	9	TE LO LEGGO NEGLI OCCHI	*Dino (Arc)
8	6	VIVRO'	Alain Barriere (RCA)
9	8	PER UN PUGNO DI DOLLARI	*Ennio Morricone (RCA)
10	12	QUESTA SERA NON HO PIANTO	*Peppino Gagliardi (Jolly)
11	15	E QUANDO VIEN LA NOTTE	Gene Pitney (Musicor)
12	11	TI AMO	*Sergio Endrigo (RCA)
13	10	IO SONO QUEL CHE SONO	*Mina (Ri Fi)
14	14	PECCATO CHE SIA FINITA COSI'	Udo Jurgens (Vogue)
15	13	L'UOMO DEL BANJO	*Ico Cerutti (Fantasy)

## JAPAN

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	OZASHIKI KOUTA	*Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
2	2	LA RAGAZZA DI BUBE	Sound Track (Fontana)—Victor
3	7	ANKO TSUBAKI WA KOI NO HANA	Miyako Harumi (Columbia)—JASRAC
4	4	UNA SERA DI TOKIO	*Mahina Stars (Victor); C. Valente (London); Milva (Seven Seas)—JASRAC
5	6	ORE WA OMAE NI YOWAINDA	Ishihara Jupiro (Techiku)—JASRAC
6	3	OSAKA GURASHI	Frank Nagai (Victor)—JASRAC
7	5	KOI O SURUNARA	*Hashi Yukio (Victor)—JASRAC
8	8	THE HOUSE OF THE RISING SUN	Animals (Odeon)—Shinko
9	10	JIDOSHA SHOW KA	*Kobayashi Akira (Crown)—JASRAC
10	—	NANIMO IWANAI DE	*Sono Mari (Polydor)—JASRAC

## MEXICO

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I LOVE HER	Santo and Johnny (Gamma)—Pending
2	2	POLLERA COLORA	*Carmen Rivero (CBS)—Mundo Musical
3	3	NAVIDAD NEGRA	*Carmen Rivero (CBS)—Mundo Musical
4	6	INVIERNO TRISTE	Blue Winter—Connie Francis (MGM)—Grever
5	4	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical
6	10	I WANT TO HOLD YOUR HAND	Beatles (Musart)—Musicmex
7	7	PRETTY WOMAN	Roy Orbison (London)—Mundo Musical
8	9	Y VOLVAMOS	Marie Laforet (Gamma)—Pending
9	—	SURFING BIRD	Trashmen (Gamma)—Brambila
10	8	BE MY BABY	Les Surfs (Gamma)—Grever

## NORWAY

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)—Edition Lyche
2	2	IF I FELL	Beatles (Parlophone)—Edition Lyche
3	5	FROKEN FRAKEN	Sven-Ingvards (Philips)—Carl M. Iversen
4	3	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA) Victor—Palace Music/Stig Anderson
5	7	I COULD EASILY FALL	Cliff Richard (Columbia)—Belinda

6	6	JEG MARSJERER VED DIN SIDE	*Wenche Myhre (Triola)—Belinda
7	8	GABRIELLE	Hootenanny Singers (Fontana)—Polar Music
8	4	OH PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose Scandi
9	9	I GUESS I'M CRAZY	Jim Reeves (RCA Victor)
10	10	PAPPA'N TIL TOVE METTE	*Rolf Just Nilsen (Nor-Disc)

## PERU

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	CIUDAD SOLITARIA	Luis Aguile (Odeon); Tony Laredo (Sono Radio)—Mina (Primary)
2	2	Y YO LA QUERIA	The Beatles (Odeon)
3	3	A HARD DAY'S NIGHT	The Beatles (Odeon)
4	4	EL TANGAZO	Pepe Miranda (Virrey); Raul Lavie (RCA); Adriano Celentano (Reprise)
5	6	VESTIDA DE NOVIA	Carmita Jimenez (Sono Radio); Palito Ortega (RCA); Koko Montana (Sono Radio); Pedrito y su Ritmo (Odeon)
6	7	LA POLLERA AMARILLA	Tulio Enrique Leon (Odeon); Los Corraleros del Sinu (Virrey)
7	5	MUCHACHA BONITA	Roy Orbison (London)
8	—	CONTIGO EN LA PLAYA	Koko Montana (Sono Radio); Nico Fidenco (RCA); Rafael Peralta (Odeon)
9	9	PERDONAME MI VIDA	Javier Solis (Columbia)—Hnos. Silva (RCA); Elmo Riveros (Odeon)—Anamelba (Virrey)
10	8	VENGAN TODOS	Elvis Presley (RCA)

## PHILIPPINES

*\*Denotes local origin*

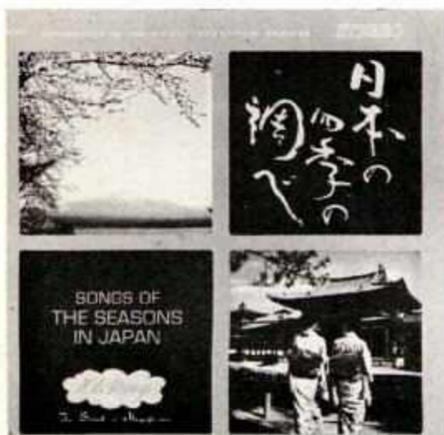
This Week	Last Week	Title	Artist
1	1	THIS IS MY PRAYER	Linda Scott (Kapp)—Mareco, Inc.
2	2	EVERYBODY DO THE CLICK	Jose Feliciano (RCA)—Filipinas
3	3	THE GOOD LIFE	Tony Bennett (CBS)—Mareco, Inc.
4	4	I'LL DREAM OF YOU	Matt Monro (Parlophone)—Dyna, Inc.
5	6	TO YOU FROM ME	Eydie Gorme (ABC-Paramount)—Mareco, Inc.
6	5	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)—Filipinas
7	7	ANGELITO	Trini Lopez (Reprise)—Cosdel Phil.
8	8	AND I LOVE HER	The Beatles (Parlophone)—Dyna, Inc.
9	9	FUN, FUN, FUN	The Beach Boys (Capitol)—Mareco, Inc.
10	—	SABOR A MI	Eydie Gorme, Trio Los Panchos (Col.)—Mareco, Inc.

## SPAIN

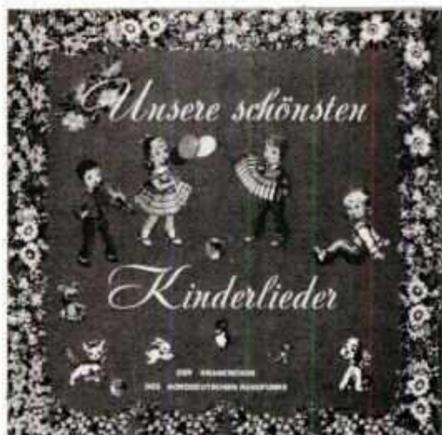
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	Beatles (Voz Amo)—Armonico
2	2	MA VIE	Alain Barriere (RCA)—Quiroga
3	3	LA PLUS BELLE POUR ALLER DANSER	Sylvie Vartan (RCA)—Quiroga
4	4	LO ESPANOL	Duo Dinamico (Voz Amo)—Musica Sur
5	5	THE HOUSE OF THE RISING SUN	Animals (Voz Amo)—Canciones Mundo
6	6	CHE ME IMPORTA DEL MONDO	Rita Pavone (RCA)—RCA
7	7	HO CAPITO CHE TI AMO	Pericoli (Vergara)—Pending
8	9	EL AMOR	Jazz Singers (Belter)—Canciones Mundo
9	8	TOMBRE LA NEIGE	Lita Torello (Vergara)—Pending
10	10	IT'S A LONELY TOWN	Mina (Belter)—Aberbach

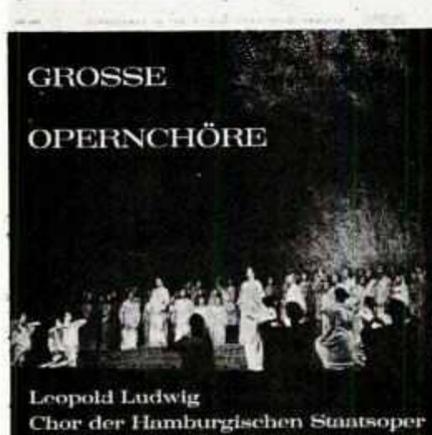
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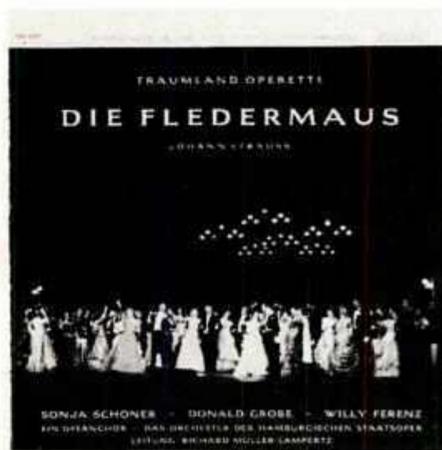
SAS 1003



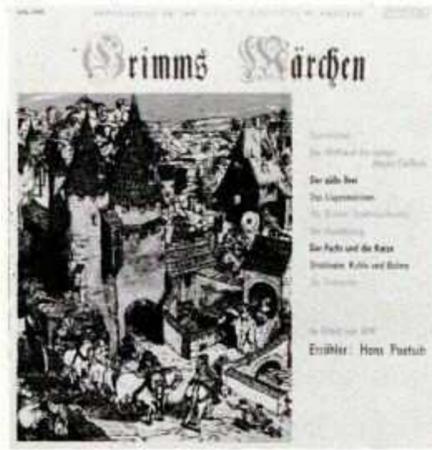
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SAS 1006



SAS 1007



SAS 1005

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# ... AT BMI'S CITATION DAY GALA

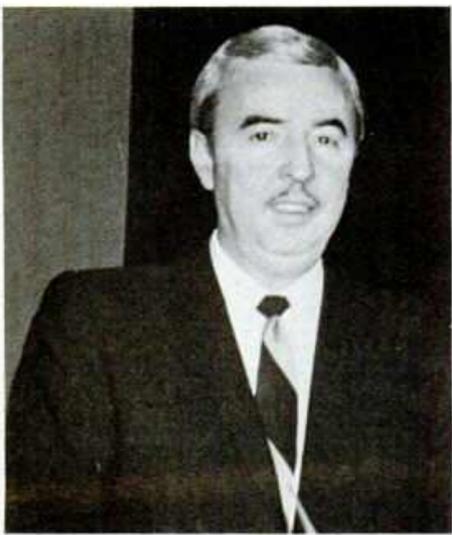


EDWARD W. CRAIG, center, chairman of board, National Life and Accident Insurance Company, Nashville, receives special award for special role he and Station WSM played in developing country music. At left is Sidney Kaye, BMI board chairman; BMI President Bob Burton at right.

NEW YORK—Broadcast Music, Inc., put in a full day to honor the publisher and writer winners of its Citations of Achievement Awards in the field of pop music for 1964.

The BMI-awards day began on Tuesday afternoon (19) at Town Hall for the presentation ceremonies and wound up with a black-tie dinner-dance affair in the evening at the Hotel Pierre.

Displayed on this page and page 10 are some of the people who participated in BMI's eventful day.



WESLEY ROSE



RICHARD M. SHERMAN and Robert B. Sherman receive special award for music and lyrics for the Walt Disney film, "Mary Poppins."



AL GALLICO



MURRAY WILSON



LEFT TO RIGHT: Tommy Valanda, Carl Fisher, Jay Morgenstern, Mrs. Jerry Bock receive special award for the Broadway musical, "Fiddler on the Roof," from BMI president Bob Burton.



LEFT TO RIGHT: Juggy Gayles, Cyril Simon, Julian Aberbach and Dick Vollter.



LEFT TO RIGHT: Mike Stoller, Ellie Greenwich and Jeff Barry.



WALTER HOEFER, LEFT, AND TOM MORGAN.



LEFT TO RIGHT: Wally Schuster, Emil LaViola and Bob



PHIL SPECTOR, LEFT, AND JOHN BIENSTOCK

# Warm applause to the Authors, Composers and Publishers who have received **BMI POPULAR MUSIC AWARDS FOR 1964**

- AMEN**  
Pamco Music, Inc.  
John W. Pate, Sr., Curtis Mayfield
- ANYWAY YOU WANT IT**  
Branston Music, Inc.  
Dave Clark
- AS USUAL**  
Samos Island Music, Inc.  
Alex Zanetis
- ASK ME**  
Elvis Presley Music, Inc.  
Bill Giant, Domenico Modugno
- BABY, I NEED YOUR LOVING**  
Jobete Music Co., Inc.  
Eddie Holland, Lamont Dozier, Brian Holland
- BABY LOVE**  
Jobete Music Co., Inc.  
Eddie Holland, Lamont Dozier, Brian Holland
- BAD TO ME**  
Metric Music Company  
John Lennon, Paul McCartney
- BITS AND PIECES**  
Beechwood Music Corporation  
Mike Smith, Dave Clark
- BREAD AND BUTTER**  
Acuff-Rose Publications, Inc.  
Larry Parks, Jay Turnbow
- CALIFORNIA SUN**  
Tyrol Music, Inc.; Lloyd & Logan, Inc.  
Morris Levy, Henry Glover
- CAN'T BUY ME LOVE**  
Maclen Music, Inc.  
John Lennon, Paul McCartney
- CHAPEL OF LOVE**  
Trio Music Co., Inc.  
Ellie Greenwich, Jeff Barry, Phil Spector
- CHUG-A-LUG**  
Tree Publishing Co., Inc.  
Roger Miller
- C'MON AND SWIM**  
Taracrest Music  
Sylvester Stewart, Thomas Coman
- COME A LITTLE BIT CLOSER**  
Picturetone Music Publishing Corp.  
Wes Farrell, Bobby Hart, Tommy Boyce
- COME SEE ABOUT ME**  
Jobete Music Co., Inc.  
Eddie Holland, Lamont Dozier, Brian Holland
- CROOKED LITTLE MAN**  
Serendipity Publishing Corp.; Robert Mellin, Inc.  
Ersel Hickey
- DANCE, DANCE, DANCE**  
Sea of Tunes Publishing Co.  
Brian Wilson, Carl Wilson
- DANCING IN THE STREET**  
Jobete Music Co., Inc.  
Marvin Gaye, William Stevenson
- DANG ME**  
Tree Publishing Co., Inc.  
Roger Miller
- DEAD MAN'S CURVE**  
Screen Gems-Columbia Music, Inc.  
Brian Wilson, Jan Berry, Roger Christian, Arthur Kornfeld
- DO WAH DIDDY DIDDY**  
Trio Music Co., Inc.  
Ellie Greenwich, Jeff Barry
- DO YOU LOVE ME?**  
Jobete Music Co., Inc.  
Berry Gordy, Jr.
- DO YOU WANT TO KNOW A SECRET?**  
Metric Music Company  
John Lennon, Paul McCartney
- DON'T LET THE SUN CATCH YOU CRYING**  
Pacemaker Music Co., Inc.  
Gerrard Marsdem
- THE DOOR IS STILL OPEN TO MY HEART**  
Berkshire Music, Inc.  
Chuck Willis
- DRAG CITY**  
Screen Gems-Columbia Music, Inc.  
Jan Berry, Roger Christian
- FIVE HUNDRED MILES AWAY FROM HOME**  
Friendship Music, Inc.; Central Songs, Inc.  
Hedy West, Bobby Bare, Charlie Williams
- A FOOL NEVER LEARNS**  
Cricket Music  
Sonny Curtis
- FUN, FUN, FUN**  
Sea of Tunes Publishing Co.  
Brian Wilson, Mike Love
- G.T.O.**  
Buckhorn Music  
John Wilkin
- THE GIRL FROM IPANEMA**  
Duchess Music Corporation  
Norman Gimbel
- GOIN' OUT OF MY HEAD**  
South Mountain Music Corp.  
Teddy Randazzo, Bobby Weinstein
- GOOD NEWS**  
Kags Music Corporation  
Sam Cooke
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Maclen Music, Inc.  
John Lennon, Paul McCartney
- HAVE I THE RIGHT?**  
Duchess Music Corporation  
Howard Blaikley, Alan Blaikley
- HEY, LITTLE COBRA**  
Daywin Music, Inc.; T. M. Music, Inc.  
Carol Connors, Marshall Connors
- HI HEEL SNEAKERS**  
Medal Music, Inc.  
Robert Higginbotham
- THE HOUSE OF THE RISING SUN**  
Al Gallico Music Corporation  
Alan Price
- HOW DO YOU DO IT?**  
Just Music, Inc.  
Mitch Murray
- HOW GLAD I AM**  
Roosevelt Music Co., Inc.  
Jimmy T. Williams, Larry Harrison
- I FEEL FINE**  
Maclen Music, Inc.  
John Lennon, Paul McCartney
- I GET AROUND**  
Sea of Tunes Publishing Co.  
Brian Wilson
- I LOVE YOU**  
Beechwood Music Corporation  
John Lennon, Paul McCartney
- I WANNA LOVE HIM SO BAD**  
Trio Music Co., Inc.  
Jeff Barry, Ellie Greenwich
- I WANT TO HOLD YOUR HAND**  
Duchess Music Corporation  
John Lennon, Paul McCartney
- I'M GONNA BE STRONG**  
Screen Gems-Columbia Music, Inc.  
Barry Mann, Cynthia Weil
- I'M INTO SOMETHING GOOD**  
Screen Gems-Columbia Music, Inc.  
Gerald Goffin, Carole King
- IT HURTS TO BE IN LOVE**  
Screen Gems-Columbia Music, Inc.  
Howard Greenfield, Helen Miller
- IT'S OVER**  
Acuff-Rose Publications, Inc.  
Roy Orbison, William Dees
- JAVA**  
Tideland Music Publishing Corp.  
Allen Toussaint, Alvin O. Tyler, Murray Sporn
- THE JERK**  
Cash Songs  
Don Julian
- KEEP ON PUSHING**  
Curton Publishing Co.  
Curtis Mayfield
- LAST KISS**  
Lois Publishing Company  
Wayne Cochran
- THE LEADER OF THE PACK**  
Elmwin Music, Inc.; Tender Tunes Music;  
Trio Music Co., Inc.  
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- LITTLE CHILDREN**  
Rumbalero Music, Inc.  
Mort Shuman
- LITTLE HONDA**  
Sea of Tunes Publishing Co.  
Brian Wilson, Mike Love
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Roger Christian, Don Altfeld
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- LOVE POTION NUMBER NINE**  
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- MY GUY**  
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- NO PARTICULAR PLACE TO GO**  
Arc Music Corp.  
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- OH PRETTY WOMAN**  
Acuff-Rose Publications, Inc.  
Roy Orbison, William Dees
- OUT OF LIMITS**  
Wrist Music  
Michael Z. Gordon
- PEOPLE SAY**  
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George F. Morton
- (JUST LIKE) ROMEO AND JULIET**  
Myto Music, Inc.  
Frederick Gorman, Bob Hamilton
- SEE THE FUNNY LITTLE CLOWN**  
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John Lennon, Paul McCartney
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Rod Argent
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- SURFIN' BIRD**  
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- SUSPICION**  
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Signet Music, Inc.
- TIME IS ON MY SIDE**  
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Jerry Ragovoy
- TWIST AND SHOUT**  
Robert Mellin, Inc.;  
Progressive Music Publishing Co., Inc.  
Bert Russell, Phil Medley
- UM, UM, UM, UM, UM, UM**  
Curton Publishing Co.; Jalyne Music, Inc.  
Curtis Mayfield
- UNDER THE BOARDWALK**  
T. M. Music, Inc.  
Arthur Resnick, Kenny Young
- WALK DON'T RUN '64**  
Forshay Music, Inc.  
Johnny Smith
- WALKING IN THE RAIN**  
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Regent Music Corp.  
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- WHEN I GROW UP TO BE A MAN**  
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Brian Wilson
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Jobete Music Co., Inc.  
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- WHITE ON WHITE**  
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Bernice Ross, Lor Crane
- A WORLD WITHOUT LOVE**  
Maclen Music, Inc.  
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- YOU DON'T OWN ME**  
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HAVE YOU LOOKED INTO YOUR HEART,  
JERRY VALE—COLUMBIA  
DON'T FORGET I STILL LOVE YOU, BOBBIE MARTIN—CORAL**

<p><b>I WILL WAIT FOR YOU</b> <small>(Love Theme from the Motion Picture Umbrellas of Cherbourg)</small></p>	}	<p><b>DON COSTA—DCP KAI WINDING—VERVE</b></p>
<p><b>WATCH WHAT HAPPENS</b> <small>(From the Motion Picture Umbrellas of Cherbourg)</small></p>	}	<p><b>STEVE LAWRENCE— (VOCAL)—COL.</b></p> <p><b>JEAN PAUL VIGNON— (VOCAL)—COL.</b></p> <p><b>TONY BENNETT— (VOCAL)—COL.</b></p>

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## News From the MUSIC CAPITALS OF THE WORLD

• *Continued from page 19*

### HOLLYWOOD

Tunes nominated for Oscars will be announced Feb. 23. The presentations are set for April 5 at the Santa Monica (Calif.) Civic Auditorium. Talk has already begun to plan future Oscar shows at the new Los Angeles Music Center. . . . **Connie Francis** will host the first "Where the Action Is" TV show from Dick Clark Productions for CBS. Taping will be in Palm Springs the week of Feb. 14. **Norman Abbott** has been pegged as director, with **Norm Liebmann** and **Ed Haas** as writers.

**Tom Kelly**, KNX's knowledgeable sports reporter, subbed expertly as a DJ for Bob Crane, when the latter took a week off to film a pilot for CBS-TV. . . . Two of Verve's top names, **Cal Tjader** and **Jimmy Smith**, playing across-town from each other. Smith is at the It Club; Tjader at the Manne Hole.

**Dick Clark's** "Caravan of Stars" begins its spring tour April 15. Two units will work 83 days, featuring top teen acts. A Cincinnati office has been opened to handle Midwest bookings, with **Peggy Rogers** in charge. . . . **The Lornettes**, female vocal quartet, make their debut on Gallio Records with the single "I Don't Deny It, Girl." Group is from Southern California. . . . **Red Baldwin** has begun setting up his promotion shop in San Francisco to handle independent disk accounts. He recently moved North from Los Angeles. . . . **Bob Moering**, recently named regional promotion manager for Columbia, will pile on the mileage covering the 13 Western States with LP and singles

product. He formerly handled LP's in Southern California. **Rudy Butterfield** now handling singles-LP's in the LA region for Columbia.

Vee Jay's **Standells** renewed at the Hilton Inn in San Francisco for six weeks after a month's stay. Group is the first rock act to play the hotel. **ELIOT TIEGEL**

### NEW YORK

**Arlene Jaffe**, girl-Friday to **Charles Koppleman** and **Don Rubin**, vice-presidents of Big Seven Music, Roulette Records publishing firm, and New York school-teacher **Stuart Antz** have set their wedding date for June 20. . . . The **Impressions**, ABC-Paramount group, will soon be screen-tested for Paramount Pictures. . . . **Robert Bowden**, songwriter from Long Branch, N. J., has set 17 songs with Tee-Gee Productions of Smithville, Tenn. . . . **Yakov Zak**, Soviet pianist, will be presented by **S. Hurik** in his first New York recital at Carnegie Hall Jan. 31. . . . **Xavier Cugat**, who recently had an exhibition of paintings at the Hammer Galleries, will resume his show business activities with a South American tour, making his first stop at the San Juan Hotel in Puerto Rico Feb. 27. . . . **Ervin Drake**, who wrote the score for the Broadway musical, "What Makes Sammy Run," has written "Widow's Weeds," which **Carol Channing** will record for Command Records. . . . **John Lewis**, the musical director of Orchestra U.S.A. and the Modern Jazz Quartet, will make a rare conducting appearance Jan. 29 at Carnegie Hall, when he conducts Orchestra U.S.A. in a program of contemporary jazz works for full or-

chestra. . . . **Mal Braveman** has taken over the publicity for Basin Street East, and **Gurtman-Vandervort Associates** and **Bob Corcoran** are now handling publicity for the Latin Quarter.

### TORONTO

Off to a strong start here is "We're Gonna Stand Up on the Mountain," by the **Canadian Sweethearts**, on the Barry label here and A&M Records in the U. S., which made No. 6 on Quality Records' internal top 15 only a couple of weeks after its release. While the anonymous "Sweethearts" is the only identification on the U. S. label. Quality here is capitalizing on the popularity of **Lucille Starr**, whose "French Song" made her one of the two Canadians to hit Billboard's Hot 100 last year, by naming her and husband **Bob Regan** on the Barry label. . . . **Tartan Records' Bobby Curtola**, with a new single, "It's About Time" and "Paper Heart" just released, is off to Nashville for a recording session which promises a switch in style. . . . A sellout in his last Toronto appearance, last year, **Pete Seeger** looks like SRO-ing again for his Massy Hall concert Feb. 6. Brother Mike is expected in town at the same time for a week's engagement at the Bohemian Embassy, last night coffee house. . . . The Metro Toronto Police Association's 46th annual concert, at Maple Leaf Gardens, Feb. 26, will present **Percy Faith** conducting the Toronto Symphony Orchestra, with **Earl Wrightson** and **Lois Hunt**, who were favorites in previous appearances for the city's finest. . . . Such is fame that **Oscar Peterson** has been chosen for a cartoon strip called, "The Giants," which traces the lives of famous Canadians. The Montreal-born jazz pianist's story will be amongst those of the country's prime ministers, daredevil Red Hill, who went over Niagara Falls in a barrel, and evangelist **Aimee Semple McPherson**. **KIT MORGAN**

**BMI**  
*Citation of Achievement*  
1964  
FOR

**TIME IS ON MY SIDE**

**RITTENHOUSE MUSIC INC.**  
219 W. 79th St., NEW YORK, N. Y.—TR 3-9821  
&  
1617 N. BROAD ST., PHILADELPHIA, PA.—CE 6-7300  
**BILL FOX & JERRY RAGOVY**

Proud to Be Associated With

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<p><b>Frank Abramson</b> 1619 Broadway New York, N. Y.</p>	<p><b>Paul Weirick</b> 2444 Wilshire Blvd. Santa Monica, Calif.</p>
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*Citation of Achievement*  
1964

**"The Jerk"**

**Cash Songs Publishing Co.**  
1065 East Vernon Ave.  
Los Angeles 11, Calif.

*Thanks - BMI  
for the Awards*

on . . .

"DANCE, DANCE, DANCE"  
"FUN, FUN, FUN"  
"I GET AROUND"  
"LITTLE HONDA"  
"WHEN I GROW UP TO BE A MAN"

**Sea of Tunes Publishing**  
9042 LA ALMA, WHITTIER, CALIF. AREA CODE 213  
OX 7-3156

# BREAKTHROUGH!

49 TUNES ... IN 1964 WERE ON THE BILLBOARD'S

# HOT 100

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

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

WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
4	8	13	COME SEE ABOUT ME	Supremes, Motown 1048	6	
5	22	I FEEL FINE	Beatles, Capitol 5227	3		
3	1	2	6 MR. LONELY	Bobby Vinton, Epic 9730	8	
4	2	4	4 SHE'S NOT THERE	Zombies, Parrot 9495	10	
5	3	1	5 RINGO	Lorne Greene, RCA Victor 8444	8	
6	6	6	8 TIME IS ON MY SIDE	Rolling Stone	10	
14	17	24	GOIN' OUT OF	Little Anthony		
8	10	13	15 DANCE, DA			
9	9	10	11 I'M GO			
10	7	7	7 YOU RI			
11	12	9	10 MOUN			
21	21	26	THE J			
13	13	15	19 I'M			
29	46	—	SH			
15	8	5	2 P			
16	17	19	26			
26	37	51				
18	19	24	30			
24	31	46				
11	3	1				
18	14	16				
20	20	22	BIG			
16	18	18	EVERY			
30	43	59	AMEN			
28	30	40	MY LOVE	Scusami		
27	33	41	OH NO, NOT MY BAD	Maxine Brown, ...		
15	12	12	ASK ME	Elvis Presley, RCA Victor 8440	11	
36	44	55	WILLOW WEEP FOR ME	Chad & Jeremy, World Artists 1034	6	
34	38	50	TOO MANY FISH IN THE SEA	Marvettes, Tamla 54105	7	
49	61	83	LOVE POTION NUMBER NINE	Searchers, Kapp Winner's Circle 27	4	
33	36	39	SHE UNDERSTANDS ME		8	
23	23	29	WALKING			

58	80	—	LEADER OF THE LAUNDROMAT	Detergents, Roulette 4590	3
34	40	49	65 HOW SWEET IT IS (To Be Loved by You)	Marvin Gaye, Tamla 54107	5
35	39	52	77 THOU SHALT NOT STEAL	Dick & Dee Dee, Warner Bros. 5482	5
36	42	50	81 AS TEARS GO BY	Marianne Faithfull, London 9497	4
37	25	25	27 SIDEWALK SURFIN'	Jan & Dean, Liberty 55727	8
50	53	78	DEAR HEART	Andy Williams, Columbia 43190	4
39	44	55	71 KEEP SEARCHIN'	... ..	5

67	73	77	80 IT'S ALL OVER	Walter Jackson, Okeh 7204	5
68	61	58	58 IT AIN'T ME, BABE	Johnny Cash, Columbia 43148	8
69	76	88	— SOMETIMES I WONDER	Majer Lanco, Okeh 7209	3
86	—	—	— COME ON DO THE JERK	Miracles, Tamla 54109	2
71	80	84	85 A WOMAN'S LOVE	Carla Thomas, Atlantic 2258	4
72	85	—	— MAKIN' WHOOPIE	Ray Charles, ABC-Paramount 10609	2
90	—	—	— THE NAME GAME	Shirley Ellis, Congress 230	2
78	82	84	DO ANYTHING YOU WANNA	Harold Betters, Gateway 747	6

Citation of Achievement  
1964

7 BMI AWARDS

- "Baby I Need Your Loving"
- "Baby Love"
- "Come See About Me"
- "Dancing In The Street"
- "Do You Love Me"
- "My Guy"
- "Where Did Our Love Go"

Ain't It the Truth (Grand Canyon & Shake We	BMI)	
Amen (Pamco, BMI)		
Any Way You Want It (Brunston, BMI)		
As Tears Go By (Forward, ASCAP)		
Ask Me (Presley, BMI)		
Baby Love (Jobete, BMI)	15	ASCAP
Big Man in Town (Saturday-Gavardima, ASCAP)	22	
Boom Boom (Conrad, BMI)	55	
Bucket "T" (Screen Gems-Columbia, BMI)	89	
Can You Jerk Like Me (Jobete, BMI)	80	
Come a Little Bit Closer (Picturetone, BMI)	42	
Come on Do the Jerk (Jobete, BMI)	70	
Come See About Me (Jobete, BMI)	1	
Dance, Dance, Dance (Sea of Tunes, BMI)	8	
Danny Boy (Boesey & Hawkes, ASCAP)	97	
Dear Heart—James (Northridge-Witmark, ASCAP)	48	
Dear Heart—Mancini (Northridge-Witmark, ASCAP)	84	
Dear Heart—Williams (Northridge-Witmark, ASCAP)	38	
Do Anything You Wanna (Waygate, ASCAP)	74	
...	77	

## JOBETE MUSIC

2648 W. Grand Blvd. Detroit, Michigan

SEPARATE (Indiana, BMI)	81
Seven Letters (Milky Way, BMI)	74
She La La (Ludix-Fiorario, BMI)	16
She's a Woman (Macinn, BMI)	14
She's Not There (Gallico, BMI)	4
She Understands Me (Gallico, BMI)	31
Sidewalk Surfin' (Sea of Tunes, BMI)	37
Sidewinder, The (Nom, BMI)	93
Since I Don't Have You (Bonnyview-Southern, ASCAP)	47
Smile (Bourne, ASCAP)	50
Somewhere in Your Heart (Leeds, ASCAP)	49
Sometimes I Wonder (Camad & Chi-Sound, BMI)	81
116. I WOULDN'T TRADE YOU FOR THE WORLD	
(There's) Always Something There to Remind Me (Ross Jungnickel-Blue Seas-Jac, ASCAP)	54
Thou Shalt Not Steal (Acuff-Rose, BMI)	25
Time Is on My Side (Rittenhouse-Maygar, BMI)	4
Too Many Fish in the Sea (Jobete, BMI)	29
...	45

95	—	—	— PERCOLATIN'	Willie Mitchell, Hi 2083	1
96	100	—	— MY BUDDY SEAT	Hondells, Mercury 72364	2
97	—	—	— DANNY BOY	Patti LaBelle and Her Bluebells, Parkway 935	1
98	—	—	— HAVE YOU LOOKED INTO YOUR HEART	Jerry Vale, Columbia 43181	1
99	—	—	— HEY-DA-DA-DOW	Dolphins, Fraternity 937	1
—	—	—	— LITTLE BELL	Dialo Cops, Red Bird 10-017	1

BLING UNDER THE HOT 100

ER	—	—	— Dickey Lee, Hall 1924
ESS	—	—	— Billy Butler & the Chanters, Okeh 7207
OVER MAN	—	—	— Little Jerry Williams, Loma 2905
A GREAT BIG KISS	—	—	— Shangri-Las, Red Bird 10-018
FORGET YOU	—	—	— Jim Reeves, RCA Victor 8461
100. TALK TO ME BABY	—	—	— Barry Mann, Red Bird 10-015
107. WOODEN HEART	—	—	— Elvis Presley, RCA Victor 8720
108. CHAINED AND BOUND	—	—	— Otis Redding, Yall 121
109. DON'T SHUT ME OUT	—	—	— Sammy Davis Jr., Reprise 0322
110. VOICE YOUR CHOICE	—	—	— Radlans, Chess 1904
111. LET'S LOCK THE DOOR (And Throw Away the Key)	—	—	— Jay & the Americans, United Artists 805
112. FIDDLER ON THE ROOF	—	—	— Village Stompers, Epic 9740
113. IT'S BETTER TO HAVE IT	—	—	— Barbara Lynn, Jamie 1292
114. TELL HER JOHNNY SAID GOODBYE	—	—	— Jerry Jackson, Columbia 43158
115. CHITTLINS	—	—	— Gus Jenkins, Tower 107
116. I WOULDN'T TRADE YOU FOR THE WORLD	—	—	— Bachelors, London 9693
117. GOGGLE EYE	—	—	— Nashville Tens, London 9712
118. ODE TO THE LITTLE BROWN SHACK OUT BACK	—	—	— Billy Edd Wheeler, Kapp 617
119. YOU'LL ALWAYS BE THE ONE I LOVE	—	—	— Dean Martin, Reprise 0323
120. I WANT YOU TO HAVE EVERYTHING	—	—	— Lee Robert, O-Town 1035
121. GOLDFINGER	—	—	— Billy Strange, Crescendo 334
122. LOVE, LOVE (That's All I Want From You)	—	—	— Strange Loves, Swan 4192
123. LOVE OF LOVE	—	—	— Lesley Gore, Mercury 72373

# Radio-TV PROGRAMMING

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



BOB BRUTON, early-morning deejay and program manager of WFAA, Dallas, is taking a listener's concept of his likeness very hard. It's all part of a contest started by Bob and picked up by colleagues Don Thomson, Warren Anderson, Charlie Van and Bobby Brock in which listeners were asked to send in their extra calendars. Prizes were awarded for the biggest, smallest, oldest, most unusual and most artistic. The smallest entry measured 5/16th by 9/16ths of an inch. The largest, shown above, is nine feet square; the most unusual was a "cookie calendar" baked by an Oklahoma listener; the oldest was printed in 1863; the most artistic, a hand-made hand-painted calendar, submitted by a 72-year-old listener.

## WABC-TV's 'Go! Go!' Spotlights Two Deejays

Although TV exposure for radio personalities is no sure guarantee of increased ratings, few will disagree that it can be a powerful bonus to both the deejay and the radio outlet.

WABC-TV in New York recently debuted a 30-minute video record artist stanza spotlighting WABC radio disk jockeys Scot Muni and Bruce Morrow. Aired 7-7:30 p.m. Mondays, "Go! Go!" stars record artists and features special programming of interest to the younger set.

The show is rife with cross plugs for WABC. A name the golden oldie contest segment has a member of the audience name the title and artist of two record excerpts played on the air for a prize. Last week a gal won a portable radio. Cousin Bruce, while presenting the radio hastened to add that the dial was already set for the 50,000-watt ABC-owned station.

Tommy Roe, the Exciters, Little Eva, and Jay and the Americans were on hand to do lip-synchs to their well-known recordings. The audience is seated in bleachers arranged in a semi-circle with the guest performing within the area. This enables director-producer Jörn Winter's cameras to shoot them with the audience as a backdrop.

Morrow and Muni doing their hosting from the same area. The technique is highly effective creating an informal atmosphere in which the viewers, studio audience and performers are made to feel a part of the show. The mikes are left on during the vocalizing to catch audience reaction and response minimizing the dead effect of the lip synch.

The WABC deejays, who already enjoy a tremendous listenership, will be gathering

even more fans each week as the show makes loyal fans out of the audience as virtually everyone is seen on camera during the course of the show (a few get the close-up treatment as well).

Another audience builder is "Go! Go!" spotlighting of "Youth on the Go." Last week trophies were presented to five high school football stars, each selected as a "Player of the Week" in a recent WABC contest.

In addition to the valuable exposure record artists get in the nation's No. 1 market, Muni and Morrow give an audio round-up of the week's top seven records.

A few years ago it was extremely difficult for a record artist to get a chance to show his wares in New York. WPIX-TV with its successful Clay Cole Show each Saturday has lead the way for almost two years (the station recently added another Cole stanza on Wednesday afternoon as a companion to its across-the-board slotting of the syndicated pop record Lloyd Thaxton Show). WABC-TV's "Go! Go!" a product of the modern thinking of the station's vice-president and general manager, John O. Gilbert (formerly GM of ABC's pop music WXYZ, Detroit) and executive producer Stanley Greene, should prove to be a boon for both stations, the record industry and hosts Morrow and Muni.

GIL FAGGEN

### New KGBT Format

HARLINGEN, Tex.—KGBT, the 50,000-watt voice of the Rio Grande Valley, has changed to a top 40 music format. Larry James, program director, has put in an urgent request for disks.

## DISK TALENT ON TV THIS WEEK

**HULLABALOO** (NBC-TV, Tues.): Nancy Ames, Shirley Ellis, the Supremes, George Hamilton, Hullabalooos, Back Porch Majority, Freddie and the Dreamers.

**SHINDIG** (ABC-TV, Wed.): Duane Eddy, the Righteous Brothers, Bobby Sherman, Little Anthony and the Imperials, Freddie and the Dreamers, Dave Berry, Aretha Franklin, Ray Peterson, Glen Campbell, Susan Barrett, Serendipity Singers, John Andrea.

**JACK PARR PROGRAM** (NBC-TV, Fri.): Robert Goulet, Phyllis Diller.

## Gateway, RPI To Cut 'Weekly'

NEW YORK—Gateway Records and Radio Press International will collaborate in the production of an album for weekly use in classrooms across the nation beginning Feb. 1.

"Week in Review," was announced by Michael J. Minahan, general manager of RPI. The disk will be released through Gateway Recordings in Pittsburgh.

The weekly news special, featuring the actual sounds of news-in-the-making, is being made available to the country's nearly 125,000 grade, parochial and private schools, colleges and universities.

The school systems of the Cincinnati, Pittsburgh and Cleveland areas have been among the first to endorse "Week in Review," which is being offered on a year-long subscription basis.

RPI's arrangement with Gateway provides for 36 weeks of the program, as well as a bonus program in September to cover, if necessary, any significant news developments over the summer.

RPI has worked closely with Gateway and its President, Robert Schachner, in providing the yearly RPI news summary, "Year in Review," released commercially by Gateway since 1962.

## WPBS Plays Reprise Program

PHILADELPHIA—While the Broadway musical show albums provide much "meat" for FM radio programming here, a "full-course meal" was turned in by Harry Rosen, who heads the record distributing division of David Rosen, Inc., for the benefit of the Reprise label.

Station WPBS, major FM station, owned by the Philadelphia Bulletin, parlayed four Reprise LP's into a "Reprise Repertory Theater." As a special presentation on its three-hour "Carousel" program recently, starting at 8 p.m., WPBS featured the playing of "South Pacific," "Finian's Rainbow," "Kiss Me, Kate" and "Guys and Dolls."

Apart from the fact that it marked the first time that the entire evening's programming of the "Carousel" segment went to a single label, it also marked the first time that the station gave the label credit by name in its promotional newspaper ad. A three-column ad in The Philadelphia Bulletin not only listed the albums and the artists featured, but actually hailed that evening's show as a "Special

# IRTS Sets Dates For College Parley

NEW YORK—The Fourth Annual Collegiate Broadcasters Conference and the Second Annual College Majors Conference will be combined into a single affair by the International Radio and Television Society this year. The Conference is scheduled to be held in the Hotel Roosevelt in New York City April 8 and 9.

Applications will soon go out to some 500 college departments, including engineering and business schools, since many of these students have shown interest in broadcasting careers.

The conference, under the sponsorship of the IRTS Foundation is being chaired by John E. McArdle, vice-president and general manager of WNEW-TV. McArdle and program chairman Bert Cowlan of WINS are working with a 25-man advisory committee, consisting of teachers of college broadcasting courses, in preparing a pro-

gram of maximum interest and help to the student attendees.

Among the conference topics already set for discussion on the first day are "Broadcast Operations—Radio and TV, Big and Small"; "Responsibilities of the Media," "The Art of the Spontaneous"—a demonstration of production effects; "Now That You've Built It—Sell It"—the research and the sales; "Creativity," followed by a bull session with professionals.

Friday's sessions will include discussions on news and public affairs, what the role of the college radio stations should be, women in the broadcasting world, standards, practices and criteria and how to get a job.

### 250 Attended Last Year

Last year some 250 students mixed with top professionals in formal and informal meetings. This year the IRTS will again invite top broadcasters, advertising agency executives and station representatives to attend the luncheon and dinner sessions.

McArdle in an interview with Billboard expressed the hope that broadcast stations across the country would sponsor outstanding students who wish to attend the conference.

"We in broadcasting are constantly striving to better our profession," said McArdle. "One sure way to strengthen it is by interesting the talented youth of our colleges and universities in broadcasting as a career. Few station owners and managers can afford to ignore the opportunity of participating in this endeavor as a public and community service. I hope they will contact the IRTS Foundation and their local institutions of higher learning to find out how they may help finance the trip of a student to this conference."

Claude Bararre, IRTS executive director and originator of the conference, is also urging interested students, whether they be radio-TV majors or just interested in the field to contact their local radio stations in an effort to get their support.

The registration fee, which includes luncheons both days and dinner on Thursday, is \$25 per student or faculty. The IRTS is arranging special combined hotel room rates for conferees.

## WADC to Unwrap New Call Letters

AKRON, Ohio—WADC will introduce its new call letters, WSLR, Feb. 1. Coupled with the call letter change will be a switch to a country and western and middle-road pop music format.

Included in the new sound of "The Whistler" will be air personalities Steve Stone, 6-10 a.m.; Norm Testor, who will do the mid-morning show; Mike Metz, in the afternoon slot; James Gragg, hosting the late afternoon program and Ken Speck set on the all-night show.

Sheldon Singer is the new general manager of the 5,000-watt CBS affiliate.

## KIOA Anti-Bullfight

DES MOINES—KIOA has launched a campaign to keep bullfighting out of the State during January by spearheading the Citizen's Anti-Bullfight League of Iowa. This bit is currently being promoted via KIOA announcements and billboards.

## WWGM New Format Change Stirs Industry

By BOB GREEN

NASHVILLE—Nashville's newest radio station, WWGM, has recently undergone dramatic program changes resulting in considerable comment among the music-radio industry here.

The station has introduced to the Nashville listening audience the city's only full-time AM semi-classical and classical programming. This new-to-Nashville programming for AM radio was instituted by Philip Meltzer, executive vice-president and general manager of the station.

Prior to the programming switch the station used the call letters WLVN and offered a town and country format.

Meltzer said that the new culture orientated programming has met with enthusiastic response from listeners and sponsors. He said the decision to go full time classical was based on the opinion that although Nashville is known as the c&w heart of the world that the Nashville community far from reflects this image.

"Nashville, besides being Music City, U.S.A.," is the home of Vanderbilt plus 13 other colleges and universities . . . the insurance capital of the South, the capital city, and probably has the most diversified number of industries in the Southeast," Meltzer said.

"Also," he said, "nineteen and a half per cent of the people of Nashville are in the \$10,000 a year or above income group . . . the average per family income being approximately \$7,000 a year."

He also cited the presence in Nashville of the Nashville Symphony Orchestra, which, of late, is receiving attention as something more than a "regional orchestra."

Meltzer said WWGM has also instituted a policy of strict commercial limitation. "We play a minimum of two or three musical selections, interspersed only by color material and information features but uninterrupted by commercials," he said.

Presentation" by the "Reprise Repertory Theater." The entire ad was paid for by the radio station alone.

**This is the Big One!...  
The Most Explosive  
Trini Lopez LP of Them All!...  
The One with "Lemon Tree"**

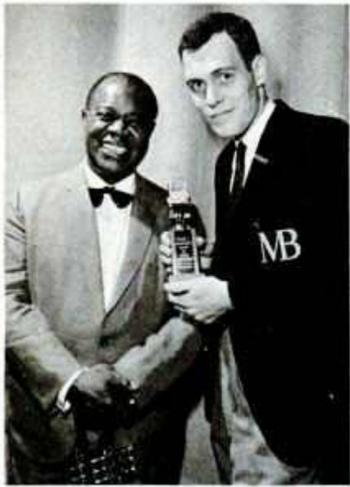
**TRINI LOPEZ THE FOLK ALBUM**  
ARRANGED AND PRODUCED BY DON COSTA

INCLUDING PUFF (THE MAGIC DRAGON) • LEMON TREE  
BLOWIN' IN THE WIND  
CROOKED LITTLE MAN  
MICHAEL • WE'LL SING IN THE SUNSHINE



# VOX JOX

By GIL FAGGEN



Steve O'Shea, afternoon deejay at WOKY (Milwaukee), presents the WOKY Golden Microphone Award to Louis Armstrong at Satchmo's recent Beer City Concert. The award, symbolic of appreciation for many years of service to entertainment, has previously gone to Tony Bennett, Marty Robbins and Nat King Cole.

Ray Douglas, WNSM (Valparaiso, Fla.), needs records for his "good-pop music" station. . . WSNJ (Bridgeton, N. J.) DJ's Harvey Alden and Bill Anderson are now playing hot pop music and need disk service.

KCRG (Cedar Rapids, Ia.) is compiling a weekly "top 40" list entitled "Sweet Sixteen Survey," for distribution to record stores in the area, according to Dick Scott.

Jerry Gordon is now playing it cool weeknights on WINF (Hartford) with his 10:30-midnight (Sundays 8:30-midnight) jazz show called "Gordon and All That Jazz."

An estimated 40,000 pieces of clothing were donated from all over Central Illinois for Hazard, Ky., to help fight their war on poverty. The drive was spearheaded by WZD (Decatur, Ill.) and its "Lively Ones" deejays which include Roger O'Day and Larry King.

Jim Murphy, "Voice of Germany" air personality is now doing a 60-minute short wave program beamed at the East Coast each night at 9:35 EST.

Jim features the top hits of Germany along with chit chat about German recording artists. Formerly with KVIC (Victoria, Tex.), and KIBL (Beeville, Tex.) Jim is inviting DJ's here to contact him at Hogenberstr. 8 III, Cologne-Nippes, for information on tape interview exchanges and pop music reports from Europe.

WCBS legit theater booster, Lee Jordan, presented a special salute to "Hello, Dolly!" on his "Music of Broadway," show aired 9:15 a.m.-3 p.m. Sundays. Carol Channing visited with Jordan as he saluted the musical's first anniversary on Broadway.

"The Radio Renaissance — AM, FM and You" will be discussed on "Twenty-Three Park Avenue" with Lee Graham, Tuesday (26) on WNYC (New York City), 9-9:55 p.m. Produced at the Advertising Club of New York, Graham will interview William B. Williams, WNEW personality; Dr. Sydney Roslow, president and director, The Pulse Inc.; Richard K. Doan, radio-TV editor, New York Herald-Tribune, and Professor Bernard Rosenberg, of the New School for Social Research and City College.



WINS DJ Murray (the K) Kaufman, the pop-eyed bucko wearing the fur topper, greets MGM Records Herman's Hermits on the British group's recent visit here. Now back in England, the group returns to the States next month for a national concert tour.

# SEGUE

Ted Jones, WTRY (Troy) noon-3 p.m. DJ, named station music director. . . Bob Brock, Dallas air personality, joins WFAA that city for nighttime show. . . Dave McCormick, KMAK music director for three years, moves to KYNO (Fresno) for 4-8 p.m. shift. . . Tom Shannon, WKBK (Buffalo) DJ, now presiding on CKLW (Detroit, Windsor) from 6:30-11:30 p.m. . . Changes in St. Louis involve exiting of Jim Jones and Bill Jenkis from KWK with Bob Anthony moving over from KMOX and Art Rice from KXOK. PD Ray Otis switches shifts with Davey O'Donnell on KXOK and Bud Connell is again programming the music for the station. . . Bill Mercer (Rosko) KGFJ (Los Angeles) to KBLA (Burbank) with Jim Randolph (WYNR, Chicago) his replacement. . . New KLAC (Los Angeles) line-up includes: Lohman and Barkley (6-10 a.m.), Danny Dark (10 a.m.-2 p.m.), Joel Spivak (2-6 p.m.), Josh King (6-9 p.m.), Joe Pyne 9-midnight, Ray Briem (midnight-6 a.m.).

VIP APPOINTMENTS: Bob Mack, formerly manager for Cadence Records, joins SESAC, music licensing organization, as production coordinator, heading the firm's commercial recording and transcription departments. Mack was producer of the "First Family" LP. . . Al Hart has been brought over from KABL (Oakland) as program director of NBC-owned KNBR (San Francisco) replacing Jack Wagner reassigned as Director of Public Affairs. The station is presently undergoing programming and air personnel changes with more on the way. . . KYMN (Portland) switches from "top 40" music to "conservative" beginning today, according to operations manager, Jack Merker. . . Myles Foland, until recently with WCPO (Cincinnati) named assistant manager of WJRL (Rockford, Ill.). He will also do a daily deejay show.



# ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



## MARY WELLS (20th Century Fox)

Born in Detroit on May 13, 1943. The youngest of three children. Although she had never studied music, Mary sang in the junior high school choir where her musical talents were first discovered. She went on to Northwestern High School, noted for its outstanding choir, and was featured soloist during her first year.

When she was 15, Mary wrote a poem, set it to music and presented it to Motown Records for some opinions. The outcome was her first hit, "Bye, Bye, Baby," which stayed on the charts for eight months. Her second recording, "I Don't Want to Take a Chance," also was a commercial success. After a national tour with the Motown Revue Mary went on to make hit after hit while completing her high school education. "Nobody Really Loves You," which hit No. 5 nationally was disked in her final year of school. Her first No. 1 chart entry, "Two Lovers," was made in 1962. Shortly after graduation she began developing her night club act and is now a veteran night club performer at 21. In December 1963, Mary's "My Guy" hit the coveted No. 1 position in the national charts both here and abroad. It led to a four-year contract with 20th Century Fox Records in September 1964.

CURRENT SINGLE: "Use Your Head."

CURRENT ALBUM: "Mary Wells Greatest Hits" (Motown).

## MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	4	YOU'RE NOBODY TILL SOMEBODY LOVES YOU, Dean Martin, Reprise 0333	8	7
2	9	HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181	7	12
3	1	WILLOW WEEP FOR ME, Chad & Jeremy, World Artists 1034	12	7
4	11	SOMEWHERE IN YOUR HEART, Frank Sinatra, Reprise 0332	7	10
5	2	DEAR HEART, Andy Williams, Columbia 43180	10	11
6	3	THE WEDDING, Julie Rogers, Mercury 72332	11	15
7	5	MY LOVE FORGIVE ME (Amore, Scusami), Robert Goulet, Columbia 43131	15	10
8	6	DEAR HEART, Jack Jones, Kapp 635	10	1
9	14	LEMON TREE, Trini Lopez, Reprise 0336	1	9
10	8	HAWAII TATTOO, Waikikis, Kapp Winner's Circle 30	9	8
11	12	MAKIN' WHOOPEE, Ray Charles, ABC-Paramount 10609	8	2
12	15	FOR LOVIN' ME, Peter, Paul & Mary, Warner Bros. 5496	2	3
13	16	FANCY PANTS, Al Hirt, RCA Victor 8487	3	1
14	—	KING OF THE ROAD, Roger Miller, Smash 1965	1	2
15	19	RED ROSES FOR A BLUE LADY, Bert Kaempfert & His Ork, Decca 31722	2	

## YESTERYEAR'S HITS

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

### POP SINGLES—5 Years Ago February 1, 1960

1. Running Bear, Johnny Preston, Mercury
2. Teen Angel, Mark Dinning, MGM
3. El Paso, Marty Robbins, Columbia
4. Where or When, Dion & the Belmonts, Laurie
5. Go, Jimmy, Go, Jimmy Clanton, Ace
6. Why, Frankie Avalon, Chancellor
7. Handy Man, Jimmy Jones, Cub
8. The Big Hurt, Toni Fisher, Signet
9. Way Down Yonder in New Orleans, Freddy Cannon, Swan
10. Pretty Blue Eyes, Steve Lawrence, ABC-Paramount

### POP SINGLES—10 Years Ago January 29, 1955

1. Let Me Go, Lover, Joan Weber, Columbia
2. Mr. Sandman, Chordettes, Cadence
3. Hearts of Stone, Fontane Sisters, Dot
4. Naughty Lady of Shady Lane, Ames Brothers, RCA Victor
5. Sincerely, McGuire Sisters, Coral
6. Melody of Love, Billy Vaughn, Dot
7. That's All I Want From You, J. P. Morgan, RCA Victor
8. No More, DeJohn Sisters, Epic
9. Make Yourself Comfortable, Sarah Vaughan, Mercury
10. Teach Me Tonight, DeCastro Sisters, Abbott

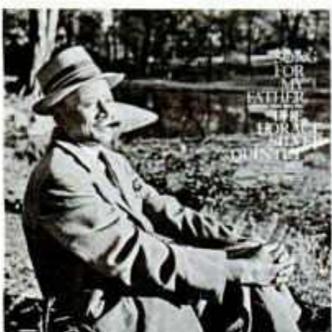
### R&B SINGLES—5 Years Ago February 1, 1960

1. Smokie (Part II), Bill Black Combo, Hi
2. Baby (You Got What It Takes), Brook Benton & Dinah Washington, Mercury
3. You Got What It Takes, Marv Johnson, United Artists
4. Running Bear, Johnny Preston, Mercury
5. Talk That Talk, Jackie Wilson, Brunswick
6. Sweet Sixteen, B. B. King, Kent
7. I'll Take Care of You, Bobby (Blue) Bland, Duke
8. Teen Angel, Mark Dinning, MGM
9. The Clouds, Spacemen, Alton
10. Come Into My Heart, Lloyd Price, ABC-Paramount

### POP LP's—5 Years Ago February 1, 1960

1. Here We Go Again, Kingston Trio, Capitol
2. Heavenly, Johnny Mathis, Columbia
3. Fabulous Fabian, Chancellor
4. Sound of Music, Original Cast, Columbia
5. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
6. Outside Shelley Berman, Verve
7. Let's All Sing With the Chipmunks, Liberty
8. Kingston Trio at Large, Capitol
9. Swingin' on a Rainbow, Frankie Avalon, Chancellor
10. Gunfighter Ballads and Trail Songs, Marty Robbins, Columbia

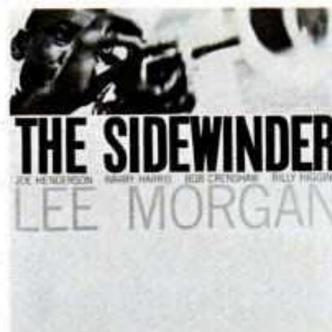
## BLUE NOTE On Top With 3 Big Albums



THE HORACE SILVER QUINTET  
SONG FOR MY FATHER  
BLP 4185  
A beautiful album . . . taking off from coast to coast.



FREDDIE ROACH  
BROWN SUGAR BLP 4168  
A soulful, groovy album by this great organist.



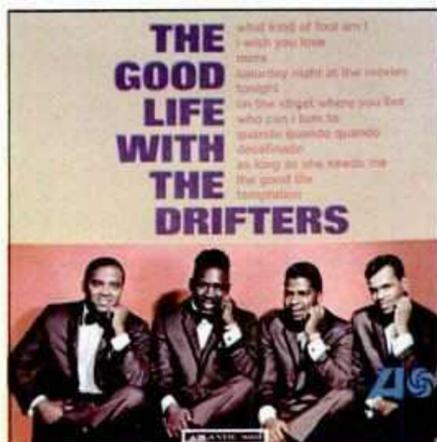
LEE MORGAN  
THE SIDEWINDER BLP 4157  
A solid hit . . . still climbing the charts.

### HIT SINGLES FROM THESE HIT ALBUMS

SONG FOR MY FATHER 45-1912	BROWN SUGAR 45-1914	THE SIDEWINDER 45-1911
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BLUE NOTE WRITE FOR FREE CATALOG  
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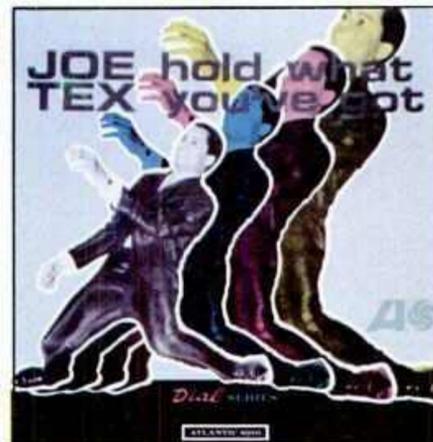
# The Pop Greats on Atlantic



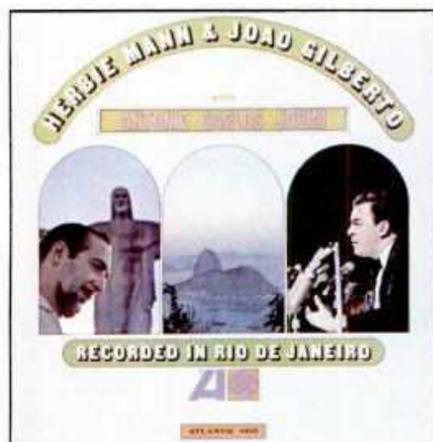
**THE GOOD LIFE WITH THE DRIFTERS**  
Atlantic 8103



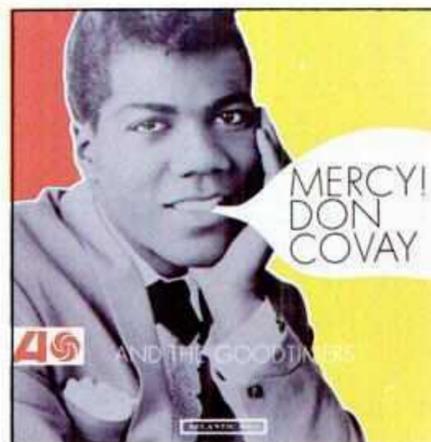
**ESTHER PHILLIPS AND I LOVE HIM**  
Atlantic 8102



**JOE TEX HOLD WHAT YOU'VE GOT**  
Atlantic 8106

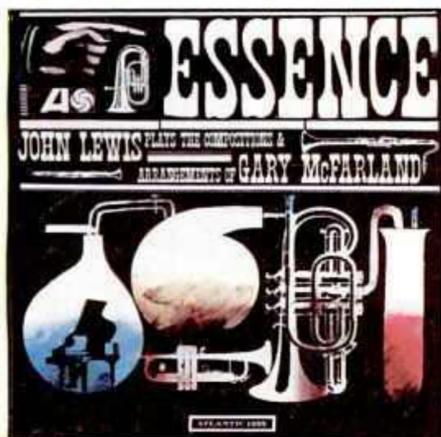


**HERBIE MANN & JOAO GILBERTO**  
with Antonio Carlos Jobim  
Atlantic 8105

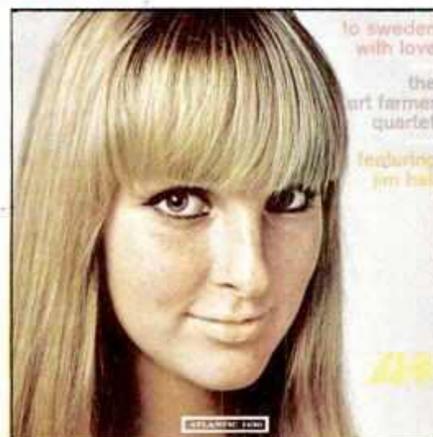


**DON COVAY MERCY**  
Atlantic 8104

# The Jazz Greats on Atlantic



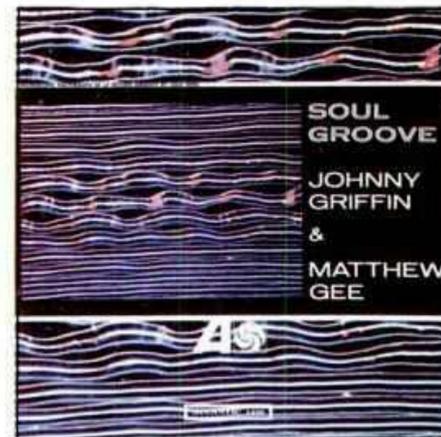
**JOHN LEWIS PLAYS THE ARRANGEMENTS & COMPOSITIONS OF GARY McFARLAND**  
ESSENCE  
Atlantic 1425



**THE ART FARMER QUARTET FEATURING JIM HALL**  
TO SWEDEN WITH LOVE  
Atlantic 1430

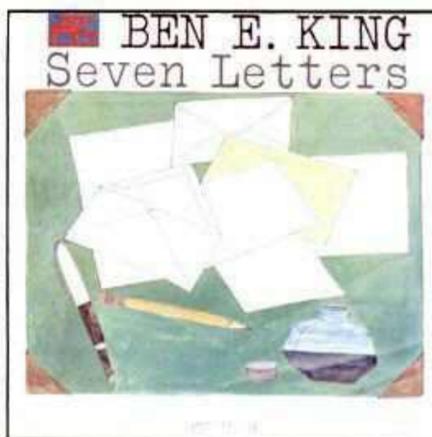


**HUBERT LAWS THE LAWS OF JAZZ**  
Atlantic 1432

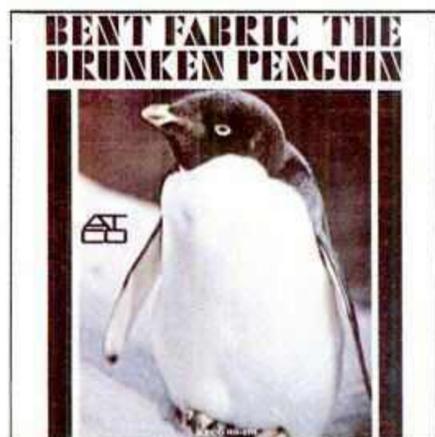


**JOHNNY GRIFFIN & MATTHEW GEE SOUL GROOVE**  
Atlantic 1431

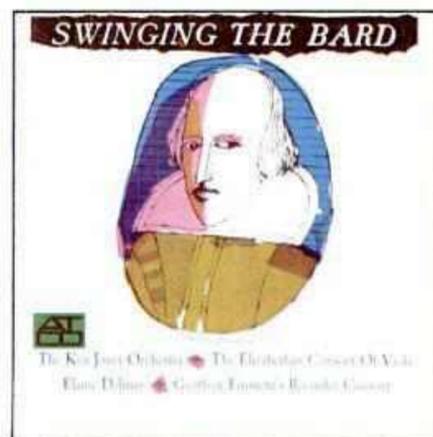
# The Pop Greats on Atco



**BEN E. KING SEVEN LETTERS**  
Atco 33-174



**BENT FABRIC THE DRUNKEN PENGUIN**  
Atco 33-173



**SWINGING THE BARD**  
Atco 33-171

**ATLANTIC**  **& ATCO** 

ALBUMS AVAILABLE IN STEREO



**POP SPOTLIGHT**  
**NEW BEAT ON BROADWAY**  
 Village Stompers. Epic LN 24129 (M); BN 26129 (S)

Stompers' Dixieland-Hoot treatments of current Broadway music featuring red-hot banjo, trumpet, trombone, piano, bass and guitar. Included with "Hello, Dolly!," "Seventy-Six Trombones," "Hey, Look Me Over" and others is their current single "Fiddler on the Roof."



**POP SPOTLIGHT**  
**THIS IS DAMITA JO**  
 Epic LN 24131 (M)

Damita moves out in great style. In a ballad or belter, she creates an atmosphere of excitement. She whirs and purrs in first-rate voice with perfect control. Her many fans will be delighted as will the many new followers she'll capture with this album.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### DEAR HEART AND OTHER SONGS ABOUT LOVE

Ork & Chorus of Henry Mancini, RCA Victor LPM 2990 (M); LSP 2990 (S)

#### THE BEST OF AL HIRT

RCA Victor LPM 3309 (M); LSP 3309 (S)

### ★ NEW ACTION LP's

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

**HEY, BROTHER, POUR THE WINE . . .**  
 Dean Martin, Capitol T 2212 (M); DT 2212 (S)

**SHE UNDERSTANDS ME . . .**  
 Johnny Tillotson, MGM E 4270 (M); SE 4270 (S)

**ANYONE FOR MOZART . . .**  
 Swingle Singers, Philips PHM 200-149 (M); PHS 600-149 (S)

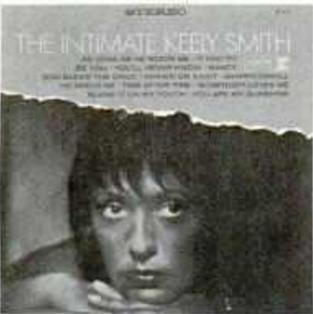
**FIDDLER ON THE ROOF . . .**  
 Cannonball Adderley, Capitol T 2216 (M); ST 2216 (S)

**GET YOURSELF A COLLEGE GIRL . . .**  
 Soundtrack, MGM E 4273 (M); SE 4273 (S)

**THE BEST OF PETER NERO . . .**  
 RCA Victor LPM 2978 (M); LSP 2978 (S)

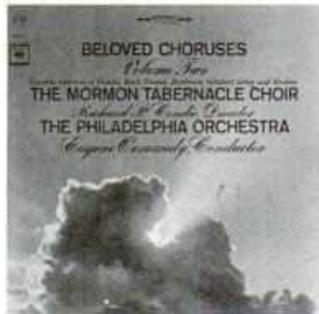
**BROADWAY . . . BLUES . . . BALLADS**  
 Nina Simone, Philips PHM 200-148 (M); PHS 600-148 (S)

**SPY WITH A PIE . . .**  
 Soupy Sales, ABC-Paramount ABC 503 (M); ABCS 503 (S)



**POP SPOTLIGHT**  
**THE INTIMATE KEELY SMITH**  
 Reprise R 6132 (M); RS 6132 (S)

Keely is warm all over singing such romantic ballads as "Somebody Loves Me," "Time After Time," "It Had to Be You," to name a few. Backed by a combo, she keeps the mood intimate and thoroughly mellow from start to finish.



**CLASSICAL SPOTLIGHT**  
**BELOVED CHORUSES, VOL. II**  
 Mormon Tabernacle Choir (Condie)/Philadelphia Orchestra (Ormandy). Columbia ML 6079 (M); MS 6679 (S)

Some of the favorite choruses of Handel, Bach, Beethoven, Schubert and others are rendered with stirring feeling by the blending of the Tabernacle Choir and the Philadelphia Orchestra. It is a memorable listening experience.



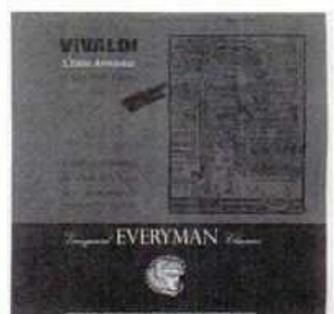
**CLASSICAL SPOTLIGHT**  
**ORMANDY CONDUCTS STRAUSS**  
 The Philadelphia Orchestra  
 Columbia ML 6078 (M); MS 6678 (S)

Three tremendously popular selections from the pen of Richard Strauss offered in one album. Although Ormandy has recordings available on "Der Rosenkavalier" and "Till" (along with numerous other renditions by great orchestras), the teaming of the three under Ormandy will be a lure to a great many buyers.



**CLASSICAL SPOTLIGHT**  
**HAYDN: THE THREE ORGAN CONCERTOS**  
 E. Power Biggs. Columbia ML 6082 (M); MS 6682 (S)

Biggs is considered by many to be the foremost living concert organist of the day. His masterful handling of the three Haydn organ works should please all classical music collectors. To add to the commercial appeal is the coupling of the three works and their performance by Biggs on a Haydn organ in Eisenstadt, Austria.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**VIVALDI: L'ESTRO ARMONICO/12 CONCERTI GROSSI**  
 Chamber Orchestra of the Vienna State Opera (Rossi). Vanguard SRV 143/5 (M); SRV 143/5 SD (S)

One of Vivaldi's most celebrated multi-compositions, though not overly represented on records, this package of the "L'Estro Armonico" has been previously available on the Bach Guild Label. Now released in the Everyman Classics series, these concerti for strings are doubly a bargain. The soloists, Jan Tomasow, Willi Boskowsky, violins, and Richard Harand, cello, perform admirably under the direction of Mario Rossi.



**POP SPOTLIGHT**  
**WHO SAID—GOOD MUSIC IS DEAD???**  
 Hugo Loewenstern / Johnny Richards. Jazz Art Spectacular LP 1103 (M)

An outstanding matching of talents. Loewenstern's educated alto sax feelingly interprets the brilliant arrangements of Johnny ("Young at Heart") Richards. Richards, who commands the orchestra with its lush strings, is well represented with five compositions. In addition, there are beautiful offerings of "If I Had You," "Flamingo," "Little Girl Blue" and others.



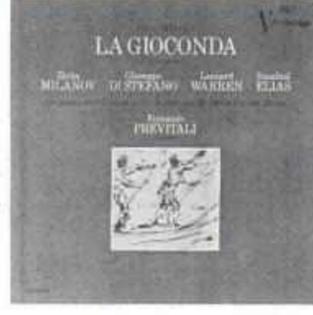
**CLASSICAL SPOTLIGHT**  
**VERDI: IL TROVATORE (Highlights)**  
 Various Artists. Capitol P 8609 (M); SP 8609 (S)

Combination of Sadler's Wells' market appeal, "Il Trovatore," plus the fact that it's sung in English gives this release strong sales potential, although the performances suffer by comparison with numerous other recorded versions.



**CLASSICAL SPOTLIGHT**  
**MENDELSSOHN: TWO CONCERTOS FOR TWO PIANOS AND ORCHESTRA**  
 Arthur Gold & Robert Fisdale; Philadelphia Orchestra (Ormandy). Columbia ML 6081 (M); MS 6681 (S)

Plenty to please the album buyer in this package. The lovely Mendelssohn concertos have seldom been recorded. In addition, this is the only coupling available in stereo. Gold and Fisdale are superb musicians and do the works honor.



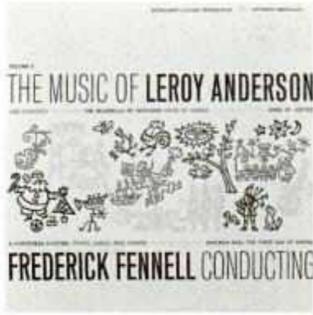
**LOW PRICE CLASSICAL SPOTLIGHT**  
**PONCHIELLI: LA GIOCONDA**  
 Various Artists/Orchestra & of the Accademia di Santa Cecilia, Rome (Previtali). RCA Victorla VIC 6101 (M); VICS 6101 (S)

Here is another excellent complete opera recording originally on the RCA Victor label and now being released in that company's budget line. The work abounds with countless beautiful moments and though it has not had a heavy recorded history, it should now find a greatly expanded audience. It is excitingly performed by a really first-rate cast headed by Zinka Milanov, Giuseppe Di Stefano, Leonard Warren and Rosalind Elias.



**SPOKEN WORD SPOTLIGHT**  
**A PERSONAL CHOICE**  
 Alec Guinness. RCA Victor VDM 102 (M)

Collectors may not agree with Guinness' "Personal Choices," or, for that matter, the manner with which he reads them, but the Guinness name on a disk marquee is certain to spell top sales.



**POP SPOTLIGHT**  
**MUSIC OF LEROY ANDERSON, VOL. III**  
 Joseph Fennell & His Ork. Mercury MG 50400 (M); SR 90400 (S)

Leroy Anderson is indeed a versatile composer. His music may be heard on pop music and conservative music stations. This appealing album shows off the conservative "pops" works of the talented composer. The music is colorfully arranged and expertly performed under the direction of Frederick Fennell. Selections are well known.



**CLASSICAL SPOTLIGHT**  
**MOZART: THE PIANO QUARTETS**  
 Mieczyslaw Horszowski and Members of the Budapest String Quartet. Columbia ML 6083 (M); MS 6683 (S)

The performers, of course, are no strangers to Mozart, which is beautifully demonstrated herein. This stereo pairing is unique (Curzon and the Amadeus in London have a fine mono version), which will make it a most for the classical stereophiles.

### ALBUM REVIEW POLICY

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



### SPECIAL MERIT PICKS

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

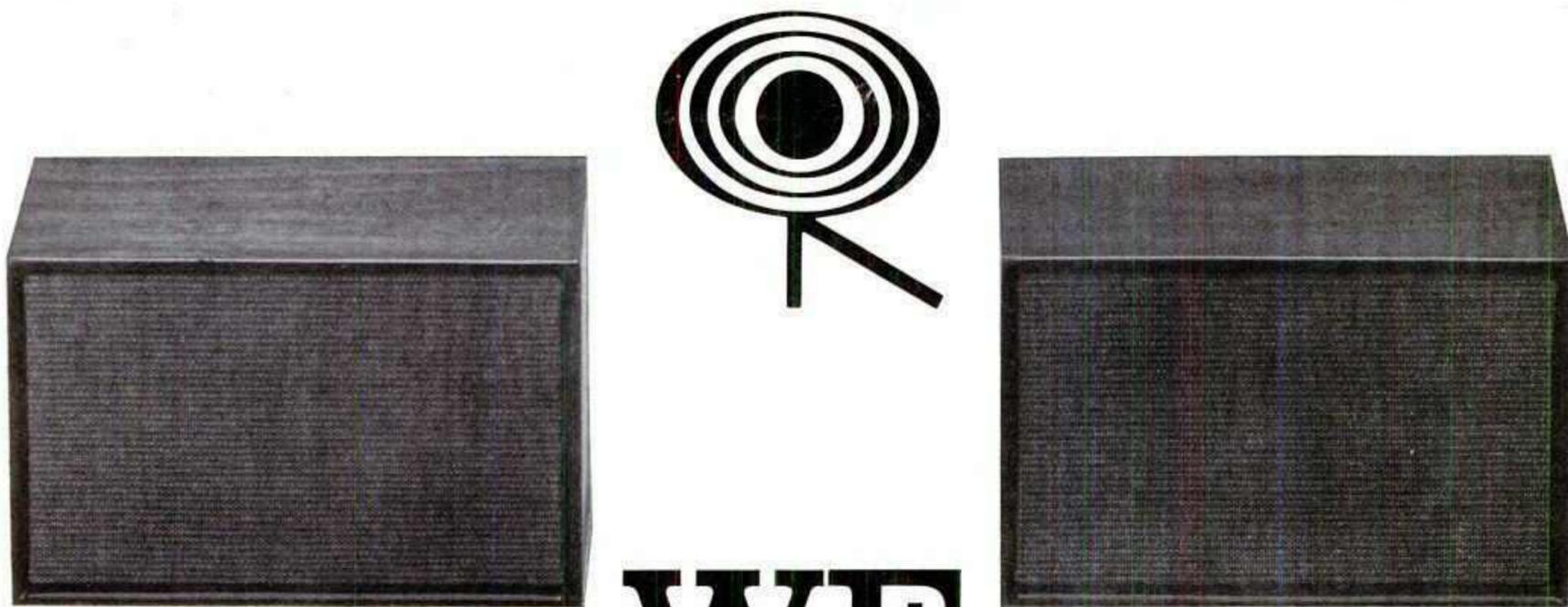


### POP SPECIAL MERIT

**FAREWELL HAWAII**  
 The Kilima Hawaiians. Columbia CL 2286 (M); CS 9086 (S)

Not since the early days of Arthur Godfrey on CBS-TV has Hawaiian music enjoyed such a resurgence. Of course, the current impetus is all due to "Hawaiian Tattoo," currently on the singles chart. This is good swinging music from the 51st state. The

(Continued on page 36)



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speaker chambers, Garrard Model 50 changer, Pickering cartridge, diamond needle, solid state AM/FM/FM Stereo tuner, illuminated dial with flywheel tuning, seven controls and so many other audiophile features!

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TOP LP's

STAR performer—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 53 entries including 'BEATLES '65', 'WHERE DID OUR LOVE GO', 'MARY POPPINS', etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 104 entries including 'GOLDFINGER', 'WHO CAN I TURN TO', 'DEAR HEART AND OTHER SONGS OF LOVE', etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 101 entries including 'PRESENTING THE FABULOUS RONETTES FEATURING VERONICA', 'THE UNSINKABLE MOLLY BROWN', 'THIS IS LOVE', etc.

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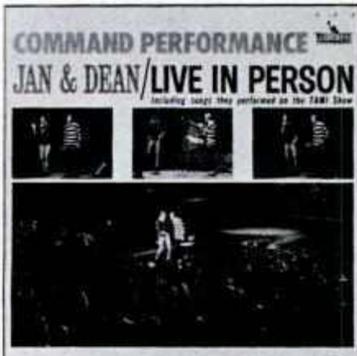
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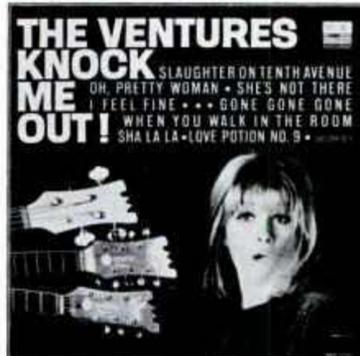


presenting

# LIBERTY ENTERTAINMENT '65



**COMMAND PERFORMANCE**—Jan & Dean • Surf City; Little Honda; Dead Man's Curve; I Get Around; All I Have To Do Is Dream; Theme From The T.A.M.I. Show (Here They Come From All Over The World); Rock And Roll Music; The Little Old Lady From Pasadena; Do Wah Diddy Diddy; I Should Have Known Better; Sidewalk Surfin'; Louie, Louie • LRP-3403 / LST-7403



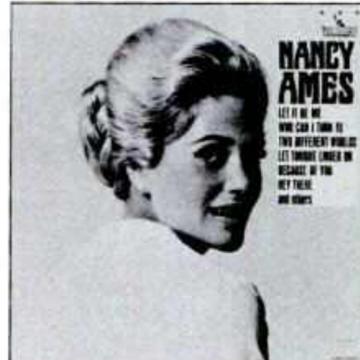
**THE VENTURES KNOCK ME OUT!** I Feel Fine; Love Potion Number Nine; Tomorrow's Love; Oh, Pretty Woman; Mariner No. 4; When You Walk In The Room; Gone, Gone, Gone; Slaughter On Tenth Avenue; She's Not There; Lonely Girl; Bird Rockers; Sha La La • BLP-2033 / BST-8033 • DOLTON



**OUR FAIR LADY**—Julie London • Days Of Wine And Roses; Call Me Irresponsible; Theme From A Summer Place; As Time Goes By; More; Charade; Never On Sunday; An Affair To Remember; Wives And Lovers; Fascination; Boy On A Dolphin; The Second Time Around • LRP-3392 / LST-7392



**WALK AWAY**—Matt Monro • Walk Away; It's A Breeze; How Soon; I've Got Love; Georgia On My Mind; My Friend, My Friend; Softly As I Leave You; Going Places; Who Can I Turn To; Gonna Build A Mountain; I Get Along Without You Very Well; Here And Now • LRP-3402 / LST-7402



**LET IT BE ME**—Nancy Ames • Let Tonight Linger On; Who Can I Turn To; Let It Be Me; The Carnival Is Closed; Stay With Me; It Scares Me; Hey There; Ask Me; Because Of You; See The Friendship There; Like An Eagle; Two Different Worlds • LRP-3400 / LST-7400



**THE NEW BAND OF SPIKE JONES PLAYS HANK WILLIAMS HITS** • Jambalaya; I Saw The Light; Move It On Over; Weary Blues From Waitin'; There'll Be No Teardrops Tonight; Your Cheatin' Heart; Hey, Good Lookin'; Cold, Cold Heart; I'm So Lonesome I Could Cry; Kaw-Liga; I Can't Help It; You Win Again • LRP-3401 / LST-7401



**DOIN' THE JERK**—The T-Bones • Bread And Butter; How Sweet It Is (To Be Loved By You); Feelin' Fine; The Jerk; Downtown; Come On Do The Jerk; Tra La La; Sidewalk Jerkin'; Beef Jerky; Can You Jerk Like Me; The "In" Crowd; Soda Jerk • LRP-3404 / LST-7404



**BEFORE AND AFTER**—The Fleetwoods • Softly As I Leave You; Mr. Sandman; Go Away, Little Girl; Little Things Mean A Lot; Before And After; Almost There; Since I Don't Have You; This Is My Prayer; Footsteps; Lonely Is As Lonely Does; What Am I Gonna Do With You; I'll Be There • BLP-2030 / BST-8030 • DOLTON



**SOMEWHERE**—P. J. Proby • Somewhere; Just Call, And I'll Be There; Que Sera, Sera; Stagger Lee; Linda Lu; Together; Rockin' Pneumonia (And The Boogie Woogie Flu); The Glory Of Love; The Masquerade Is Over; Zing! Went The Strings Of My Heart; Question; Hold Me • LRP-3406 / LST-7406

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## LIBERTY RECORDS



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## BOBBY BLAND'S BLIND MAN

DUKE 386

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BACKBEAT 542



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## ALBUM REVIEWS

Continued from page 30

group has added the pop sounds in commercial keeping with what might be a new music rage.

### CLASSICAL SPECIAL MERIT

#### RICHARD TUCKER SINGS ARIAS FROM TEN VERDI OPERAS

Columbia ML 6068 (M); MS 6668 (S)  
The towering tenor of Richard Tucker is given full vent here as he goes through arias from 10 of Verdi's operas. Working with the Vienna State Opera Orchestra, Tucker is in fine form all the way.

### CLASSICAL SPECIAL MERIT

#### HAYDN: CHAMBER CONCERTOS

Vienna Symphony Orchestra (Paumgartner). Mercury MG 50396 (M); SR 90396 (S)

A fine line-up of three of Haydn's most popular chamber concertos. Although each has its share of individual recordings, this is a rare offering of the three that should please many classical music collectors.

### CLASSICAL SPECIAL MERIT

#### BAROQUE MASTERPIECES FOR THE HARPSICHORD

Rafael Puyana. Mercury MG 50411 (M); SR 90411 (S)

Recent excursions into Baroque music by other labels has proven to be a large suc-

cess. Although the form is far from the most popular within the classical field, it has proven a good seller. The selections in this album are well chosen and are by far the most acceptable commercially. Puyana knows the harpsichord like few others recording today.

### CLASSICAL SPECIAL MERIT

#### LIEDER VON RICHARD STRAUSS

Evelyn Lear, Soprano/Erik Werba, Piano. Deutsche Grammophon SLP 138910 (S)

This LP is the first by a female singer offering Strauss exclusively. And Miss Lear's soprano voice interprets the 16 songs with fine judgment and insight. Her style becomes adaptable and credible, depending on the mood of the song. Erik Werba, on piano, supplies her with noteworthy accompaniment.

### CLASSICAL SPECIAL MERIT

#### BRAHMS: CONCERTO FOR VIOLIN AND ORCHESTRA IN D MAJOR

Christian Ferras/Berliner Philharmoniker (Von Karajan). Deutsche Grammophon SLP 138930 (S)

Both concerti are done here in fine style. Ferras' violin is responsive and the artist shows a span and deftness that both works require. He is sure and commanding and shows richness in tone. Von Karajan's conducting excels as he blends the music into a unified force.

## NEW ALBUM RELEASES

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

### ABC-PARAMOUNT

LOS CINCO LATINOS—Life Is a Song; ABC 498  
RAY CHARLES—Ray Charles "Live" in Concert; ABC 500  
STEVE ALAIMO—Starring Steve Alaimo; ABC 501  
THE SPATS—Cookin' With the Spats; ABC 502  
THE IMPRESSIONS—People Get Ready; ABC 505  
THE GAUCHOS featuring JIM DOVAL; ABC 506  
BILL DOGGETT—Wow!; ABC 507  
CARLOS MONTOYA—Adventures in Flamenco; ABC 508  
B. B. KING—B. B. King "Live" at the Regal; ABC 509  
Get Away With FATS DOMINO; ABC 510  
LES DJINNS SINGERS—60 French Girls; ABC 511  
EYDIE GORME Sings the Best of Romance, Ballads, Blues, Dixieland, Roaring 20's Showstoppers; ABC 512  
The Theme From Peyton Place & 11 Other Great Themes—Music by De Vol; ABC 513  
FRANK FONTAINE—I'm Counting On You; ABC 514  
THE IMPRESSIONS—Greatest Hits; ABC 515

### COMMAND

TONY MOTTOLA—Guitar . . . Paris; RS 877, RS 877

### CONGRESS

SHIRLEY ELLIS—The Name Game; CGL 3003

### DOLTON

THE FLEETWOODS—Before and After; BLP 2030, BST 8030  
THE VENTURES—The Ventures Knock Me Out!; BLP 2033, BST 8033

### EPIC

BEETHOVEN: SYMPHONY NO. 1 IN C MAJOR—Cleveland Orch. (Szell); LC 3892, BC 1292  
GIUSEPPE DISTEFANO—The Soul of Naples; LC 3897, BC 1297  
JEAN-PIERRE RAMPAL—Four Italian Flute Concertos; LC 3893, BC 1293  
EMANUEL VARDI—Paganini: The 24 Caprices; SC 6049, BSC 149

### EURODISC

STRAUSS: DIE FLEDERMAUS—Various Artists—Chorus of the Vienna State Opera (Stolz); 71 566, 71 567  
STRAUSS: DER ZIGUNERBARON—Various Artists—Chorus & Orch. of the Berlin German Opera (Stolz); 71454, 71455  
MOZART: SERENADE NO. 4 IN D K 320; 71 406, 71 407  
MOZART: SERENADE NO. 4 IN D K 203; 71 252, 71 253  
CHRISTA LUDWIG Operatic Recital; 71 394, 71 395

### IMPERIAL

SLIM WHITMAN—Love Song of the Waterfall; LP 9277, LP 12277  
SANDY NELSON—Teen Beat '65; LP 9278, LP 12278  
JOHNNY RIVERS—In Action; LP 9280, LP 12280  
PETULA CLARK—Uptown With Petula Clark; LP 9281, LP 12281

### IMPULSE

J. J. JOHNSON—Proof Positive; A 68  
YUSEF LATEEF—"Live" at Pep's; A 69  
MILT JACKSON—Jazz 'n' Samba; A 70  
ARCHIE SHEPP—Four for Trane; A 71  
SHIRLEY SCOTT—Everybody Loves a Lover; A 73  
JOHNNY HARTMAN—The Voice That Is; A 74  
OLIVER NELSON—More Blues and the Abstract Truth; A 75  
LOREZ ALEXANDRIA—More of the Great Lorez Alexandria; A 76  
JOHN COLTRANE—A Love Supreme; A 77  
LIONEL HAMPTON—You Better Know It; A 78  
RUSSIAN JAZZ QUARTET—Happiness; A 80  
MANNY ALBAM, RAY CHARLES—The Definitive Jazz Scene, Vol. 2; A 100

### LIBERTY

THE T BONES—Doin' the Jerk; LRP 3404, LST 7404  
P. J. PROBY—Somewhere; LRP 3406, LST 7406  
JULIE LONDON—Our Fair Lady; LRP 3392, LST 7392  
NANCY AMES—Let It Be Me; LRP 3400, LST 7400  
SPIKE JONES—The New Band of Spike Jones Plays Hank Williams Hits; LRP 3401, LST 7401  
MATT MONRO—Walk Away; LRP 3402; LST 7402  
JAN AND DEAN—Command Performance; LRP 3403, LST 7403

### MIDNIGHT

ALICE & ELLEN KESSLER—Discotheque Dance Date; HLP 2100, HST 2100  
KING SIZE TAYLOR & THE DOMINOES—Real Gonk Man; HLP 2101, HST 2101

### MUSICOR

GENE PITNEY'S Big Sixteen, Vol. 2; MM 2043, MS 3043  
ALSOYKA & HIS ORCH.—Hello, Dolly! Polka; MM 2016, MS 3016

### MUSIC GUILD

HANDEL: ODE FOR ST. CECILIA'S DAY—London Chamber Orch. (Bernard); MG 101, MS 101  
HANDEL: CONCERTOS FOR ORGAN & ORCH.—London Chamber Orch. (Bernard); MG 102, MS 102  
RAMEAU: SIX CONCERTS EN SEXTUOR—Toulouse Chamber Orch. (Auriacombe); MG 103, MS 103

(Continued on page 40)

## CLASSICAL SPECIAL MERIT

### HANDEL: ALEXANDER'S FEAST

Various Artists/Oriana Concert Choir & Orchestra (Deller). Bach Guild BG 666/7 (M); BGS 70666/7 (S)

This recording should find a responsive audience among the Handel enthusiasts who deplore the neglect of many of the composer's choral and vocal pieces. Set to the poem of John Dryden this major work is the only one currently available in catalog. Soloists Honor Sheppard, Max Worthley and Maurice Bevan; the fine orchestra and chorus conducted by Alfred Deller, who adds, briefly, his beautiful counter tenor to the glorious finale, make this a very nice package.

## INTERNATIONAL SPECIAL MERIT

### ZIZI

Zizi Jeanmaire. Philips PHM 200-161 (M); PHS 600-161 (S)

Francophiles and some show buffs will take to this package of French songs that Jeanmaire sang in her revue, "Zizi," which played abroad and on Broadway. She packs a vocal verve and her Gallic charm shines through the grooves.

## FOUR-STAR ALBUMS

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

## POPULAR

HOLLY IN THE HILLS  
Buddy Holly. Coral CRL 57463 (M); CRL 757463 (S)

DICK KESNER'S GOLDEN FAVORITES  
Coral CRL 57435 (M); CRL 757435 (S)

MARCHING ALONG TOGETHER  
The Goldman Band. Decca DL 4450 (M); DL 74450 (S)

## JAZZ

MANHATTAN LATIN  
Dav Pike & His Ork. Decca DL 4568 (M); DL 74568 (S)

## CLASSICAL

ROUSSEL: THE SPIDER'S FEAST/BACCUS ET ARIANE/SINFONIETTA FOR STRING ORCH.  
Paris Conservatoire Orchestra (Cluytens). Angel S 36225 (S)

HAYDN: SIX FLUTE QUARTETS, OP. 5  
Jean-Pierre Rampal/Trio A Cordes Francals. Angel S 36226 (S)

TCHAIKOVSKY: VARIATIONS ON A ROCOCO THEME/SAINT-SAENS: CELLO CONCERTO IN A MINOR  
Janos Starker/ London Symphony (Dorati). Mercury MG 50409 (M); SR 90409 (S)

ITALIAN MADRIGALS & HAYDN PART SONGS  
The Abbey Singers. Decca DL 10103 (M); DL 710103 (S)

SYLVIA MARLOWE PLAYS BACH HARPSICHORD CONCERTOS  
Decca DL 10104 (M); DL 710104 (S)

PURCELL: FOUR SUITES FOR STRING ORCHESTRA  
Chamber Orchestra of the Hartford Symphony (Mahler). Vanguard SRV 155 (M); SRV 155 SD(S)

## GOSPEL

THE BEST OF THE STATESMEN QUARTET  
RCA Victor LPM 2933 (M); LSP 2933 (S)

## INTERNATIONAL

LOVE IN ARGENTINA  
Trio Los Panchos. Columbia EX 5130 (M); ES 1830 (S)

## THREE-STAR ALBUMS

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

## POPULAR

THE SILLY SURFERS  
Mercury MG 20977 (M); SR 60977 (S)

THE WEIRD-OHS  
Mercury MG 20976 (M); SR 60976 (S)

LOOKIN' GOOD, SOUNDIN' GOOD  
The Red Ryders. Mercury MG 20984 (M); SR 60984 (S)

.....attention dealers:  
**gerry and the pacemakers**  
newest album release



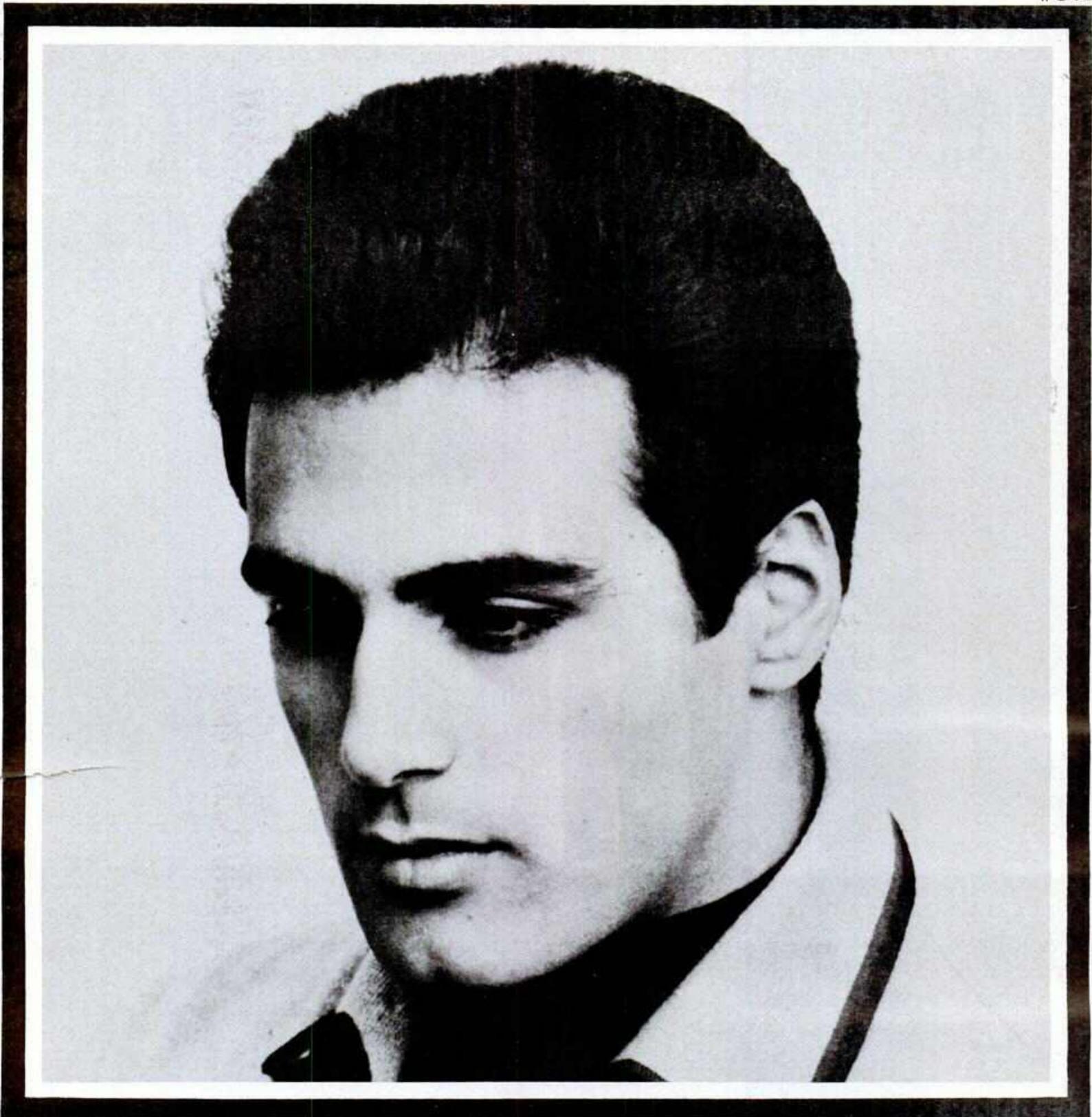
MONAURAL LAURIE LLP2030 (STEREO SLP2030)

.....latest Laurie hit single  
**gerry and the pacemakers**  
"FERRY ACROSS THE MERSEY"

LAURIE 3284

**TAKE HER <sup>B</sup>/<sub>W</sub> THIRTEEN**

#341



# JOHN ANDREA

**SHINDIG'S GREAT SINGING DISCOVERY!**

**FEATURED ON ABC-TV'S "SHINDIG" — JAN. 27, FEB. 3,  
FEB. 10, MARCH 3 AND MARCH 10**

EXCLUSIVELY

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PUBLIC RELATIONS  
BRAVERMAN - MIRISCH



# SINGLES

# REVIEWS



## HOT POP SPOTLIGHTS

Singles with Top 50 chart potential suitable primarily for contemporary music formats. (Positions 1 through 50.)

**THE ANIMALS—DON'T LET ME BE MISUNDERSTOOD** (Benjamin, ASCAP)—A slow rocker with a dramatic, emotional vocal by the lead singer and a catchy organ figure going on behind him. Flip: "Club A-Gogo." **MGM 13311**

**DAVE CLARK FIVE—COME HOME** (Branston, BMI)—**YOUR TURN TO CRY** (Branston, BMI)—Clever arrangement of a bluesy ballad with slow dance beat. Flip is a rhythm ballad with same commercial possibilities as top side. Both written and produced by Dave. **Epic 9763**

**GERRY & THE PACEMAKERS—FERRY ACROSS THE MERSEY** (Unart-Pacer, BMI)—Complete change of pace material for the hot British group currently riding the charts with "I'll Be There." Flip: "Pretend" (Brandon, ASCAP). **Laurie 3284**

**LITTLE ANTHONY & THE IMPERIALS—HURT SO BAD** (South Mountain, BMI)—Strong follow-up to current hit. Production ballad in same vein as "Goin' Out of My Head." Written and produced by singer Teddy Randazzo. Flip: "Reputation" (South Mountain, BMI). **DCP 1128**

**RAY CHARLES—CRY** (Shapiro-Bernstein, ASCAP)—Currently riding high with "Makin' Whoopee." Ray comes up with a fine fresh treatment of the Johnny Ray hit. Lush strings and chorus of Sid Feller backs him up. Flip: "Teardrops From My Eyes" (Simon House, ASCAP). **ABC-Paramount 10615**

**JOHNNY TILLOTSON—ANGEL** (Disney, ASCAP)—Following up "She Understands Me," Tillotson picks a film tune from Disney's "Those Calloways." Teen rhythm ballad well performed. Flip: "Little Boy" (Ridge Music, BMI). **MGM 13316**

**THE RONETTES—BORN TO BE TOGETHER** (Screen Gems-Columbia, BMI)—Big production rocker to top "Walkin' in the Rain." Flip: "Blues for My Baby" (Mother Bertha, BMI). **Philles 126**

**THE ASTRONAUTS—MY SIN IS MY PRIDE** (J.V.P., ASCAP)—Lead singer is backed by a great rockin' dance beat and the rest of the group. Boys just returned from smash concert tour of Japan. Flip: "Almost Grown" (Arc, BMI). **RCA Victor 8499**

**JOHNNY RIVERS—MIDNIGHT SPECIAL** (Trousdale, BMI)—His own arrangement and adaptation of the evergreen. Same hot groove as his "Mountain of Love." Flip: "Cupid" (Kags, BMI). **Imperial 66087**

**EVERLY BROTHERS—YOU'RE MY GIRL** (Acuff-Rose, BMI)—A smooth, easy rocker written by the boys to follow up their "Gone Gone Gone." Flip: "Don't Let the Whole World Know" (Acuff-Roe, BMI). **Warner Bros. 5600**

**BOBBY GREGG & HIS FRIENDS—THE HULLA-BALOO** (Unart-Rivers Edge, BMI)—Hard rockin' Bo Diddley beat for the fast-steppers to tie in with the pop TV show! Flip: "Charly Ba-Ba" (Unart-Rivers Edge, BMI). **Veep 1207**

## REVIEWED THIS WEEK, 124—LAST WEEK, 112

### GUEST PANELIST OF THE WEEK GERTRUDE KATZMAN

Music Director,  
WNEW Radio, New York

### "THE GREATEST STORY EVER TOLD"

(United Artists, ASCAP)

Ferrante & Teicher  
United Artists 816



Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up. An opportunity is also given the guest to publicize his own or station "Pick of the Week."

**IAN WHITCOMB—THIS SPORTING LIFE** (Burdette, BMI)—With a "House of the Rising Sun" sound this import from Ireland has the earmarks of a smash. Debut record for the 24-year-old Irish lass. Flip: "Fizz" (Burdette, BMI). **Tower 120**

**FOUR TOPS—ASK THE LONELY** (Jobete, BMI)—Strong ballad follow-up to their "Without the One You Love." Flip: "Where Did You Go" (Jobete, BMI). **Motown 1073**

**BUDDY MORROW ORK & CHORUS—THE BOSTELLA** (Rayven, BMI)—New dance craze from Paris. Combination of the Shake, Frug and Twist with a half blues, half flamenco flavor. Dancers collapse in shifts on the floor as part of this wild dance! Producer Manny Kellem rushed this one out with other labels following suit. Flip: "The Bostella . . . Part 2" **Epic 9765**

**THE LOLLIPOPS—BUSY SIGNAL** (Gallico, BMI)—Catchy, clever telephone gimmick backed by a rockin' beat. A left fielder to watch! Flip: "I Want You Back Again" (Fineline, BMI). **RCA Victor 8494**

**GLENN YARBROUGH—BABY THE RAIN MUST FALL** (Screen Gems-Columbia, BMI)—Elmer Bernstein's film title tune which stars Steve McQueen. New pop commercial style for Yarbrough (a former limeliter) and it fits him well. Flip: "I've Been to Town" (In, ASCAP). **RCA Victor 8498**

**ANN BYERS—IF YOU WANT TO KEEP YOUR MAN** (Assembly-Ben Lee, BMI)—Strong blues ballad with a powerful vocal and big string arrangement. Good sound! Flip: "Here I Am" (Assembly-Ben Lee, BMI). **Academy 111**

**RON & MEL—A SHABBY LITTLE HUT** (Picture-Tone, BMI)—Solid beat and teen-pegged lyric produced by young British hit maker, Mickey Most. Flip: "See Your Face" (Hi Count, BMI). **Epic 9761**



## PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 50 chart potential.



## MIDDLE ROAD SPOTLIGHTS

**ARTHUR GODFREY—WALK ON LITTLE BOY** (Montclare, BMI)—Beautiful lyric and melody by Terry Gilkyson and a fine reading by Godfrey. Flip: "This Is All I Ask" (Massey, ASCAP). **Vee Jay 650**

**NANCY AMES — LET TONIGHT LINGER ON** (Harvard-Seventh Avenue, BMI)—Country-flavored ballad is given a fine reading by Nancy backed by a big production arrangement of strings and chorus. Flip: "It Scares Me" (Four Star Television, BMI). **Liberty 55762**

## Album Reviews on Page 64



## COUNTRY & WESTERN SPOTLIGHTS

**SKEETER DAVIS & BOBBY BARE — A DEAR JOHN LETTER** (American, BMI)—Sung by Skeeter with narration by Bobby. Top performances, a natural in material! Flip: "Too Used to Being With You" (Lu-Tal, BMI). **RCA Victor 8496**

**GLEN CAMPBELL—TOMORROW NEVER COMES** (Norma, BMI)—Strong ballad material by Ernest Tubb and Johnny Bond with a fine Campbell vocal. Flip: "It's a Woman's World" (Robbins, ASCAP). **Capitol 5360**

**WEBB PIERCE—LOVING YOU THEN LOSING YOU** (Cedarwood, BMI)—Good rhythm material with fine Pierce performance. Flip: "Let Me Live a Little" (Cedarwood, BMI). **Decca 31737**



## RHYTHM & BLUES SPOTLIGHTS

**JOE HINTON—I WANT A GIRL** (Shapiro-Bernstein, ASCAP)—Bluesy ballad delivered with high pitched soul, and the pop potential "Funny" hit sound is there. Flip: "True Love" (Don, BMI). **Back Beat 545**

**CARLA THOMAS—HOW DO YOU QUIT** (East, BMI)—Soulful, blues number with narrative interlude. Flip: "The Puppet." **Atlantic 2272**

**PAT LUNDY—MAKE IT FOR THE DOOR** (Cotillion-S & A, BMI)—Emotion-packed entry coupled with medium tempo beat. Pop potential. Flip: "Come to Me" (S & A Roosevelt, BMI). **Heidi 108**

## CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

### HOT POP

**WAYNE NEWTON—Red Roses for a Blue Lady** (Mills, ASCAP). **CAPITOL 5366**

**RUBY & THE ROMANTICS—Does He Really Care For Me** (Pamco, BMI). **KAPP 646**

**JUMPIN' GENE SIMMONS—Skinny Minnie** (Valley Brook, ASCAP). **HI 2086**

**THE BLENDILLS—Dance With Me** (Bamboo, BMI). **REPRISE 0340**

**GEORGIE FAME—Yeh, Yeh** (Mongo, BMI). **IMPERIAL 66086**

**THE KITTENS—Shindig** (Pamco, BMI) (2:19). **ABC-PARAMOUNT 10619**

**THE BIRDIES—The Huckle-Buck—65** (United, ASCAP). **CRC 1019**

**THEM—Baby, Please Don't Go** (Leeds, ASCAP). **PARROT 9727**

### MIDDLE ROAD

**McGUIRE SISTERS—I'll Walk Alone** (Morley, ASCAP). **REPRISE 0338**

**LAWRENCE WELK—Apples and Bananas** (Von Tilzer, ASCAP). **DOT 16697**

### COUNTRY & WESTERN

**BILL PHILLIPS—This Kiss Must Last Forever** (American, BMI). **DECCA 31733**



## SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlights only. No listing is printed of records receiving a 3 Star rating or under.

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### KING OF THE ROAD

Roger Miller, Smash 1965

### A CHANGE IS GONNA COME

Sam Cooke, RCA Victor 8486

## ★ REGIONAL BREAKOUTS

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

### I LOVE YOU BABY . . .

Dottie & Ray, LeSage 701 (Cercac, BMI) (New York, Baltimore)

### JUST SAY I LOVE HER . . .

Jimmy Roselli, RIC 148 (Spier, ASCAP) (New York)

### WATUSI '64 . . .

Jay Bentley & the Jet Set, Crescendo 332 (Tamrose, BMI) (Seattle)

### GET OUT . . .

Harold Melvin, Landa 703 (Dandelion-Zigzag, BMI) (Washington)

### LOVE ME . . .

Sonny Knight, Aura 4505 (Robbins, ASCAP) (Houston)

### STRAIN ON MY HEART . . .

Roscoe Shelton, Sims 217 (English, BMI) (New York)

### THE ADDAMS FAMILY . . .

Vic Mizzy, RCA Victor 8477 (FWY, ASCAP) (Seattle)

### I'LL COME RUNNING . . .

Lulu, Parrot 9714 (Mellin, BMI) (Miami)

### FOR YOUR LOVE . . .

Pearlean Gsay, DCP 1125 (Beechwood, BMI) (Washington)

### BABY DON'T GO . . .

Sonny & Cher, Reprise 0309 (Chris-Marc & Ten-East, BMI) (Washington)

### THEN AND ONLY THEN . . .

Connie Smith, RCA Victor 8489 (Moss Rose, BMI) (Houston)

### TERRY . . .

Twinkle, Tollie 9040 (Bernice, BMI) (San Francisco)

### GOLDFINGER . . .

John Barry & His Ork, United Artists 791 (Unart, BMI) (Miami)

### CROSS THE BRAZOS AT WACO . . .

Billy Walker, Columbia 43120 (Painted Desert, BMI) (Dallas-Fort Worth)

### HEY, GOOD LOOKIN' . . .

Bo Diddley, Checker 1098 (Arc, BMI) (Memphis-Nashville)

### THE WITCH . . .

Sonics, Etiquette 11 (Valel, BMI) (Seattle)

### EVERYDAY . . .

Rogues, Columbia 43190 (Peer Int'l, BMI) (Miami)

## NEW ALBUM RELEASES

### ● Continued from page 36

SONS OF BACH—Saar Chamber Orch. (Ristenpart); MG 104, MS 104

CHAPELS OF THE PRINCES—Roger Blanchard Ensemble; MG 105, MS 105

THE 18TH CENTURY FRENCH SYMPHONY—Gerard Cartigny Chamber Orch. MG 106, MS 106

MADRIGALS ACROSS THE CENTURIES—Riverside Chamber Singers; MG 107, MS 107

COUPERIN: CONCERTS ROYAL NO. 6, 10, 14; MG 108, MS 108

MONTEVERDI: SECULAR VOCAL WORKS—Various Artists; MG 109, MS 109

18TH CENTURY CHAMBER MUSIC FOR WIND ENSEMBLE—Various Artists; MG 110, MS 110

FRENCH CHAMBER MUSIC OF THE 18TH CENTURY—Paris Baroque Ensemble; MG 111, MS 111

J. S. BACH: CANATAS NOS. 82 & 159—Saar Chamber Orch. (Ristenpart); MG 112, MS 112

LOEILLET: SONATAS OP. 2/5, 3/1, 4/6; MG 113, MS 113

BUXTEHUDE: 5 CANTATAS—Cambridge Festival Orch.; MG 114, MS 114

MUSIC FOR ROYAL COURTS—Collegium Musicum of Paris (Douatte); MG 115, MS 115

HAYDN: CONCERTOS NOS. 2, 3, 4.—Collegium Musicum of Paris (Douatte); MG 116, MS 116

MOZART: SYMPHONIES NOS. 20 and 23—Prague Chamber Orch.; MG 117, MS 117

18TH CENTURY MUSIC FOR WIND INSTRUMENTS—Vienna Symphony Orch.; MG 118, MS 118

MONDONVILLE: CANTATE DOMINO—Paillard Orch. (Martini); MG 119, MS 119

FANFARES FROM THE 16TH CENTURY TO THE PRESENT—The Brass Ensemble of Paris (Paillard); MG 120, MS 120

### NONESUCH

French Dances of the Renaissance—The Ancient Instrument Ensemble of Paris; H 1036, H 71036

COUPERIN: LES FASTES DE LA GRANDE ET ANCIENNE—Van De Wiele (harpsichord); H 1037, H 71038

TELEMANN: SONATAS IN F MINOR & B MINOR FOR FLUTE & CONTINUO—Rampal (flute); H 1038, H 71038

Ceremonial Music of the French Baroque—Orch. de la Societe des Concerts du Conservatoire; H 1039, H 71039

CHARPENTIER: MUSIC FOR PORT-ROYAL—Instrumental & Vocal Ensemble (Blanchard); H 1040, H 71040

### NOUVELLES

LES CAILLOUX—Ohe! Le Vent; PAM 67.146

ADAMO—Mes 21 Ans; PAM 67.150

TOKI HORVATH—Frenesie Tzigane; PAM 67.151

### PARROT

THE ZOMBIES; PA 61001, PAS 71001

The Best of JOE TEX; PA 61002, PAS 71002

### PHILLIPS

BEETHOVEN: SONATAS FOR PIANO & CELLO—Richter/Rostropovich; PHM 2-520

### RCA CAMDEN

VARIOUS ARTISTS—The Country Stars! The Country Hits; CAS 793

JOHNNIE & JACK—Sing "Poison Love" and Other Country Favorites; CAS 747

EDDY ARNOLD—Country Songs I Love to Sing; CAS 741

JOHN McCORMACK Sings Irish Songs; CAS 407

LIVING VOICES . . . I Don't Hurt Anymore & Other Country Favorites; CAL 860, CAS 860

LIVING STRINGS When Irish Eyes Are Smiling; CAL 859, CAS 859

PERRY COMO—Somebody Loves Me; CAL 858, CAS 858

DON GIBSON—A Blue Million Tears; CAL 852, CAS 852

### RCA RED SEAL

SCHUBERT: PIANO SONATA IN B FLAT—Artur Schnabel; LM 2792, LSC 2792

BELLINI: NORMA—Sutherland; LM 6166, LSC 6166

MORTON GOULD & HIS ORCH.—World War I; LM 2791, LSC 2791

MENOTTI: THE DEATH OF THE BISHOP OF BRINDISI—Boston Symphony Orch. (Leinsdorf); LM 2785, LSC 2785

JUSSI BJOERLING In Concert; LM 2784

RONALD TURINI (Pianist) Various Composers; LM 2779, LSC 2779

ENRICO CARUSO—Caruso in Song; LM 2778

FALLA: SEVEN POPULAR SPANISH SONGS BY VARIOUS COMPOSERS—Shirley Verrett; LSC 2776

PETER PEARS & JULIAN BREAM—Music for Voice & Guitar; LM 2718, LSC 2718

SVIATOSLAV RICHTER—Chopin, Rachmaninoff, Prokofieff, Ravel; LM 2611, LSC 2611

### RCA Victor

ELVIS PRESLEY—A Date With Elvis; LSP 2011

ELVIS PRESLEY—For LP Fans Only; LSP 1990

SOUNDTRACK—The Pleasure Seekers; LOC 1101, LSO 1101

SAM COOKE—Shake; LPM 3367, LSP 3367

AL HIRT—That Honey Horn Sound; LPM 3337, LSP 3337

HANK SNOW—Hank Snow Sings Your Favorite Country Hits; LPM 3317, LSP 3317

NORMAN LUBOFF CHOIR—Blues . . . Right Now!; LPM 3312, LSP 3312

SERGIO FRANCHI—Live at the Coconut Grove; LPM 3310, LSP 3310

KATE SMITH—A Touch of Magic; LPM 3308, LSP 3308

THE ASTRONAUTS—GO . . . Go . . . Go!; LPM 3307, LSP 3307

PETER EVANS—An American in Spain; LPM 3306, LSP 3306

PAUL LAVALLE & THE BAND OF AMERICA—Motion Pictures Themes on the March; LPM 3304, LSP 3304

HANK COCKRAN—Hits From the Heart; LPM 3303, LSP 3303

LORNE GREENE—The Man; LPM 3302, LSP 3302

SI ZENTNER & HIS ORCH.—My Cup of Tea; LPM 2992, LSP 2992

The JIM REEVES Way; LPM 2968, LSP 2968

### RCA VICTOR—MEXICAN

FERNANDO VALADEZ—Mi Cancion Eres Tu; MKL 1604

ANTONIO PRIETO, VOL VIII—MKL 1603

CARMELA REY/AGUSTIN LARA; MKL 1600

LOS TRES ASES—Siempre Junto A Ti, Vol. IX; MKL 1593

GILBERTO VALENZUELA; MKL 1133



Okeh

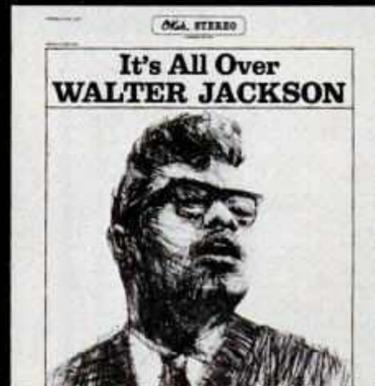
DESTINED FOR TOP 100 STATUS

“Suddenly I’m All Alone”

4-7215

WALTER JACKSON

Now available...his brand new Lp!



OKM 12107/OKS 14107 Stereo

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# JOHNNY TILLOTSON

SINGS

## "ANGEL"

Theme from the new  
**WALT DISNEY**  
Motion Picture

## THOSE CALLOWAYS

SOON  
IN THEATRES EVERYWHERE

## "ANGEL"

Lyric by Jay Livingston  
and Ray Evans

Music by Max Steiner

B/W "LITTLE BOY"

K 13316

A TANRIDGE PRODUCTION



# MGM

RECORDS



# Plough's WJJD to Go Country Format

• Continued from page 3

and Lenny Salidor, Decca; Shelby Singleton, Mercury.

Also on hand were Jimmy Dean, star of ABC-TV's "Jimmy Dean Show," the greatest national exposure medium for country music; Julio Benedetto, producer of the Dean show; Ed Bunker, president of the Radio Advertising Bureau, and Peggy Stone, president of Stone Representatives, station representatives for Plough.

WJJD's program director, Chris Lane, formerly of KAYO, Seattle, was also present.

Krelstein discussed the Chicago programming picture, and noted that Plough had had experience with country program-

ming in other areas, notably Memphis, from 1939 - 1954. Krelstein believes the time is ripe for a big country operation in Chicago, from sign on to sign off.

The switch will be heavily promoted, Krelstein indicated. Plans include a presentation to advertisers throughout the nation via an album which will tell the story of the Chicago operation. Krelstein revealed that Plough plans to spend \$50,000 for ads in Chicago dailies and other media. He also outlined plans to survey the market in order to determine the outstanding country records.

Jimmy Dean, briefly addressing the assemblage, stated: "Country music is a prestige product; it is a most salable commodity; its listeners have great loyalty. It is important to me that WJJD is making this move. It will be great if we can convince a station in New York to do the same."

Krelstein intends to incorporate Dean's remarks into the promotional album.

Lane spoke about the new WJJD sound. He said: "It will be country, and we will bring

## KTVT Kicks Off Weekly C&W TV-er

FORT WORTH—KTVT-TV will feature a 90-minute country-western music show from 7:30 to 9 p.m. each week on Tuesdays. The show, "Country Music Jamboree," will offer three half-hour programs.

They are "Stars of Grand Ole Opry," from 7:30 to 8 p.m., with Grandpa Jones and Dottie West as the first guests; 8 to 8:30 p.m., syndicated filmed country music show starring Jimmy Dean, and 8:30 to 9 p.m., "The Bob Wills Show," produced at KTVT-TV. The other two are made at WSM, Nashville.

The syndicated series featuring Dean were made in Nashville prior to the time he began his current ABC-TV network series on Thursdays.

## KLFF Show Pulls 4,000

SPOKANE, Wash. — Marty Robbins, Tex Ritter, Freddie Hart, Wynn Stewart and the Jimmy Bivins Trio pulled 4,000 paid at Spokane Coliseum Sunday, Jan. 17, in a show sponsored by Station KLFF here.

The station has a Buck Owens show set for the Coliseum in February, and is bringing George Jones to the Eagles Lodge here in March.

## Don Pierce On Biz Trip

NASHVILLE — Don Pierce, president of Starday Records, left here Tuesday (12) for Los Angeles, Honolulu and Tokyo on a business trip.

He will confer with Ray Shevin, Clef Distributors in Los Angeles and with Walter Kurokawa in Honolulu. In Tokyo he will visit the King Record Company, which has released 25 Starday albums in Japan through an arrangement with Decca of London.

Pierce will also transact business with Starday's publishing affiliates in Tokyo. Another Starday executive, Chuck Chellman, vice-president of marketing, is on a Northern sales trip. Starday recently appointed Main Line Distributors as its Cleveland outlet. The firm, an RCA Victor distributor, is headed by Mike Spence. The label has purchased an interest in Sulphur Dell Speedways, a stock car racing syndicate headed by Faron Young.

## YESTERYEAR'S COUNTRY HITS

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

### COUNTRY SINGLES— 5 Years Ago February 1, 1960

1. El Paso, Marty Robbins, Columbia
2. He'll Have to Go, Jim Reeves, RCA Victor
3. Same Old Me, Ray Price, Columbia
4. Riverboat, Faron Young, Capitol
5. No Love Have I, Webb Pierce, Decca
6. There's a Big Wheel, Wilma Lee & Stony Cooper, Hickory
7. Amigo's Guitar, Kitty Wells, Decca
8. Scarlet Ribbons, Browns, RCA Victor
9. Wishful Thinking, Wynn Stewart, Challenge
10. Face to the Wall, Faron Young, Capitol

### COUNTRY SINGLES— 10 Years Ago January 29, 1955

1. Loose Talk, Carl Smith, Columbia
2. More and More, Webb Pierce, Decca
3. Let Me Go, Lover, Hank Snow, RCA Victor
4. If You Ain't Lovin', Faron Young, Capitol
5. I Don't Hurt Anymore, Hank Snow, RCA Victor
6. This Ole House, Stuart Hamblen, RCA Victor
7. Hearts of Stone, Red Foley, Decca
8. New Green Light, Hank Thompson, Capitol
9. This Is the Thanks I Get, Eddy Arnold, RCA Victor
10. One by One, Kitty Wells & Red Foley, Decca

in knowledgeable DJ's." In response to a question, he added that sacred material would be included in the format; that present plans included a song of faith every hour. He intends to emphasize sacred songs with

such artists as the Browns, Jimmie Davis, Tennessee Ernie, etc. Dean said he felt good gospel quartets and acts like the Chuck Wagon Gang were important to the country field.

Lane additionally indicated

the station would work up a list of 50 country tunes for its key programming, plus a single pick and album pick of the week. Lane stated that the play list would reflect dealer sales and listener requests.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/30/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	12	26	28	WHAT I NEED MOST Hugh X. Lewis, Kapp 622	6
2	2	ONCE A DAY Connie Smith, RCA Victor 8416	19	27	32	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	8
3	3	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	10	28	25	MULTIPLY THE HEARTACHES George Jones & Maiba Montgomery, United Artists 784	8
4	6	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	13	29	35	(My Friends Are Gonna Be) STRANGERS Merle Haggard, Tally 179	5
5	4	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	12	30	30	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	24
6	7	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	9	31	31	LESS AND LESS Charlie Louvin, Capitol 5296	8
7	5	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	17	32	33	THEN AND ONLY THEN Connie Smith, RCA Victor 8489	2
8	8	THE RACE IS ON George Jones, United Artists 751	19	33	22	RINGO Lorne Greene, RCA Victor 8444	9
9	12	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	10	34	34	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	21
10	10	THREE A. M. Bill Anderson, Decca 31681	12	35	36	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	11
11	13	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp 617	10	36	44	WHAT MAKES A MAN WANDER? Jan Howard, Decca 31701	3
12	9	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	13	37	49	I'LL WANDER BACK TO YOU Earl Scott, Decca 31693	2
13	11	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	13	38	39	(From Now On All My Friends Are Gonna Be) STRANGERS Roy Drusky, Mercury 72376	3
14	14	I DON'T CARE Buck Owens, Capitol 5240	23	39	26	WHEN IT'S OVER Carl Smith, Columbia 43124	8
15	15	DO-WACKA-DO Roger Miller, Smash 1947	8	40	41	PASS THE BOOZE Ernest Tubbs, Decca 31706	6
16	21	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	9	41	—	LEAST OF ALL George Jones, United Artists 804	1
17	16	THE LUMBERJACK Hal Willis, Sims 207	14	42	—	WALK TALL Faron Young, Mercury 72375	1
18	18	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	17	43	—	A TIGER IN MY TANK Jim Nesbitt, Chart 1165	1
19	19	I'LL REPOSSESS MY HEART Kitty Wells, Decca 31705	6	44	27	MAD Dave Dudley, Mercury 72308	17
20	17	ONE OF THESE DAYS Marty Robbins, Columbia 43134	14	45	47	A TEAR DROPPED BY Jean Shepard, Capitol 5304	4
21	45	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol 5336	2	46	37	DON'T GIVE UP THE SHIP Johnny Wright, Decca 31679	5
22	20	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	12	47	38	A THING CALLED SADNESS Ray Price, Columbia 43162	4
23	23	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	10	48	40	ANNE OF A THOUSAND DAYS Leroy Van Dyke, Mercury 72360	4
24	24	GO CAT GO Norma Jean, RCA Victor 8433	17	49	—	THAT'S WHERE MY MONEY GOES Webb Pierce, Decca 31704	1
25	29	DO WHAT YOU DO DO WELL Ned Miller, Fabor 137	3	50	—	SWEET, SWEET JUDY David Houston, Epic 9746	1

## HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	10	10	11	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	10
2	2	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	26	11	12	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	21
3	3	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	12	12	9	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	18
4	6	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	22	13	13	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	19
5	5	HAVE I TOLD YOU LATELY THAT I LOVE YOU Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	7	14	14	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	16
6	8	THE FABULOUS SOUND OF FLATT & SCRUGGS Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	5	15	19	FAITHFULLY YOURS Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	6
7	7	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	22	16	—	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol T 2209 (M); ST 2209 (S)	1
8	4	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	30	17	15	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	15
9	10	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	22	18	20	TALK OF THE TOWN Dave Dudley, Mercury MG 20970 (M); SR 60970 (S)	2
				19	18	THANK YOU FOR CALLING Billy Walker, Columbia CL 2206 (M); CS 9006 (S)	5
				20	17	THE PICK OF THE COUNTRY Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	4

# NASHVILLE SCENE

By DON LIGHT

Webb Pierce, currently in Hollywood doing television work, is set for featured roles in "Suspense Theater" and "Wagon Train." . . . Ken Nelson in town last week, recording single and album sessions on Sonny James. James is currently riding high on the charts with "You're the Only World I Know."

Bill Denny, president of Cedarwood Publishing Company, has been named "Young Man of the Year" by the Nashville Junior Chamber of Commerce. . . . Mercury Records has announced the promotion of Jerry Kennedy to a&r head of the Nashville office. Kennedy, who has been assistant a&r man, will continue to report to Shelby Singleton. . . . Bill Allen, head of Hermitage Productions, has just completed negotiations to lease a new Roge Martin master to Vee Jay. . . . Si Simon, president of Earl Barton Music, Springfield, Mo., was in Music City last week, recording pretty Della Rae. . . . Bill Brock has just completed a successful engagement at the

Chestnut Inn, Kansas City, Mo. The date was set by Brock's manager, Joe Wright.

Singer Bobby Lewis has an exclusive writers contract with Pamper Music. His first record for United Artist Records was released last week. . . . Slim Williamson, head of Chart Records, was in town last week checking on his Music City office and directing the recording of Chart artist Mike Hight.

## THERE'S REALLY A BILL BOARD

NORFOLK — Billboard's Jerry Platt recently notified all radio stations carrying advertising schedules for Billboard's "World of Country Music" book that a humorous but real problem had come up. It seemed that many people, when ordering their copy of the special edition, were making their checks payable to Bill Board, Mr. Bill Board, et al. Jerry requested, on behalf of the publisher and the bank, that stations make it clear to the layman fan that Billboard is a publishing company and not a fellow named Bill.

At Norfolk's WCMS, Jesse Travers passed along the humorous details of Jerry's note to the Radio Ranch listeners and assured them there was no such cat as Bill Board. Then came the catch! Mr. Bill S. Board phoned WCMS to say he most certainly is alive and kicking. Bill S. Board is executive director of the Virginia Chapter, Arthritis Foundation!



HUBERT LONG (right), of Hubert Long Talent, and Billy Sherrill, Nashville a&r man for Epic Records, congratulate Epic artist David Houston (center) on being voted Billboard's No. 1 most promising male c&w vocalist of 1964. Houston recently signed an exclusive booking contract with the Long office.

## Reeves Pic U. S. Preem Set for March

CINCINNATI — Jamie Uys Film Company, Johannesburg, South Africa, announces that the motion picture musical, "Kimberley Jim," starring the late Jim Reeves, will be released in the U. S. in March. The full-length color picture will be distributed by Embassy Pictures, New York. A soundtrack album containing 12 songs by Jim Reeves has been issued by RCA Victor.

The Blue Boys, who traveled the world with Reeves, have just had their first album release on RCA Victor. The al-

## Sheb Wooley Busy

NASHVILLE—Sheb Wooley has been booked for several TV appearances including the Jimmy Dean show, it was announced here last week by Joe Wright, of the Wright Talent Agency. He is set for nine episodes of "Rawhide" beginning this week, and has also filmed two shows for "Death Valley Days" to be seen during February.

bum, appropriately titled "We Remember Jim," contains many of the songs Reeves made famous over the past 10 years. A single is scheduled to be released from the LP within two weeks. The Blue Boys are set for an extended tour of Texas and the Southwest in February.

ROARING UP THE CHARTS!

## "A TIGER IN MY TANK"

by Jim Nesbitt  
Chart #1165

CHART RECORDS  
905 16th Ave. So.  
Nashville, Tenn.

Penntowne  
Comes Alive  
1965

THE MODERN  
RED CAPS  
'NEVER KISS  
A GOOD MAN  
GOOD-BY'

B/W

'FREE'  
PENNTOWNE  
#101

FOURTEEN YEAR OLD  
ROCKIE  
BROWN  
'WITHOUT  
A  
WARNING'  
PENNTOWNE  
#100

PENNTOWNE  
RECORDS CO.

LENS-PROCTOR  
PRODUCTIONS  
42 S. 15th STREET  
PHILADELPHIA, PA. 19102

IT'S GOTTA BE HIS BIGGEST HIT YET!  
"IT'S GOTTA LAST FOREVER"

BILLY J. KRAMER

#66085



A SUBSIDIARY OF LIBERTY RECORDS, INC.

IMPERIAL on the go for '65!

January 30, 1965, BILLBOARD

# Classical Station Attracts Music Shops as Sponsors

LOS ANGELES — KFAC, the top classical music AM station, is solicited by key record outlets to sell classical wares. Wallichs Music City, the May Company and Penny Owsley Music Company are three major clients selling to the station's strongly loyal audience.

A recent development saw the station expend \$20,000 in FM stereo multiplexing equipment.

Ed Stevens, the station's general manager, says stereo broadcasting is an area which hasn't been tapped to its full potential. He believes stereo broadcasting is a natural vehicle for record manufacturers to use in selling classical product. KFAC had been one of the first stations beaming AM-FM stereo broadcasts. The FM carrier now of-

fers four hours daily of stereo broadcasting, with the "amount increasing steadily."

KFAC shows sponsored by music stores selling classical merchandise are "Call for Classics," Saturday, 1-2 p.m. (Music City); "Curtain Calls," Saturday, 10:30-11 p.m. (May Co.), and "The Luncheon Concert," noon-1 p.m. Monday through Saturday (Penny Owsley Music).

KFAC's current ad rates are \$45 for a one-time spot; \$175 for an hour one time. The station's format allows six commercials per hour.

Stevens programs the station by content first and stereo second. Possessing what it claims is the largest classical library in the world, KFAC's top-rated "Evening Concert" (currently in its 25th year), can never go

completely stereo because of the many titles valued for their initial mono interpretation.

Since the station broadcasts concerts by the Boston Pops, New York Philharmonic and Boston Symphony, Stevens is puzzled why record manufacturer's don't sponsor the time following the concerts to sell LP's by these orchestras.

The general manager feels multiplexing is a "big bonanza" for broadcaster and record manufacturer. KFAC's prime audience is on the AM band where it has the monopoly on classical programming. Much of this audience is in automobiles, an area which FM has yet to scratch. The few FM classical stations in town are not considered competition by KFAC.

# Call Handleman Virtual Monopoly; Probe Urged

• Continued from page 1

(Editor's note: The reference here is to MGM.)

## Charges Monopoly

The letter tells the FTC chairman that "In Detroit, the Handleman Drug Company has achieved a virtual monopoly by acquiring exclusive distribution rights from virtually every major producer of records sold in that market." Exception is product distributed by labels with their own distribution outlets.

The letter lists 40 labels acquired by Handleman in take-over of Arc Distributing, including the Warner line, "which until a few weeks ago was handled by one of the 11 independent distributors in Detroit." Buy of Jay-Kay Distributing brought in 26 labels, including its recently acquired Philips line. Handleman (who started as giant rack operation) also owns American Distributing

in neighboring Cleveland, which has 26 labels, giving the firm "dominant power in the Lakes area."

The letter says: "It would appear that the Detroit-Cleveland situation in record distribution is rapidly reaching a point where no independent distributor can hope to survive. In addition to the economic concentration evidenced by the above, I have received allegations that the Handleman firm is also supplying its own rack jobber subsidiaries throughout the country, giving it almost irresistible powers in bargaining with suppliers."

"Because of the Commission's demonstrated interest in maintaining competitive forces within the record industry, I am sure you will wish to assign the appropriate member of your staff to look fully into these matters." Roosevelt wants the subcommittee kept informed of develop-

ments. He has had assurance from the Federal Trade Commission chairman that the matter will be looked into promptly.

## Sets Wheels in Motion

Roosevelt took the time to set wheels in motion on the probe of complaints, although he is at present fighting a rough political battle as candidate for mayor of Los Angeles.

The Roosevelt letter lists labels distributed by Arc as ABC-Paramount, Ascot, Audio Fidelity, Cameo-Parkway, Chancellor, Coed, Command, Congress, End, Enterprises, Fox, GNP, Gone, Grand Award, Imperial, Impulse, Jamie, Jay Jay, KJB, Kapp, Laurie, Legrand, London Group, MV, Meadowbrook, Motown, Musicor, Original Sound, Parrot, Philles, Reprise, Roulette, Rust, Soft, Starday, Swan, Tollie, United Artists, Hi, Warner.

Labels distributed by Jay Kay are listed as Atlantic, Ava, Charter, Dial, Dot, Fontana, Heidi, Hilltop, Interphon, Kent, MGM, Mercury, Music City, Palmer, Planetary, Regina, Rosemart, Smash, Soma, Stax, Sue, Tower, Vee Jay, Verve World and Philips.

Listed for Handleman's American Distributing are Alector, Ascot, Contemporary, End, Fame, GP, Gee, Gone, Jay Jay, Jell, Joy, Kent, MW, Musicor, Nina, Philips, Roost, Roulette, Select, Soma, Tamla, Tico, United Artists, Vanguard, Vee Jay and Vivid.

In May, 1963, when the Handleman deals were in the making for the new distributorships, industry furor was as great as earlier in the year when the giant rack distributing firm took on its first record distributorship with the MGM line. (Billboard, May 25, 1963). It was another climax in the record marketing picture, where lines were crossing in all functions.

Quoted in the 1963 Billboard story was the prophetic declaration of one distributor: "The day will come when rack jobbers will be able to force manufacturers to sell direct. The only way to prevent Handleman from becoming distributors is for us to become Handlemans!"

13; The Book of Ruth: Chapter 1; First Book of Samuel: Chapters 2 and 31; First Book of the Kings, Chapter 1 and 21; The Book of Job, Chapter 1; The Book of Psalms: 23 Psalms, including the 23d Psalm; The Book of the Prophet Isaiah, Chapter 1; plus the Book of the Prophet Jeremiah (excerpts from the Apocrypha).

A salute to producer Fairbanks, Sir Laurence, director Fiona Bentley, music supervisor Cyril Ornadel, Lord Aberdare for his adaptation and to Mercury Records for enriching the world of recordings with this exalted, comforting and pleasurable package of Divine stories.

DON OVENS

## BEST SELLING CLASSICAL LP'S

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

This Week

### OPERA, VOCAL AND CHORUS

- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonic Orch. Ch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- THE AGE OF BEL CANTO**—Sutherland, Horne, Conrad, London Sym. Cho. and Orch., New Sym. Orch. of London (Bonyng): London (2-12") OSA 1257 (S), A 4257 (M).
- MOZART**—Requiem; Seefried, Tourel, Simoneau, Warfield, N.Y. Phil. (Walter): Columbia ML 5012 (M).
- ROSSINI**—La Cenerentola; Simionato, Bruscantini, Benelli, Montarsolo, Maggio Musicale Fiorentino (De Fabritiis): London (3-12") 1376 (S), 4376 (M).
- BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
- BRITTEN**—War Requiem; Vishneskaya, Pears, Fischer-Dieskau, London Sym. & Cho. (Britten): London (2-12") 1255 (S), 4255 (M).
- DONIZETTI**—Lucia di Lammermoor; Sutherland, Cioni, Merrill, Siepi, Accad. St. Cecilia (Pritchard): London (3-12") 1327 (S), 4355 (M).
- WAGNER**—Die Meistersinger Von Nurnberg; Munich National Theater (Live), Bavarian State Opera Orch. & Chorus (Keilberth): Eurodisc (5-12") (S), (M).
- ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
- HANDEL**—Messiah; Sutherland, Bumbry, McKellar, Ward, London Sym. (Boult): London (3-12") 1329 (S), 4357 (M).

### SYMPHONIC AND ORCHESTRAL

- MOZART**—Sinfonia Concertante in E flat for Violin & Viola; Druian, Skernick, Cleveland Orchestra (Szell): Columbia MS 6625 (S), ML 6025 (M).
- TCHAIKOVSKY**—Nutcracker Suite; N.Y. Phil. (Bernstein): Columbia MS 6193 (S), ML 5593 (M).
- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-10 (M).
- MOZART**—Symphonies Nos. 31 and 34; Philharmonia Orch. (Klemperer): Angel S 36216 (S), 36216 (M).
- TCHAIKOVSKY**—Swan Lake (excerpts); Boston Pops (Fiedler): RCA Victor LSC 2688 (S), LM 2688 (M).
- TCHAIKOVSKY**—1812 Overture; London Fest. Orch., Grenadier Guards Band (Sharples): London 21001 (S).
- STRAUSS**—Symphonia Domestica; Cleveland Orch. (Szell): Columbia MS 6627 (S), ML 6027 (M).
- BEETHOVEN**—Symphony No. 9 in D; Philharmonia Orch. (Karajan): Angel (2-12") 3544 (M).
- TCHAIKOVSKY**—1812 Overture; Minneapolis Sym. (Dorati): Mercury 90054 (S), 50054 (M).
- MAHLER**—Symphony No. 5; Boston Sym. Orch. (Leinsdorf): RCA Victor (2-12") LSC 7031 (S), LM 7031 (M).

### SOLO INSTRUMENT AND CONCERTI

- BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orchestra; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
- THREE FAVORITE SONATAS BY BEETHOVEN**—Serkin: Columbia MS 6481 (S), ML 5881 (M).
- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- BACH**—2 and 3 Part Inventions; Gould: Columbia MS 6622 (S), ML 6022 (M).

### CHAMBER MUSIC

- BACH**—Brandenburg Concerti (6); Philharmonia Orchestra (Klemperer): Angel (2-12") S 3627 (S), 3627 (M).
- VIVALDI**—Concerti for Orchestra; Solisti di Zagreb (Janigro): Bach Guild 70665 (S), 665 (M).
- BRAMMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- FRANCK**—Le Chasseur Maudit, Les Eolides, Les Djinns, Redemption; Ciccolini, Orch. National De Belgique (Cluytens): Angel S 36151 (S), 36151 (M).
- BACH**—Brandenburg Concerti (6); Lucerne Festival Strings (Baumgartner): Archives (2-12") ARC 73156/7 (S), 3156/7 (M).

## NEWS REVIEW

# Mercury's 'Living Bible' A Memorable Achievement

One of the finest achievements in the history of recorded sound is Mercury Records' de luxe 12-LP package, "The Living Bible," as produced by Douglas Fairbanks Jr. This features an extraordinary reading by Sir Lawrence Olivier of the Old Testament. Complimenting the reading is music derived from ancient Hebrew sources, researched and supervised by Cyril Ornadel and magnificently performed by the Zemel Choir and Orchestra conducted by Zeev Amiram and by Shalom Ronli-Riklis.

Each individual LP binder is illustrated with paintings reprinted by permission of various museums and each word spoken by Sir Lawrence is printed to enable the listener to read or follow along.

The dramatic, sensitive readings by Sir Lawrence holds the listener in fascination as he unfolds the story of life. This is a recorded experience never to be forgotten.

Three years in the making in England, the "Living Bible" includes the following Books and Chapters of the Old Testament: The Book of Genesis: Chapters 1, 12, and 37; the Book of Exodus: Chapters 1 and 5; The Book of Judges: Chapters 2 and

# audio/video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## Mercury Adds Two Tape Recorders & Radio-Phono

By RAY BRACK

CHICAGO—A major move into the home electronics market was announced by the Home Entertainment Division of the Mercury Record Corporation last week following a Jan. 9 Division's Sales meeting here.

The division entered the low-cost tape recorder market with two portable, battery-powered units and expanded its phonograph line with the addition of a portable radio-phono combination.

A remap of the division's national sales regions was also announced at the meeting and three of five regional manager appointments were made public.



TR 3300

David B. Monoson, New York City, will head the New England, New York, Pennsylvania and New Jersey territory.

Regional manager for the central and midwestern States



TR 3500

area will be Ronald Klowden. Tom Bonetti will head the West Coast area sales.

"Mercury is planning to become a major force in the home entertainment products indus-

try," declared division sales manager Perry Winokur. "We will no longer be a secondary and limited line, but intend to make Mercury a major and prime line."

**Priced Under \$90**

Both new tape recorders are to carry suggested retail prices under \$90. Model TR 3500, with five-inch-reel capacity, dual motors, capstan drive and two-speed, half-track recording, will sell at about \$89.95.

Model TR 3300, priced at \$59.95 has 3 1/4-inch-reel capacity, boasts many of the features of the higher priced models.

Both machines operate on standard size "D" flashlight cells and the larger model can be operated while being carried.

The third new Mercury product is an all-transistor radio-phonograph unit (Model RP 5000) priced under \$60. Weighing five pounds, it has a revolutionary "separation" design. The radio

will play while attached to or separated from the phono. The turntable will handle all size and speed records and a special cartridge permits play of either mono or stereo records.

**Radio-Phono**

Winokur said the three products represented the vanguard of some 15 items slated for introduction in 1965. There have been reports, as yet unconfirmed, that miniature-type TV sets will be in this group.

Disclosed to the 50 sales representatives attending the Oxford House session was a survey of 1,000 Mercury phonograph owners, the results of which showed, according to Winokur, that only four out of 100 buyers had even the slightest complaint about the product.

Distribution of the three new products began in mid-January through the customary Mercury net.

## ELECTROHOME, LTD.

### Canadian Firm Has Unparalleled U. S. Growth; Sees More Ahead

By NICK BIRO

CHICAGO — The move to new and larger quarters here recently by International Electrohome, Inc., is just one of the outward signs of the success this Canadian-owned firm has enjoyed in the past few years.

Although figures are limited, the Canadian Consulate estimates that Canada is currently shipping close to \$6 million worth of home entertainment equipment into the U. S. and the lion's share of this is done by Electrohome.

Some of the plans of this large Canadian manufacturer of appliances, furniture and electronic equipment reveals its bullish attitude toward the U. S. market.

**Color TV Boom**

Robert Moore, Electrohome vice-president, says that he expects the biggest area of growth to be in color TV. Electrohome already manufactures its own hand-wired, high-performance black and white TV chassis, and expects to build a high-performance color chassis by spring.

The new Electrohome line will include a full selection of 25-inch color TV models plus a

single 21-inch color set. Moore notes that the firm's color chassis will be "traditionally Electrohome—not a derivation from other U. S. sets." The chassis will also be smaller than existing U. S. models, Moore said.

In addition to an expansion of its color line, Electrohome is also adding a string of portable phonographs. The move is being made to "bolster the competitive position of Electrohome dealers," Moore said.

Electrohome is not only the

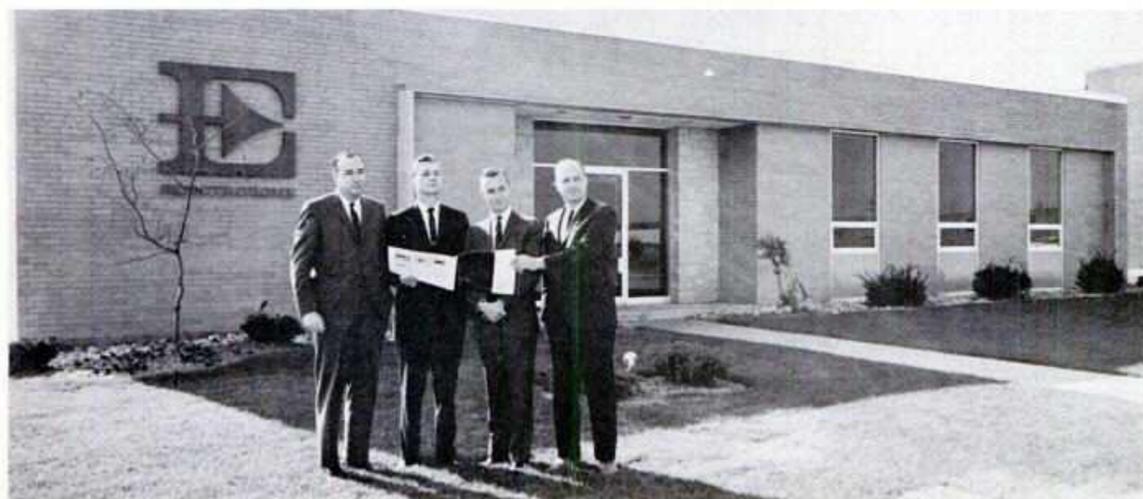
largest selling Canadian manufacturer in the U. S. today, it is very likely the fastest growing one as well.

In both 1961 and 1962, the firm tripled its previous year's volume and in 1963 had a 203 per cent increase. Electrohome now has some 500 franchised dealers handling its products in the 50 States and Moore says the figure will be hiked by about 20 per cent in 1965.

As an incidental piece of information, the Canadian Consul



ELECTROHOME'S entire stereo hi-fi and TV line is on display in the firm's new Elk Grove, Ill., showrooms.



A 300 PER CENT INCREASE in space in two years—that's the major evidence of Electrohome's success in the U. S. Standing in front of the firm's new 22,500-square-foot building in Elk Grove, Ill., are Robert Moore, vice-president; Donald K. Owens, operations manager; Ron Marco, midwestern sales manager; and Ted Collins, eastern sales manager.

reports that Electrohome is the largest Canadian-owned enterprise in the 11-State area serviced by the Consul's Chicago office.

**Department Stores**

The Canadian-based firm sells its products through both TV dealers and music stores but plans to expand its coverage to department stores in the future.

Of the five Canadian firms now selling in the U. S., Electrohome is the only one with independent advertising and service facilities here.

The new quarters, which are three times the size of the former location, give an idea of what's ahead. The Electrohome U. S. nerve-center is a large 22,000-square-foot combination warehouse-office-showroom fa-

cility in suburban Elk Grove.

**Confidence in U. S. Market**

The showrooms alone take up 1,800 square feet and show virtually every one of the firm's phonograph, TV and radio models. Cost is about \$250,000, "an indication," Moore points out, "of the confidence Electrohome has in its U. S. expansion program."

Electrohome's U. S. story starts back in 1958, when Earl Campbell, a Washington, D. C., phonograph dealer saw some of the firm's equipment in Canada.

He wrote for information and found that Electrohome didn't sell across the border. After considerable correspondence between the two, Campbell and Electrohome decided to take a chance with each other.

**Acceptance Encouraging**

Six sets were shipped to Washington, and Campbell proceeded to introduce them to his customers. Acceptance was encouraging enough for him to reorder and for Electrohome to re-ship.

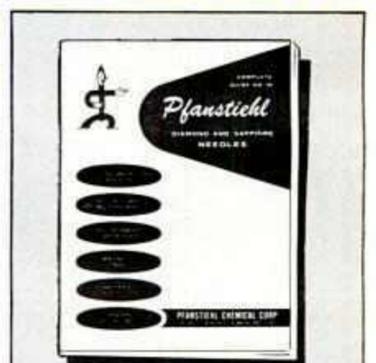
To make a long story short, (Continued on page 46)

## NEW PRODUCTS

### Delmonico Adds 4 New Portables



Newly added to the 1965 Delmonico International line are three monaural and one stereo portable phonographs. Included are model PM-100, a four-speed manual; model PM-200, de luxe four-speed manual; model PMC-300, a four-speed automatic, and model PSC-400, a four-speed, automatic stereo unit. The entries are at open list. The PSC-400 (pictured above) features a concealable extension speaker, "jam-proof" operation, separate volume controls for each channel and automatic shut-off.



The Pfanstiehl needle catalog is cross 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.

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to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

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New York, N. Y., 10036

RECORD SALESMAN, TEN YEARS' EXPERIENCE, solid dealer and jobber contacts, seeks position with reputable firm or dist. Box 158, Billboard, 165 W. 46th St., New York, N. Y. 10036. fe8

WALTER VAUGHAN, LIBERTY Recording artist of "Down on My Knees" fame, available for gospel, pop, TV, club dates and private parties, dances, concerts, programs. Write, wire or call: 6309 Canaan St., Dallas 15, Tex. Phone: HA 8-7867.

SAXOPHONIST, TENOR AVAILABLE. Experienced, read, fake, nice tone. Society, Latin and cut shows. Steady work desired with combo. Contact Ben Rich, 965 Simpson St., Bronx 59, N. Y. Phone: DA 8-9856.

### HELP WANTED

ADD ZEST TO YOUR ROUTINES. Presentations and products with my original comedy lines. Write P. O. Box 161, Bayside 61, N. Y. ja30

WANTED: AN EXPERIENCED PHONOGRAPH Record Man by local Washington, D. C., chain to work in record merchandise and expedite merchandise, control, etc., for stores. Good situation, good future for right man. Please give references and details to Box 155, Billboard, 165 W. 46th St., New York, N. Y. 10036. ja30

WE NEED GOOD SONGS TO PUBLISH. Country, pop, rhythm and blues. Send 7" 45 r.p.m. demos and lead sheets. Blue Banner Music, 1634 3rd St., New Orleans, La. 70130. ja30

MECHANIC WANTED — EXPERIENCED in juke boxes and amusement machine services. Good job, steady work, regular hours. Vacation plan, life and health insurance, reliable company. Please give reference and details in first letter. Write: Billboard, Box 224, 188 W. Randolph, Chicago, Ill. ch

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

NAME ARTISTS LP'S, 65¢ EACH. JOHNNY Cash, Lawrence Welk, Roy Orbison, Jimmy Smith, Nina Simone, Trini Lopez, etc. 20 asst., \$13.95; 100 asst., \$65. Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill. Phone: CA 7-3722. np-mh13

OLDIES, 40¢ EACH! WE HAVE MOST of the best selling oldies at this price. Send for list! Oldies Unlimited, 304 Main St., Hackensack, N. J. 07601. fe8

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FACTOR IS NOW IN THE RECORD pressing business. We give unbelievable quality at unbelievable prices. Small runs are our specialty. Drop us a card for complete details. We'll also tell you about our unusual practice of buying steak dinners for our friends. Think about how a free steak would taste right now—and while you are at it—do drop us a card. Factor, Pawleys Island, S. C. ew-f

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### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female),  
10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip.  
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Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add: Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar. Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.

### DEMONSTRATION RECORD COMPANY

(Our 10th Year)  
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## BUSINESS OPPORTUNITIES

ATTN.: RECORDING COMPANIES. You'll jerk and swim over this new song. It's a new dance. I won't have it long. I'm not crazy or trying to be funny. Let's get together and make some money. Write to: Ted Fryse, 2269 Washington Ave., Norwood 12, Ohio.

## REC. ACCESS. & DEALERS FIXTURES

WANTED — AMPEX EQUIPMENT FOR sound studio. Send complete details in writing to Hal Gordon, 113 Garfield, Evansville, Ind. Phone: HA 5-8195. fe3

## RECORD MANUFACTURERS and RACK JOBBERS

Make Record Departments MORE EFFICIENT, SELL MORE with

"Porcelain" White PLASTIC BROWSER DIVIDERS

by

LE-BO

Permanent, washable. Protects records. Attracts attention! Wide selection of colors adds "prestige" look to depts. Finest quality. LOW PRICES. Write for free Title List.

LE-BO PRODUCTS CO., INC.

33-59 Vernon Blvd.  
Long Island City 6, N. Y.

## MISCELLANEOUS

DEEJAYS! SUBSCRIBE TO THE Jockey Joker, comedy series of one-liners, gags, bits, breaks and sound gags. Sample issue, \$2.50. Show-Biz Comedy Service (Dept. B), 1735 East 26th St., Brooklyn, N. Y. 11229. fe14

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3335 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

500 NAME AND ADDRESS LABELS, in handy pad form, \$1. Free record with each order: A rhythm and blues tune, Cha-Cha. A solid smash by the Nat Story Organ Trio. Story Records, 651 Judson St., Evansville, Ind. 47713. fe28

100% HUMAN HAIR WIGLETS, \$20; 100% full fashion Human Hair Wigs, \$50. All styles and shades. These are factory wholesale prices. Make up to \$100 on wigs. Name your price on wiglets. Send your order to: Pink Puff Wig Salon, 822 Menendez Court, Orlando, Fla. Money back guarantee. ja30

## INTERNATIONAL EXCHANGE

### CANADA

WATCH FOR HUB RECORDS AND THE Callantes with "She'll Be Foolin' You" b/w "I Want to Love You."

### ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. "Beatles for Sale," 14 track album; Rolling Stones' new album, \$6.15 including airmail. Singles, 98 cents. Send 35 cents for catalogs. John Lever, Gold St., Northampton, England. ja15-66

## CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50¢ per insertion.

### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

\_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036. ADVERTISING RATES INTERNATIONAL EXCHANGE Classified: Per line \$1. Minimum 4 lines per insertion. DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

# Canadian Co. in Big U.S. Growth

• Continued from page 45

Campbell became the firm's first franchised U. S. dealer, a relationship that exists to this day. In fact, the Campbell relationship and success story is frequently used by Electrohome in telling its story to prospective outlets.

In 1961 Moore joined Electrohome as U. S. sales chief and that same year the firm showed its line for the first time at the National Association of Music Merchants convention.

### Full Distribution

Acceptance was such that Electrohome immediately decided to set up full national distribution. Salesmen were hired, an organization was built, and in 1962 Electrohome incorporated under its present name as a U. S. subsidiary. (Parent firm is Dominion Electrohome, Ltd.—Canada.)

Although initial distribution was in the Northeast, Electrohome now ships all over the country. The firm's opening wedge was in the high end of the home entertainment line.

Electrohome reasoned that with few exceptions most American firms were afraid of this merchandise. Electrohome's history as a quality furniture manufacturer in Canada ideally suited it for this move.

### Low End

As acceptance at the quality level came, Electrohome saw the need of expanding to lower priced items. Still, however, Electrohome's line is not what you would call bargain merchandise.

Consoles start at \$279 and go up to \$2,000 for a de luxe phono-AM-FM-FM multiplex-tape deck unit with 250 watts of power. TV's start at \$169.95 for a 19-inch portable.

Price, however, doesn't seem to be a consideration. The Electrohome image is definitely one of quality. Its electronic parts are virtually in the component parts class and its cabinetry reflects the firm's reputation as one of Canada's most prestigious furniture makers.

By all present indications, the Electrohome move into the U. S. market should be an even faster moving one in the future.



EXPANDED OFFICE OPERATION in Electrohome's new U. S. headquarters emphasizes speedier, more efficient service to the firm's nationwide network of dealers.



NEW SERVICE AND PARTS DEPARTMENT . . . an important part of Electrohome's U. S. operation.



EXPANDED WAREHOUSE SPACE . . . an assurance of speedier and more efficient delivery.

## Chicago Distributor Sees Equipment Sales Surge

CHICAGO — Jack Nelson, principal in a well-known local bulk vending distributing firm, answered a Billboard business forecast query last week with the prediction that 1965 will see a surge in equipment buying.

He also declared that new types of candy merchandise slated for introduction this year will have a decided impact on the industry.

"The past year was a leveling-off time for operators as far as equipment was concerned," Nelson said. "There was a noticeable slacking-off during the last quarter. But I look for a real move toward equipment buying this year, and the way business has been so far, this could be a banner year."

### New Machines

Nelson pointed to the planned introduction of several new vender models by various manu-



JACK NELSON: Banner Year

facturers in coming months.

"This new equipment is the best ever," he asserted. "These items have the best appearance, the finest facilities for display and greatly improved mechanical features. They'll greatly appeal to the equipment buyer."

The introduction of diversified candy products, Nelson

said, could be one of the most significant developments in the business during 1965.

### Candy Alternative

"Some locations do not want gum machines," he explained. "Candy products may well provide the alternative needed to sell these sites." He added that candy venders will give operators opportunity to place additional equipment in existing locations.

Great impetus in the capsule field, the Logan Distributing executive offered, will undoubtedly be afforded during the year by the new 5-and-10-cent items.

Another development during 1965, he predicted, would be the inclusion of displays on all machines.

### More Displays

"Operators have discovered the great difference in profits that displays make," he said, "and this year should see nearly all operators going the display route."

All factors considered, Nelson is of the opinion that a profit hike of as much as 25 per cent is likely to be experienced by many bulk vending businessmen this year.

## Penny King Re-Mixes Mix; Adds New Charms to Line

PITTSBURGH—Penny King has added three new items to its list of "Featured Charms" and has given a face-lifting to its old-line "Blue Chip" nickel capsule mix.

The new feature items are:

## Smith-Regal Clicks With Shrink Pack

CHARLOTTE, N. C. — A plastic heat-shrink process for dressing up charm display fronts is reaping plus sales for Lee Smith and Jack Thompson of Smith-Regal here.

The pair use an electric heater device which accommodates four styrofoam fronts at a time, shrinks the plastic film around the charms (even those with hair and fur), leaving them permanently upright and glistening.

According to Smith, the fronts are much more durable in the field after the heat-shrink process firms all charms in place.

False teeth at \$2.75 per bag of 500; rocking chairs, \$2.49 per bag of 500, and skeleton in coffin, \$1.99 per bag of 500. Display fronts on all three items are 25 cents extra.

The Blue Chip capsule mix now includes such items as: compass with fob, good luck horse shoe rings, heart-stone locket, rubber skeleton hands, plated animals, stone rings, mouse pin, rubber "cut" finger, magnifying glass and nail through finger.

Blue chip comes in bags of 250 with free display front at \$5 per bag. Extra fronts are 40 cents each. Penny King is also closing out its #58 5-cent capsule mix at \$5 per bag. This contains such items as chenille animal brooch, creatures from outer space with hair, sitting troll brooch with hair and standing troll with hair.

## NAMA Skeds Spring Meets

CHICAGO — Eleven Saturday management conferences in conjunction with the annual meetings of nine NAMA State Councils have been arranged, reported NAMA President J. Richard Howard last week.

Special emphasis in the spring meetings will be laid on "management efficiency for the medium-size and small operator," Howard said.

The schedule:

March 20, Hartford, Conn.; March 27, Minneapolis; April 3, Atlanta; April 10, Baltimore; April 24, Portland, Ore.; May 1, Oklahoma City; May 8, Chicago; May 15, Memphis; May 22, Stroudsburg, Pa.; June 5, Anaheim, Calif.; June 12, Milwaukee.

## Trade on Toes in Southeast; Headed for Another Good Year

By RAY BRACK

ATLANTA — Bulk vending businessmen here in the great Southeast, where economic indexes point to steadily increasing prosperity, are wielding new equipment, aggressive location sales and extensive use of sponsorship programs in what promises to be a solid profit year.

"Operators are on their toes hereabouts," observed H. B. Hutchinson, veteran bulk vending distributor here. And the alertness and acumen of the venders, Hutchinson said, is evidenced in three areas.

First, in new equipment, he said, area operators are showing great initiative. "Most companies are upgrading their routes. And during the year the manufacturers are going to be delivering many new vender models featuring finer appearance, better display design and improved mechanisms."

On the subject of locations, another area in which regional businessmen evince a progressive spirit, Hutchinson said: "There are few big food market chains and discount stores that have not been sold in this area. This is in addition to the more traditional locations."

Sponsorship, Hutchinson said, is also recognized by the trade as having great worth in expanding routes.

Two sponsorship programs are in operation in the region. One is the Retarded Children's program which channels a percentage of the gross from certain machines to State and national agencies. Each machine is clearly identified as located under the program.

The second program, started a year ago, benefits the American Council of the Blind. Under the franchise, a fee is added to the retail price of gum purchased from a major manufacturer. The manufacturer turns over the franchise fee to the ACB na-



H. B. HUTCHINSON JR.: Trade on the upgrade

tional and State agencies.

All gum vended under the program is imprinted with the initials "ACB" and each machine is similarly identified. The program is handled by Blind Sponsored Enterprises in Atlanta.

"There is no doubt that these sponsorship programs are valuable in acquiring new locations—but the operator must go after the right type locations. These are," Hutchinson said, "office buildings, industrial plants, nice restaurants and motels."

The local chapters of agencies benefiting from sponsorship programs can be of help in selling these locations, Hutchinson said, and he would like to see more effort in this area.

Little in the way of threatening legislation looms in the region during 1965, Hutchinson said, except in isolated local instances. Some small towns, for example, impose an across-the-board vending machine tax—sometimes as much as \$5 per machine—on 1-cent peanut venders along with 50-cent food machines.

## POOR NIGHT'S WORK AT LAUNDROMAT

MANCHESTER, N. H. — During a burglary spree at six laundromats here on the same night, thieves not only looted the money-changers at the establishments but grabbed the cash from other vending machines on the premises. The other machines were soft drink venders. However, slightly more than \$30 was stolen in all the breaks—a poor night's pay for such a hazardous occupation.

**J. SCHOENBACH**  
Distributor for  
Oak Manufacturing Co., Inc.  
715 LINCOLN PLACE  
BROOKLYN 16, N. Y.  
PResident 2-2900  
PHONE or WRITE FOR PRICES

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....  
Fill in coupon, clip and mail to:  
**BITTERMAN & SON**  
Member National Vending Machine Distributors, Inc.  
4711 E. 27th St., Kansas City 27, Mo.  
Phone: WA 3-3900  
We handle complete line of machines, parts & supplies.

**VICTOR'S NEW TOPPER "66"**  
Now Vends Capsules **\$15.50** ea.  
LOW, LOW PRICE  
The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.  
**NEW CASH BOX**  
Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.  
**NEW VICTOR CAPSULES**  
Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.  
"V-1" Capsules .....\$ 4.50 per M (5M lots)  
"V-1" Capsules .....\$ 8.00 per M (5M lots)  
"V-2" Capsules .....\$13.50 per M (2M lots)  
Write, Wire or Phone  
**H. B. HUTCHINSON, JR.**  
Southeast Distributor for Victor  
1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....  
Fill in coupon, clip and mail to:  
**KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302  
We handle complete line of machines, parts & supplies.

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

## 38-YEAR VETERAN

# Jack Schoenbach Calls It Quits; Hands Over Reins to Son-in-Law

By AARON STERNFIELD

BROOKLYN—After 38 years in the bulk vending business, Jack Schoenbach, Brooklyn distributor, has decided to call it quits. Schoenbach, who will soon be 69, is turning the reins of business over to his son-in-law, Irwin Nable.

The dean of the New York area distributors will devote most of his time to the arts—

continuing his philosophy course at the Brooklyn Jewish Center, enrolling in a painting course, and keeping up with his classical music studies.

Schoenbach's career in bulk vending began in 1918 when he operated peanut machines while a civil engineering student at New York's Cooper Union.

### Good Old Days

By the time he got his degree, he had some 200 nut machines on location and was earning a pretty fair living. Profits were pretty good then—it cost 60 cents to fill a globe with nuts, with each empty yielding about \$3.

When Schoenbach got his degree—with an interruption for World War I naval officer candidate service—he decided to chuck civil engineering and make a career of bulk vending.

Concentrating on prime locations and building the operation slowly, Schoenbach had 1,800 nut machines in New York by 1930. He was the first New York operator to use pistachio nuts.

### Sells Route.

In 1940, Schoenbach sold his route to become New York distributor for the Advance Company, bulk machine manufacturer. He kept adding lines and currently represents Oak, Harmon, Hilsom, Chatillon, Leaf and various charm manufacturers.

Schoenbach is a member of the National Vendors Association, the National Coin Machine

Distributors Association, the New York Bulk Vendors Association and the Jewish War Veterans. He is also active in the United Jewish Appeal.

Irwin Nable, who takes over the management of the firm this week, is no stranger to the industry. He has been with Schoenbach for 15 years and has been general manager for the last decade.

Nable plans to continue with the policies of his father-in-law, but he intends to step up assistance given operators in point-of-purchase materials.

The new head of the Schoenbach Company has two boys, 14 and 10, and is youth-minded. He's active in the Boy Scout movement, serves on the East Meadow (L. I.) Boy Scout Committee, and is a member of the Jewish Council on Scouting.

Nable is a graduate of the University of Maryland where he attended the college of agriculture.



JACK SCHOENBACH, left, retiring from the bulk vending industry after 47 years, is turning the managerial reins of his Brooklyn distributorship to his son-in-law, Irwin Nable, right.

## NAMA Show Committee Named, Meets

CHICAGO — The newly named Trade Show Advisory Committee of the National Automatic Merchandising Association met here last week under chairman Marvin L. Pierson of National Vendors.

The group discussed policies for the NAMA annual and Western trade shows.

Other members of the committee are Marvin Asch, Austin Biscuit Company; Robert Briether, Seeburg; John Brookes, Vendo; Robert Bruder, Atherton-Bruder; Dave Collings, Coca-Cola; J. B. Cooper, Royal Crown Cola.

Tom Drohan, Lily-Tulip Cup; Ed Finneran, Pepsi-Cola; George Hopf, Rudd-Melikian; David Howle, Rock-Ola Manufacturing; Fred Kuekes, Payne Products; John Lanagan, Standard Change-Makers.

James Newlander, Rowe AC Manufacturing; Ed Nieman, Dean Foods; Ed Primus, P. Lorillard; George Rausch, Mason Candies, and R. R. Saloman, CONEX.

## Moss Conducts Vend Classes

DES MOINES — Trouble shooting instruction classes on the Seeburg cold drink machines were held at the Philip Moss & Company headquarters here on January 5 and on January 7 at the firm's branch in Omaha, Neb.

## Memphis Cig. Sales Zoom

MEMPHIS—Sale of cigarettes, which were lagging considerably during the summer, made a big comeback in the last quarter, City Commissioner James W. Moore reported last week.

The city has a 1-cent-per-pack tax on cigarettes.

Moore said collections were lagging by more than \$20,000 for the city as late as Sept. 1 but

## Penny King Pushes Rings

PITTSBURGH—A big promotion on rings is being launched by Penny King and Company here. Over 30 different series priced from \$5 per 1,000 are being shown. All are packed in plastic bags and come with free foam machine display fronts.

Vacuum plated jewel rings featuring such stones as moon fire, diamond, pearl and sweet-heart are \$4.60 per bag of 500. A color-plated ring mix comes at \$2.49 per bag of 500. At \$5 per 1,000 (in quantities of 5,000 or more) are such ring series as head and space rings, cowboy and Indian rings, "Kiss-

in' rings," friendship rings, wedding bands for "Him" and "Her."

Among the higher-priced items are Warner Brothers' Tarzan and Tom and Jerry flicker rings at \$13.50 per 1,000 and compass rings at \$15 per 1,000.



**VICTOR'S NEW TOPPER '66'**  
**\$15.50**  
Now Vends Capsules

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

**NEW CASH BOX.** Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

**NEW VICTOR CAPSULES.** Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules . . . \$ 4.50 per M (5M Lots)  
"V-1" Capsules \$ 8.00 per M (5M Lots)  
"V-2" Capsules \$13.50 per M (2M Lots)

**Styrofoam Display Front** (without merchandise) for new Victor Topper "66." Ea. . . . . \$1.10

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## VENDING THIEF GETS HELP

SAN ANTONIO — Police were told that the manager of a terminal market here unknowingly helped a woman steal three vending machines valued at \$70. L. C. Adams, owner of the Adams Vending Machine Company, told officers he went to the Produce Terminal Market where the machines had been in the lobby. He said the manager told him a woman came to the market and asked for the machines last month. He said the manager told him he helped the woman, who said she was manager of the vending machine company, load the machines into her car.

## Announcing the first and newest NORTHWESTERN

Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

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N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	6.50
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	18.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	\$.73
Pistachio Nuts, Jumbo Queen, White	.66
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.48
Hershey's Chocolate, 200 ct.	1.30

Minimum order, 25 Boxes, assorted.

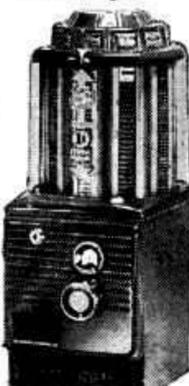
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You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



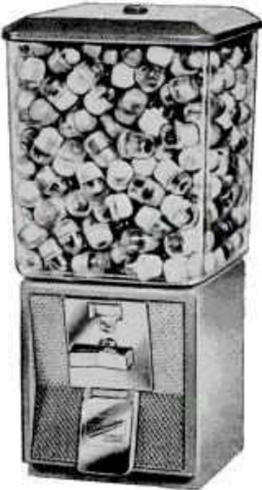
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**Memphis Cig. Sales Zoom**

MEMPHIS—Sale of cigarettes, which were lagging considerably during the summer, made a big comeback in the last quarter, City Commissioner James W. Moore reported last week.

The city has a 1-cent-per-pack tax on cigarettes.

Moore said collections were lagging by more than \$20,000 for the city as late as Sept. 1 but

sales took a sudden spurt in the latter months.

Collections for 1964 were \$618,661, meaning total sales were \$61,866,100. Collections for 1963 were \$619,548, less than \$1,000 more.

Moore said he believed 1965 would produce considerably more tax than in 1963 and 1964.

# COIN MACHINE news

## The Changing Location -- A Challenge



CLASSIC URBAN RENEWAL EXAMPLE is the development of the site for the Lincoln Center for the Performing Arts in New York. The unshaded portion of this aerial photo shows the site just prior to demolition. It included 17 bars, each with a coin-operated phonograph. At one time there were 28 such operating locations in the area.

### SITES: A STUDY

## New York City Businessmen Take Urban Renewal in Stride

NEW YORK—The popular conception that urban renewal is bad for the operator of coin machines isn't swallowed by all New York operators. While it is true that neighborhood bars disappear when tenement buildings are torn down, too often the operator fails to contact the developer to find out what kinds of locations might be rented in the new modern buildings subsequently constructed. Accordingly, new locations are frequently overlooked while the operator bemoans a shrinking market, insofar as locations are concerned.

### HOTEL PEOPLE SEEK COINMEN

NEW YORK — A consumer panel advised 900 hotel and motel operators at the recent convention of the American Hotel and Motel Association here that hostleries provide coin-operated vending and amusement equipment for patrons on an increased scale.

The equipment, the panel explained, would fill a need for travelers who register or check out during hours when service and entertainment establishments are not open.

Operators interested in that market can obtain information from the Travel Research Association, 757 Third Avenue, New York City.

The population explosion as viewed by many businessmen can only lead to more locations. Coin machine business opportunities will grow in proportion to the mushrooming population, progressive coinmen believe, but the new locations must be aggressively sought, sold, serviced and kept sold.

Our growing population means more adults, young adults, teen-agers and elderly folk with leisure time, and energetic coin machine businessmen will lure these groups to the phono and game sites for amusement.

Adult purchases of phonograph albums represents a great share of the record market which has grown from \$48 million in 1940 to \$521 million in 1960 and will reach an estimated \$800 million by 1966. Don't these people also want to hear music when they go out "for an evening" as well as listen to music when they are home? Don't restaurants, small clubs, taverns and cocktail lounges still provide good locations for juke boxes? Many businessmen are finding that they do.

Thousands of expanding college campuses are gaining the notice of alert operators as potential markets for automatic amusements.

And while babies are not yet prospects to play a juke box or an amusement game, operators are overlooking another part of the population, the elderly and retired people. More and more

facilities are being built for them, from apartments in cities to housing developments in suburban areas, in the country, near beaches and in all kinds of climates. Recreation facilities are usually found very close to such housing facilities; are often

*(Continued on page 58)*



AFTER: This aerial photograph shows Lincoln Center under construction, the old operating sites apparently lost. What the photo doesn't show, however, are the hundreds of new potential operating locations attracted to the vicinity by the redevelopment project.

### EDITORIAL

## Sites—A Problem

Tell the average operator that the tavern is the most popular location for coin-operated equipment, and he's apt to shrug and say, "so what else is new?" Tell the same operator that he's slowly losing tavern locations because of such things as urban development and a population swing to the suburbs, and he's equally blasé—he's known this for years.

But ask him what if anything he or anyone else has done about this, and you're apt to get some blank stares. Just about everybody knows that the number of tavern locations is decreasing, but hardly anybody has given much thought to what operators should do to find replacements.

Hardly anybody, that is, except perhaps a handful of manufacturers—a handful of distributors who have talked about it with operators—and a handful or maybe more of operators who have actually gone out, researched the problem and come up with some answers.

In this issue, Billboard presents a study of the entire subject of location diversification. Just what is urban renewal? How much has it affected business in such prime markets as Chicago and New York? And how about the actual location? Besides the traditional tavern, where can the operator go to find new customers? One of the industry's Thinking Men is Samuel Wolberg, head of Chicago Dynamic Industries, producers of the Chicago Coin line of amusement game equipment. His thoughts on the subject are revealing. So are those of other industry leaders, to be revealed in subsequent issues.

The problem of getting new locations is one of the most important in the business today. Here's the first of a two-part series examining that problem in depth.

## Manufacturer Eyes New Location Sites

By RAY BRACK

CHICAGO—In relation to the recurring complaint from amusement game businessmen about a static location situation, the observations of Chicago Coin President Samuel Wolberg in a recent Billboard interview carry much significance.

In addition to issuing an industry-arousing proposal for

trade co-operation in the legislative field (Billboard, Dec. 26), the veteran manufacturer and onetime operator spoke at length on what he termed, "Diversification of locations for coin-operated amusement machines."

### Historically Speaking

Looking at the business historically, Wolberg declared, *(Continued on page 59)*

# ATE Show Draws 65 Firms

By **FRED CHANDLER**

**LONDON**—The 21st Amusement Trades Exhibition opened here this week for a three-day run, Jan. 26-28. The biggest show in the business, it once again opens with jockeying for space allotments. Many of the larger coin companies with multiple stands will oust the smaller firms, evoking some angry murmurings.

Organizer Jack Singleton told

me that little could be done to rectify matters with the show in its present state, although he has extended the space areas this year by taking space on the third floor of the Royal Horticultural Hall. Some interesting statements are to be made shortly regarding developments and venues for future shows.

Although the number of exhibitors is not up on last year's show, 65 companies are attending, and great attendance from overseas is expected, with steps being taken to provide maximum information for foreign visitors.

**Quick-Change Machines**  
Coinmen have been concentrating on the new law limiting payouts. Due for enforcement here in October next, the law has led to redesigned ma-

chines by some companies, enabling quick change of mechanisms to conform to the new legislation.

Ruffler and Walker will be showing one such machine, the Sega Royal, which at present has two and four payouts plus special awards. Conversion is simple and quick to limit payouts to the equivalent of 70 cents later this year.

On their large 10-section stand also will be the latest Rock-Ola machine, the elaborate Princess Royal, featuring 100 selections of 33 1/3 and 45 r.p.m., LP and EP, mono and stereo discs. Wall controls also are available.

Rock-Ola's specialized attraction panels for their line of fruit machines include displays of the House of Commons, for political

club locations; 19th Hole, for golf clubs, and a Legionnaire, for British Legion and similar societies.

In one of the third-floor Floral Rooms will be Symplay, Ltd., who recently opened new Scottish showrooms at Edinburgh and have been appointed Scottish agents for the Jennings and Keeley machines. They will be introducing the Bergman S 100 Luxus juke box with 100 selections and pay slots for 7, 14 and 28 cents.

**Jupiter Juke**

Phonographic Equipment, Ltd., is another firm with one of the larger stands. They have secured eight areas, providing them with a most convenient island site. Highlight will be the  
*(Continued on page 59)*

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**TO 'ADVANCE HUMANITY'**

## Germany to Conduct Continent's First Trade Show This Fall

By **OMER ANDERSON**

**HAMBURG** — West Germany's coin machine trade plans a major step this year toward

establishing coin machines as a major and separate German industry by holding this country's first coin machine exhibition here in the early autumn. The place will be the Hall of Nations in the city's horticultural park.

The exhibition will be confined to coin machines, and exhibitors will be restricted to members of German coin machine trade organizations. The exhibition will be a trade fair intended to promote the interests of the exhibitors as a whole, and to upgrade the prestige of the German coin machine trade with the public.

A floral setting has been deliberately chosen to accent the esthetic aspects of coin machine manufacture, distribution and operation. The theme of the showing will state that coin machines help advance humanity by providing wholesome relaxation and constructive amusement.

Participating firms have opted

to prescribe competition and rivalry. Rather, exhibiting firms will seek to emphasize their togetherness in catering to the wholesome enjoyment of the abundant leisure resulting from automation.

The Hall of Nation's floral backdrop will provide the "gracious living" theme of the exhibition. All stands will have a uniform appearance, this to curb competition. Hamburg's port has provided the stimulus for the fair's slogan: "We're All in the Same Boat—So Let's Pull Together."

Sponsors of the fair are seeking to provide an atmosphere of "subdued elegance," an atmosphere which will equate coin machines with "well-bred enjoyment of the fruits of modern society."

Principal significance of the fair is that it, in fact, marks the achievement of a notable degree of trade harmony and unity.  
*(Continued on page 59)*

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# W. German Ops See 1965 Best Year Ever

By OMER ANDERSON

COLOGNE — West German operators look for 1965 to be the German trade's best year yet, and the first weeks of January have fulfilled this prognosis.

Collections across Germany have been substantially higher in the first part of January than for the same period in any year since the war.

Karl-Meinz Goldschmidt, an operator in Munich, summarized the German trade consensus:

#### Record Prosperity

"This is going to be our biggest year yet. The country is having record prosperity, and there is more interest in phonographs and games than ever before—mainly because people have more leisure and more money. It's going to be a terrific year."

In Stuttgart, Inno Becker, a veteran operator, agreed, "It looks like a great year. The first weeks of January have been tremendous. I intend to buy more equipment this year than ever before in any single year."

Operators advance these reasons for their optimism:

- Germany has record prosperity, and Chancellor Ludwig Erhard says conditions will be even better this year.
- As noted by Goldschmidt, German wages are at peak levels and working hours are being cut constantly.
- Germany has nearly a million foreign workers who are becoming coin machine enthusiasts.
- German equipment is better and more sophisticated than ever before. German manufacturers are turning out quality product, and there is more U. S.

equipment available on the German market than ever before.

#### Fewer Ops

Various subsidiary factors will boost the German trade this year. German operators are developing more sophisticated operating patterns in the U. S. manner. This means that the number of operators (presently around 3,500) is shrinking con-

tinually but the size of their establishments—number of machines in operation—is increasing.

Operators are automating, and radio service cars are no longer a novelty.

Moreover, the public image of the coin machine operator has never been better in Germany. Increasingly, the operator

is looked up to in his community as a solid citizen and community pillar. The trade is no longer inundated with editorial attacks, and even the mildly controversial payout machines have ceased to be the focus of spurious newspaper crusading.

All of this reflects the fact that Germany has never had

(Continued)

## New Trade Association Planned for Upper N. Y.

TUPPER LAKE, N. Y. — Adirondack Mountain area operators have taken the first step in the organization of a regional coin machine business association.

Jack LaHarte, Saranac Lake, and Duke Huntington, Lake Placid, last week summoned operator colleagues to this resort area to discuss national and local legislative problems, and the discussion led to tentative plans for a regional trade association.

Invited to the meeting was Mrs. Millie McCarthy, president of the New York State Operators Guild, who discussed prospects for the introduction into the New York State Legislature of an amusement machine licensing bill. Such a bill was passed last year but vetoed by Governor Rockefeller.

Mrs. McCarthy also explained how the State Liquor Authority alterations bill affects coin machine placements, commented on the latest federal attempt to remove the performance royalty payment exemption granted to juke boxes. The bill has been introduced by Rep. Emanuel Celler (D., N. Y.) in the current session of Congress.

The proposed Adirondack Regional Operator's Guild would be organized within the framework of the State organization. LaHarte said notices of an or-



MILLIE MCCARTHY:  
Business Briefing

ganization meeting will be sent to operators shortly.

Among the operators present were Tom Oddy, Lake Placid; Lyman Lawrence and Frank Pebbles, Watertown; Al Martin and William Hardy, Malone, and Henry Genter, Brownsville; Charles Daggett and Henry Knoblauch, Glens Falls; Mr. and Mrs. Paul Brock, Whitehall, and Jack Driscoll, Avon.

Distributors represented were Bob Catlin, Bilotta Enterprises, Albany; Joe Hoffman and Max Dozeretz, Sheldon Sales, Buffalo, and Doc Burdick, Jack Shawcross and Joe Germaine, Rex-Bilotta, Syracuse.

## Curtain Begins to Fall On Italian Pin Games

ROME—Both houses of the Italian Parliament now have before them projected laws which would outlaw pinball games from use in private clubs as well as in public places from which they have been barred since 1959 despite a Constitutional Court decision in 1963 which held they were not gambling devices.

Although the games provided more than one billion lire (\$1,600,000) in tax revenue at their height between 1956 and 1959, they came under attack from theater owners and others who felt they were depriving theatrical amusements of sources of revenue. Now that SAPAR, coin machine organization, has joined with AGIS, cinema operators' group, the primary opposition is gone after the damage has been done.

Opposition to the proposed

law argues that there are still about 10,000 people employed in the industry which furnishes the games for clubs, parish houses and workmen's circles although the number of distributors has declined materially. The new laws have been fanned by recent disclosures that "pseudo" clubs have been luring non-members to gaming rooms under cover of legitimacy for all games, including "slot" machines.

Italy's leading newspaper, Il Corriere Della Sera, commenting on the proposed law, does not take a stand but asks for legislation which will be clear so that there will be no varied interpretations of the new law as there was of the old. But the newspaper seems to feel that the law will pass, because it heads its article, "The Curtain Begins to Fall on 30,000 Pinball Machines."

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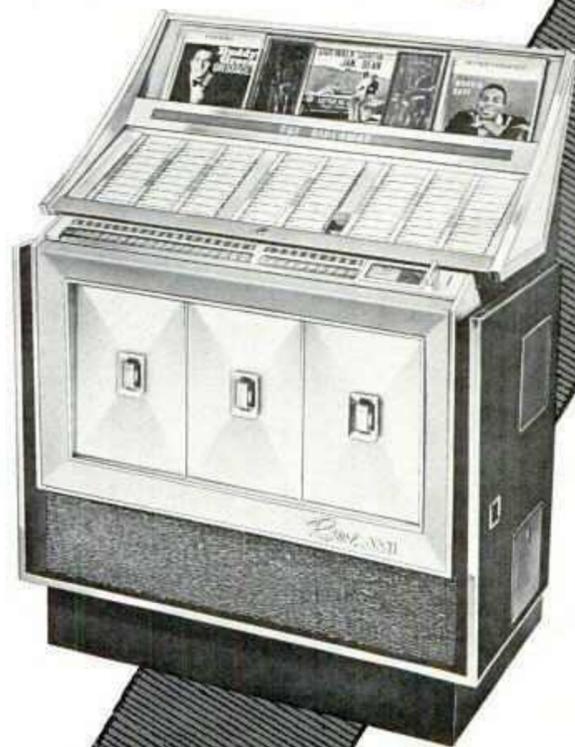
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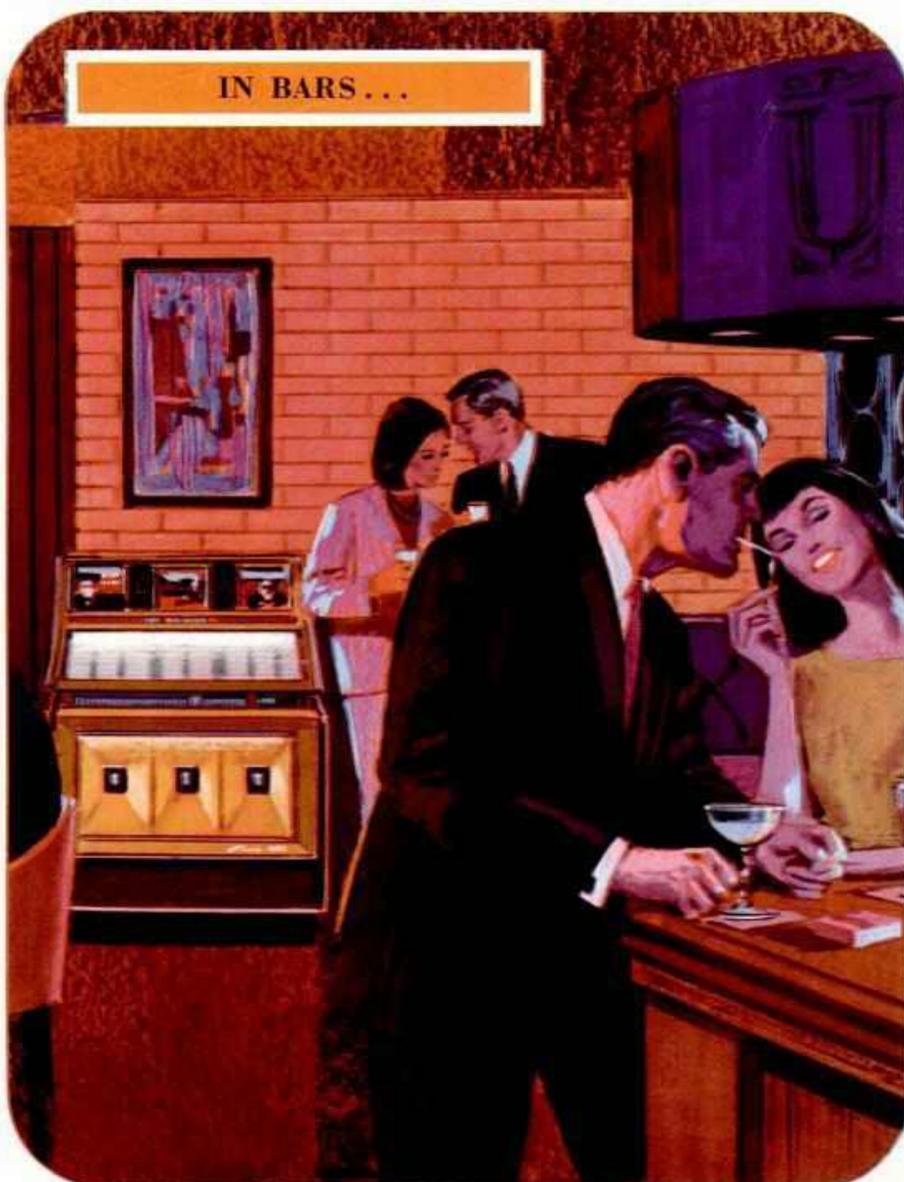


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## EUROPEAN NEWS BRIEFS

### Se Habla Espanol

DUESSELDORF—"Se Habla Espanol!"

This sign is appearing in more and more German locations, as operators cater to the tens of thousands of Spanish "guest workers" imported into this country to meet the severe German labor shortage.

It is estimated that there are now around 200,000 Spaniards working in West Germany under special three-year labor contracts. They are part of a so-called "guest labor force" of around one million, including Italians, Greeks, Turks and Portuguese.

The Spaniards have become ardent coin machine patrons, and many Ruhr locations now receive the bulk of their patronage from Spanish workers in the area.

Operators, in turn, are trying to learn Spanish to encourage Spanish patronage, or are hiring Spanish-speaking personnel.

### Swedish Westerns

STOCKHOLM — Sweden's cinema juke boxes are thriving on a film fare of Westerns.

Presumably because the film juke boxes substitute in a large area of the country for non-existent movie houses, films with Western themes are bringing the largest collections.

This is true for Scopitone, the leader in Sweden, and also for Cinebox. Some operators are urging the production of so-called "Westernettes," Western films which would parody TV's good-guy-wins-over-bad-guy themes with a strong musical background.

Swedish operators report that the film juke boxes are having phenomenal success in certain rural areas, cut off from all other entertainment.

### W. German Ops

• Continued

such sophisticated and alert operators as now dominate this country's trade. This fact is mirrored by the president of the Central Organization of German Coin Machine Operators (ZOA), Hasso Loeffler, himself the son of a pioneer German operator.

Loeffler believes that statesmanship need not be the exclusive preserve of diplomats and foreign offices but also can be practiced by businessmen. Under his leadership, German operators are being encouraged to engage in self-examination and to begin the analysis of trade problems by asking what they are doing wrong.

Loeffler currently is demanding freer and franker discussion of trade problems. He says the trade should operate on the premise it is wrong or at fault on trade issues until proved otherwise.

This enlightened attitude has buoyed the entire trade, although it has ruffled some members of the manufacturing and wholesale branches whom Loeffler has placed under scrutiny.

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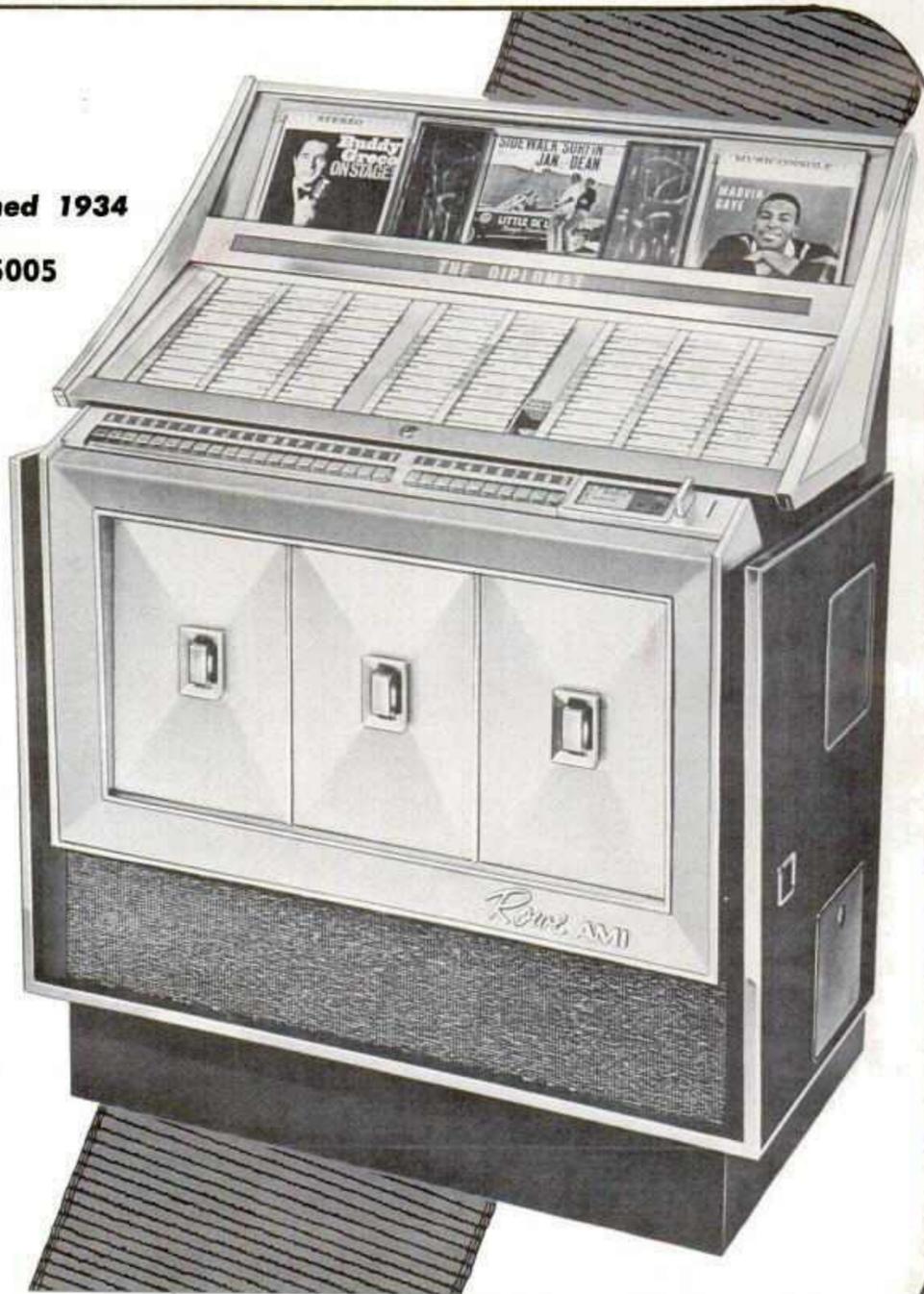
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A.T.E. CONVENTION ATTENDEES  
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HORTICULTURAL HALL in LONDON  
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3rd ANNUAL EDITION  
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COIN MACHINE  
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# Detroit Hikes Game, Phono License Fees

DETROIT — An across-the-board five-dollar increase in license fees for phonographs and amusement games was passed by the nine-man city council on November 24 and went into effect December 28, 1964.

In the form of an ordinance to amend Chapter 5, Articles 11 and 12 of the City Code, the new schedule of fees is as follows:

Amusement Games	
One to 10 pieces—	\$30
11 to 25 pieces—	\$55

26 to 50 pieces—	\$80
51 to 75 pieces—	\$105
76 to 100 pieces—	\$155
101 to 200 pieces—	\$205
Over 201 pieces—	\$305

Location owner's licenses for amusement games were raised a dollar to \$8.50. Games license fees are renewable annually on July 1.

Phonographs	
One to 10 pieces—	\$15
11 to 25 pieces—	\$20
26 to 50 pieces—	\$30
51 to 75 pieces—	\$55
76 to 100 pieces—	\$80
101 to 200 pieces—	\$105
Over 201 pieces—	\$155.

Location owner's licenses for

# Discotheque Finds Texas

SAN ANTONIO—Seeburg's pre-packaged "instant night club" discotheque program is making its way deep into the heart of Texas with all the fanfare that normally accompanies visiting South American dignitaries in this part of the country.

B. J. Nichol, Sutherland Distributing Company, Seeburg distributor, said he expected the discotheque program to be a big business booster in food and beverage establishments and that it would "help the public get back to dancing."

"Since World War II, dancing by the general public has dwindled," Nichol said. "People still like to dance but there aren't as many places for them to go to as in the past. We're trying to remedy that," Nichol said.

# Postpone S. C. Assn. Meet

GREENVILLE, S. C. — The election meeting of the South Carolina Coin Operators' Association scheduled for Jan. 17 was reslated for Jan. 24 at the Poinsette Hotel here.

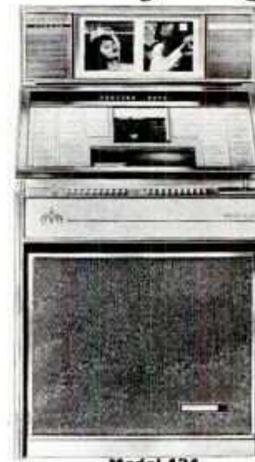
The business meeting was to be preceded by a social event on Saturday night, Jan. 23.

Results of the election will be reported next week in Billboard.

phonographs, renewable every March 1, were raised a dollar to \$8.50. Phono licenses expire each January 1.

The vending equipment license fee schedule was not changed.

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Never before has such beauty, quality of sound, compactness and versatility been combined in one phonograph! Rock-Ola's new Princess Royal plays 100 selections of 33½ or 45 RPM, 7" albums or singles, stereo or monaural. Exclusive Rock-Ola Mech-O-Matic Intermix. Only 30½" wide and 43½" high. Famous Rock-Ola quality and design mean less servicing . . . longer, trouble-free life. Beautiful Walnut Conolite sides.

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It goes everywhere . . .



IN RESTAURANTS



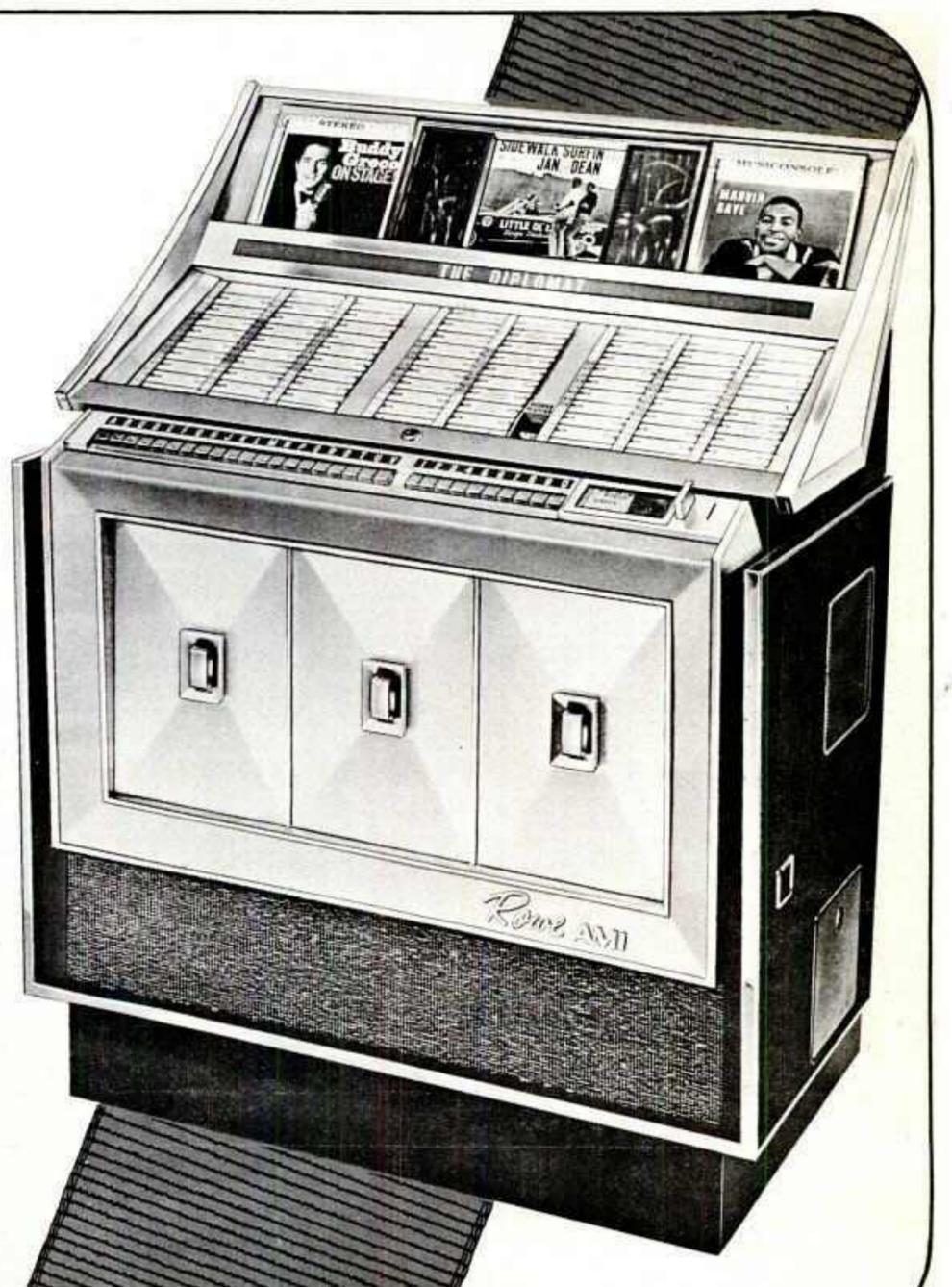
AND BARS . . .



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 Lotta Fun converted to 6 for quarter,  
 Pennsylvania only, \$200.00 each.  
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 METAL TYPER**  
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## Giant R. F. Jones Chain Debuts Diplomat Out West

SAN FRANCISCO—A series of 10 open-house showings by the sprawling chain of R. F. Jones Company distributorships is familiarizing the West Coast and Rocky Mountain coin machine business community with the new Rowe AC Diplomat phonograph and accessories.

The special showings began last week and will continue through the end of the month, according to Dean McMurdie, the firm's general sales manager.

On the 18th and 19th, showings were held in Denver, Los Angeles, Salt Lake City and here.

Sacramento operators viewed the equipment on the 22d, 23d and 24th and a showing in Albuquerque was scheduled for the 24th.

Shipment of the new equipment to the firm's Honolulu branch was to be completed in time for a January 24 showing also.

On Wednesday of this week



DEAN McMURDIE:  
 Diplomat Doings

(27), the Seattle trade was to be given opportunity to examine the new equipment at the firm's headquarters.

Exhibits in San Diego and Casper, Wyo., were slated for next Sunday (31).

## Central Sales Occupies New Headquarters

HOUSTON—George Jamail's Central Sales Company here acclimated itself to new offices just in time for the open house showing of the new Rowe AC Diplomat phonograph on January 24.

Formerly located at 2104 Leland Avenue, Central moved at the first of the year to larger facilities at 91 Dennis Street. The new building affords some 10,000 sq. ft. of floor space.

General manager of the firm is Earl Chatten.

## Jones Shows Diplomat To Los Angeles Trade



CHUCK KLEIN, left, manager of the Los Angeles branch of R. F. Jones Company, checks a model of the Rowe-AMI Diplomat with Lou Zeiden, of Lou-Jack Music Company, at the three-day showing of the new phonograph.



HANS VON REYDT (left), regional sales manager for Rowe, chats with Ralph Phipps, Rowe area service representative.



BILL GRAY, R. F. JONES COMPANY, explains the functions of the new Rowe-AMI Diplomat phonograph, to Bill Curry, Master Music; Ken Rausin, communications division manager Radio Products Sales, Inc., and Richard Dentt of Dentt Music Service, San Diego. Looking on is Don Edwards, a member of the Jones sales staff.



ATTENDING THE SHOW were Manuel Trevino Jr., Oxnard (Calif.) Music Systems, left, and Charles Koski, Playtime Music, Long Beach. Clayton Ballard, Wurlitzer manager, shows them how the new model works.

## BANNER SPECIALTY COMPANY

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 everywhere . . .

and it makes friends  
 wherever it goes!



## Canteen Sells Finance Firm

CHICAGO—Automatic Canteen Company of America has sold Hubshman Factors Corporation, a subsidiary, to the First National City Bank, New York, for cash in excess of \$12,000,000.

Patrick L. O'Malley, Canteen president, said the sale would make available to Canteen additional funds for use in expanding operations, particularly in the manual food and vending fields.

It would also place Canteen

in a stronger position to capitalize on the many business opportunities available to it, O'Malley said.

Hubshman, acquired by Canteen in 1961, is an old-line factoring firm which specialized in the purchase of accounts receivable that are collected without recourse to the seller.

In 1958 Hubshman expanded its activities to include the commercial financing of accounts receivable, industrial time sales and equipment financing.

# Rowe-AMI Unveiled By Atlas in Chicago



EDDIE GINSBURG, ATLAS HEAD (second from right), entertains Mr. and Mrs. Gene Breakstone and Mr. and Mrs. Pete Scherelli during Atlas' day-long unveiling of the new Rowe-AMI Diplomat in Chicago's plush Sheraton-Blackstone Hotel Sunday (17).



LINING UP FOR REFRESHMENTS: Norm Goldstein, Mr. and Mrs. Dwayne Kramzer, and in the rear of the line, Mike Blumberg with a couple of guests from Indiana.



SOME GOOD FOOD AND GOOD CONVERSATION is enjoyed by Mr. and Mrs. Ed McCarthy, Mr. and Mrs. Sam Greenberg, Mr. and Mrs. Bernie Rosenfield and Ed Holstein.



ATLAS' FRANK OGLE AND JOHN HAVRILLA (standing in rear) check to see if everybody is having a good time.



MR. AND MRS AL EVANS and Mr. and Mrs. Vern Daly exchange a few words.

# Rowe Contest Winners Feted In Puerto Rico

SAN JUAN, Puerto Rico.—Rowe-AMI distributor contest winners in the phono and vending divisions were hosted to a week-long holiday here after the manufacturer's Hollywood, Fla., sales meet.

Tops in phono sales was Sparks Specialty Company, Columbia, S. C. Santone Sales Company, San Antonio, Tex., copped the vending honor.

Guests of Jack Harper, Rowe AC president, and marketing Vice-President Fred Pollak were Mr. and Mrs. D. H. Fisher, Sparks Specialty Company; John Rowell, of Sparks' Atlanta branch; Mr. and Mrs. John Hickman, Sparks regional sales representative, Shalmette, La.; Mr. and Mrs. Louis Jamail, Santone Sales, and Mr. and Mrs. Bob Edinger, Santone regional manager, Houston, Tex.



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everywhere . . .

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wherever it goes!



# New York City Businessmen Take Urban Renewal in Stride

• Continued from page 49

a part of them and provided by the building developers. Juke boxes and amusement games are a welcome part of the facilities and do make money in many locations where equipment has been placed.

### Varied Opportunities

When a neighborhood tenement comes down, a couple of corner bars disappear. Here in New York, tenements are often replaced by apartment buildings of 15 to 20 stories or more. Background music is beginning to be par for the course for most apartment buildings with music in the elevators, lobbies, and

halls. Some operators have gotten background music systems into such buildings and, for a monthly or annual fee, change the music selections. Some city operators have piped the same music into a supermarket, a bank, a hairdressing salon and a greeting card-newspaper store . . . all located in the same building, and sold yearly contracts to each location. Operators thus can earn considerable income from a new method of providing music. In that same apartment building, there is often a sandwich shop, a restaurant and a cocktail lounge, sometimes only one of these, sometimes all three located in

one building. They still are locations for juke boxes. One operator, realizing that rents are higher in the new buildings for such locations, saves the location valuable floor space by utilizing a "hide-away" phonograph mechanism under the counter in a sandwich shop, but gets twice as much income as he would get with just a jukebox in the corner because he has installed wall boxes in the booths and two boxes at the counter itself.

This operator got his "hide-away" unit from a machine whose cabinet had been badly damaged in a diner fire. The mechanism was still in good condition, so the operator placed it in a cabinet and installed it and has himself a prime location.

### Decline of Bars

While the number of bars has dropped, not all those that have closed sported a juke box or amusement machine. The number of places in Manhattan authorized to sell liquor declined from a high of 3,789 in 1951 to a current low of 2,865. This is a drop of 924 but spread over the 12 years involved, it means that only 77 licensed establishments were eliminated per year. Spread over the number of operators in the area and the number of new locations these operators secured, the loss of the bars is not as important as some operators would tell you.

In one specific area of Manhattan, Lincoln Center for the

Performing Arts now occupies an area that once had 17 bars. Attracted to the neighborhood since the arts complex was started are restaurants, motels and other facilities that have juke boxes, amusement machines and vending machines to serve neighborhood residents and transient visitors.

### New Vistas Open

Many operators, long lulled into thinking that the neighborhood bar and grill was their only source of livelihood, have found that there are many new opportunities available to them. Merchandising music to a location as an adjunct to helping the location merchandise its food and drink, in the case of a restaurant, falls on receptive ears when the operator tells the location owner how people are inclined to enjoy themselves more, stay longer, spend more and return sooner, if the atmosphere is pleasant and conducive to relaxation. The operator can sell the location owner, in many cases, with such an approach—if he makes the effort!

Distributors and manufacturers have information and even trained people to help sell new locations. Many operators have yet to ask their distributor, "What can you do to help me get a location I've got my eye on?"

### Operators Optimistic

The opinion expressed by many operators is that business is good and that it could probably be even better, if they really went after new locations. Some were surprised when statistics were quoted to them from Billboard's annual Music Machine Survey which pointed out that for the first time in 10 years, the number of music machines on location is on the increase—up to about 470,000 in 1963 from 463,000 the previous year. They were also somewhat surprised to learn that, in the country as a whole, music machines in taverns and bars were on the increase, with 60.1 per cent so located in 1963 as against 58.4 per cent in 1962.

Many operators are seeking those soda shop and teen-age locations as the Billboard survey shows 8.5 per cent of the machines in such locations as compared to half that figure, 4.1 per cent in 1962.

**Record Purchases Barometer**  
Operators buy records for

# Coin Machine Looters Caught

MANCHESTER, N. H.—

Three Manchester area young men were held on bail totaling \$7,000 in Manchester District Court, Jan. 5, on charges of breaking, entering and larceny at the Ten Pin Lanes on South Willow street, where 12 coin-operated machines were looted and between \$2,500 and \$3,000 damage was done to pinball machines.

Police reported that the burglars, who entered the establishment by smashing glass in a side door, damaged the pinball machines beyond repair. In addition to the heavy damage the thieves got \$902 in cash by cracking a safe in the bowling alley and looting the coin-operated machines.

Arraigned for the theft were two brothers, Paul Regnier, 21, and Robert Regnier, 18, both of Manchester, and David S. Bothwick of Hooksett.

their machines as part of the cost of doing business. But now they are doing more than just buying records. They are programming locations more and more. The use of stereo records is on the increase because more juke boxes can now play stereo. Billboard's same Music Machine Survey showed that operators bought 60,000,000 records in 1963, an increase of some 10,000,000 over the 1962 figure of 50,000,000.

In addition to new opportunities for locating machines in cities, urban renewal also involves the population shift to the suburbs. This movement puts people into areas where new facilities are built to serve them and old ones enlarged. Thus, new opportunities for the placement of machines unfold and collections from old stops increase, as more customers use such facilities. These new and enlarged facilities range from restaurants, bars, soda fountains and teen locations, bowling alleys, lunch counters in "five 'n dime" stores, bowling areas, and in other places where people congregate.

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**FOR SALE**

Bally U. S. A.	\$50.00
Bally Waikiki Beach	75.00
DuGrenier Cigarette Machine	
K 12	50.00
Rowe Model 520	25.00

Send 1/2 deposit to  
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1211 W. 4th St. Lewistown, Pa.

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it goes everywhere . . .  
and it makes friends wherever it goes!

SHOWING: ESSEX MOTEL, 421 N. PENNSYLVANIA ST., SATURDAY, JANUARY 30.

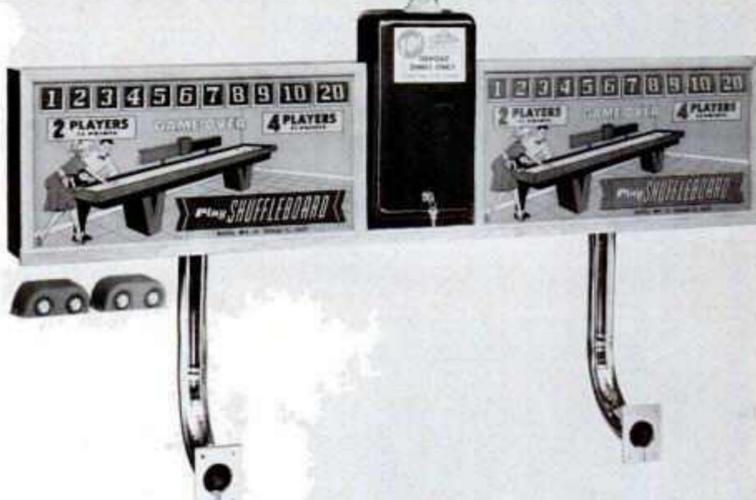


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<b>WILLIAMS 5-BALL GAMES</b>	<b>BALLY BOWLERS</b>	<b>WILLIAMS BASEBALL</b>
Big Deal . . . . . \$200.00	16-Ft. Pan American . . . . . \$ 75.00	1963 Major League . . . . . \$250.00
El Toro . . . . . 300.00	13-Ft. ABC Tournament Bowler . . . . . 50.00	1962 World Series . . . . . 225.00
Coquette . . . . . 145.00	14-Ft. ABC Bowling Lane . . . . . 50.00	Batting Champ . . . . . 150.00
Four Roses . . . . . 150.00	<b>BALLY SHUFFLE ALLEYS</b>	Williams Vanguard Gun . . . . . 100.00
Friendship 7—Add a Ball . . . . . 125.00	Official Jumbo Bowlers . . . . . 75.00	Chi Coin Big Hit . . . . . 125.00
Highways . . . . . 75.00	<b>FORWARD INDUSTRIES</b>	Midway Target Gallery . . . . . 125.00
Jumpin' Jacks . . . . . 200.00	1963 Pro Golfer . . . . . \$325.00	Midway Deluxe Baseball . . . . . 125.00
King Pin . . . . . 175.00	<b>UNITED 16-FT. BOWLERS</b>	United Bonus Baseball . . . . . 100.00
Mardi Gras . . . . . 250.00	Advance . . . . . \$100.00	Keeney 2-Gun Fun . . . . . 100.00
Reserve . . . . . 85.00	Bonus . . . . . 100.00	<b>UNITED 13-FT. BOWLERS</b>
San Francisco . . . . . 300.00	Classic Deluxe . . . . . 250.00	Cypress . . . . . \$575.00
Skill Pool . . . . . 200.00	Cypress . . . . . 575.00	Holiday . . . . . 300.00
Soccer . . . . . 200.00	Dixie . . . . . 150.00	Handicap . . . . . 100.00
Tom Tom . . . . . 195.00	Duplex . . . . . 150.00	Savoy . . . . . 150.00
Three Coins . . . . . 110.00	Falcon . . . . . 150.00	Classic Deluxe . . . . . 250.00
Valiant . . . . . 125.00	5-Star . . . . . 200.00	Team Mate . . . . . 125.00
<b>GOTTLIEB 5-BALL GAMES</b>	Holiday . . . . . 300.00	Tip Top . . . . . 150.00
Big Casino . . . . . \$165.00	Regal . . . . . 625.00	United 11-Ft. Small Ball Bowler . . . . . 75.00
Cross Cross . . . . . 50.00	Sabre . . . . . 650.00	<b>UNITED SHUFFLE ALLEYS</b>
Hi Diver . . . . . 50.00	Sahara . . . . . 575.00	Bank Pools . . . . . \$225.00
Royal Flush . . . . . 50.00	Savoy . . . . . 150.00	5-Way . . . . . 200.00
Slick Chick . . . . . 150.00	7-Stars Deluxe . . . . . 400.00	<b>CHICAGO COIN 5-BALLS</b>
Swing Along . . . . . 200.00	Tip Top . . . . . 150.00	Bronco, 2-Player Add a Ball . . . . . \$275.00
<b>CHICAGO COIN BOWLERS</b>	Tropics . . . . . 575.00	Sun Valley, 2-Player . . . . . 200.00
Classic Bowling League . . . . . \$ 50.00	Tornado . . . . . 775.00	Williams Mini-Golf . . . . . 300.00

PHONE, WIRE OR WRITE TERMS—CASH ALL PRICES F.O.B. INDIANAPOLIS

**New Marvel Scoreboard**



**MARVEL SCOREBOARD**

CHICAGO — Marvel Manufacturing Company has just introduced a new side-mount scoreboard designed to operate with any shuffleboard game.

Of Formica construction, the unit may be used for 10-cent single play or may be adapted to 10-cent two-play by means of a quick plug switchover.

A "game-over" light flashes on at the end of each game and a built-in light control switch turns off the fluorescent lights at that time.

The new product comes equipped with a \$500 dime capacity coin box, chrome stands and scoring buttons for each end of the shuffleboard. It scores 15 through 21 points.

# A Leading Mfr. Scans The Location Scene

• Continued from page 49

"Always in the past there were a variety of locations for coin-operated amusement machines. This situation, of course, brought a large group of distributors and operators into the business."

The types of locations fundamental to the prosperity of the industry, Wolberg explained, were taverns, drugstores, arcades, hotel lobbies and other similar sites.

"However, over the past 10 to 15 years, most of these locations for coin-operated games have dropped by the wayside, with the exception of the tavern," he asserted. "The tavern is now entrenched as the principal location for coin-operated amusement equipment."

Facts turned up by the Billboard research department support Wolberg's tavern-trend opinion (see adjacent story).

**TV Impact**  
"Since the advent of television and its great increase in popularity," he added, "the number of taverns and tavern patrons is dropping off yearly."

The obvious conclusion, as Wolberg sees it, is this: The operator is confronted with the task of cultivating new sites and regaining those which have fallen into neglect.

Regarding this challenge, Wolberg had several specific suggestions.

"I have observed that minimum attempt is being made to develop new types of amusement locations," he said. "The following are locations which could be more fully developed around the country; drugstores, candy stores, food markets, arcades, hotel lobbies, service stations, toll road service plazas, bowling alleys, family-type billiard parlors (see Billboard, Nov. 21), bus, rail and air stores, large grocery chains, terminals, discount department shopping centers, neighborhood variety stores and motels."

In short, he concluded, the possibilities for new sites are limited only by the individual



SAMUEL WOLBERG

"... a variety of locations."

businessman's imagination and aggressiveness—or lack of it.

"And in selling this variety of locations," Wolberg advised, "the operator will find success in offering just what he offers the tavern owner—excellent equipment and first-rate service."

## Venders Will Outdate Office Hat-Passing

PHILADELPHIA—City employees will get more than coffee when they drop a dime in vending machines to be installed in the city's new Municipal Service Building. They will share in the machine profits, too. Proceeds from the machines will be divided among employees' groups and clubs formed at the department level. The money will be used to buy flowers and gifts for sick and retiring co-workers, or for recreational or charitable purposes.

The vending machines, an innovation for the city, will be installed by the successful bidder for a three-year contract to install and operate 32 machines on 16 floors in the new office building that will house all city department employees.

The bids to be opened in city hall annex on Jan. 20 will be in the form of a per cent of gross revenues the bidder will pay for the vending machine privilege, not less than \$1,200 a year. Contract specifications call for two machines on each floor.

This is the first time vending machines have been put under a concession type contract by the city. The new city building will have 1,864 employees and in an opinion by the city's law department, it allowed the installation of vending machines as an extra employee benefit in offices seldom visited by the general public.

## Seevend Moves

HAMBURG—Seevend, Seeburg's German sales subsidiary, is beginning all-stops-out promotion of the new Seeburg console LPC 480.

An image of "subdued elegance" is being created for the LPC 480 in keeping with the trend in Germany away from ostentatious high life and toward gracious living "in the candlelight and vintage wine" manner.

Seevend is continuing deliveries of the LPC 1, which launched the LP-Console program in Germany.

# London ATE Show Draws 65 Firms

• Continued from page 50

Jupiter Juke Box, the model which aroused great interest at the recent Blackpool show. It has 96 and 120-selection versions. The Mazooma Bell and Money-Honey fruit machines which make change will also be seen.

Mar-Matic Sales—sole concessionaire for the Jennings company and Mills Bell-O-Matic in the United Kingdom—will have a specially designed stand to give the utmost impact to various machines on show. Their display includes an advanced version of the former popular Blue Spot. The Keeney Super Blue Spot, making its world debut, accepts coins worth 35 cents, 28 cents, 14 cents and 7 cents, and has four coin boxes, one for each denomination, to facilitate counting.

A credit meter registers the amount of plays due on insertion of a coin and subtracts as plays are made. Change or winnings can be taken at any time, but multiples of 100 are paid by a gold token cashable for money. Meters are provided which register the coins "in" and "out" and "total play."

In the Jennings range, several new machines will be introduced,

## Open House at Miller-Newmark

GRAND RAPIDS, Mich. — Jack Gallagher and Bill Miller, of Miller-Newmark Distributing Company here, and Art Hebert, of the firm's Detroit branch, are hosting a host of Michigan operators during open-house debuts of the new Rowe AC Diplomat phonograph and accessories this week (25, 26, 27).

Guests will be served refreshments during the premiere period. Miller recently returned to work after an absence due to illness.

including Lucky Lady, giving five jackpot chances and 180 surprise awards; Golf Ball Bonus, a light-up with a special bonus payout of 11 for completing nine holes, and the Challenger Consul which is mechanically played and has an electrical device for payouts.

Also on this stand the Mills Bell-O-Matic machines will be shown for the first time since the British company was formed. Over 78 years' manufacturing experience goes into the construction of these models. An entirely new conception in construction is used for the Mills Midas, receiving its world premiere here. Several other new models will also be shown, including a front-opening unit.

### New Seeburg Model

Along the way from the Horticultural Hall, Seeburg, Ltd.,

who used its own offices last year, has taken space in the Mostyn Hotel. There they will be showing the new Mustang phonograph which recently made its debut in the United States. Details will be available after the European premiere of the unit in Zurich. (Editor's note: Billboard's Andre de Vekey will report on that event.)

New to the show will be German manufacturer Lowen-Automaten of Bingen, the only overseas maker to take space. Last year they were unable to make the show because of premium on space and exhibited at a nearby hotel.

Watch for correspondent Chandler's picture report on the ATE's show in Billboard next week.

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PHONOGRAPH



it goes everywhere . . .  
and it makes friends  
wherever it goes!

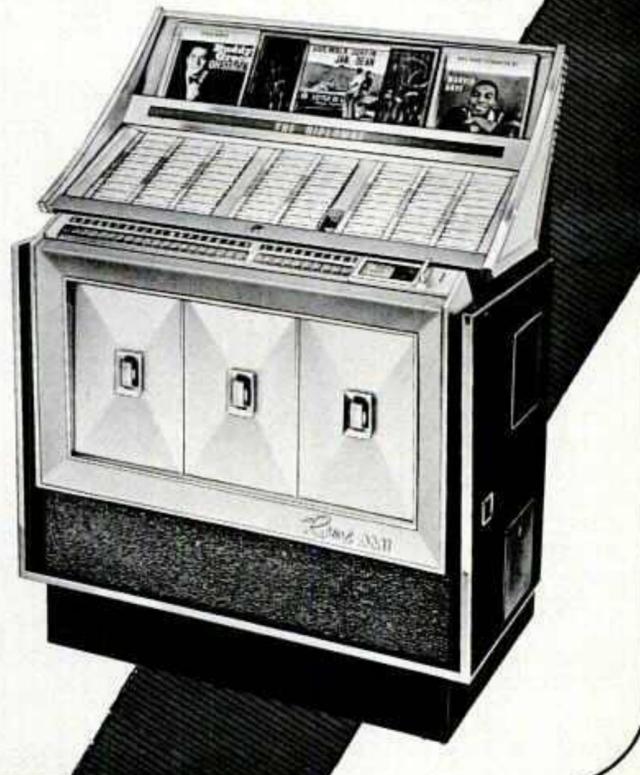
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(and hear)



THE  
BRAND-  
NEW  
ROWE  
AMI  
PHONOGRAPH



it goes  
everywhere . . .  
and it makes friends  
wherever it goes!

## Germany Sets Trade Show

• Continued from page 50

Heretofore, Germany's coin machine trade has exhibited its wares as an appendage of the industrial fair at Hanover and the Frankfurt spring and autumn trade fairs.

Efforts to stage a coin machine trade fair founded on dissension within the trade and industry.

The present agreement is a reflection of the fact that the German trade is now agreed that it must project a wholesome world—or at least a dominant Continental—image or decline to secondary importance.

The turning point has come with the European Common Market, which in theory will provide Germany with a strong sales base from which to challenge U. S. product in the world market. To carry off this challenge, however, the Germans must dominate the Common Market, and the capability of the German trade to do this is still in doubt.

The decision to stage the Hamburg coin machine trade fair reflects the success of the stocktaking now in progress. It will be Europe's largest coin machine trade fair—and Europe's only trade fair.

**Williams**  
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# ZIG-ZAG

MULTI-COLORED BALLS KICK UP ON RACK IN LIGHTBOX

**Williams** Electronic Manufacturing Corp.  
3401 NORTH CALIFORNIA AVE. CHICAGO 18, ILLINOIS

# Bally Delivering Bullfight With Rotary Target Selector

CHICAGO—Bally Manufacturing Company last week announced delivery of a new single-player, flipper-style pinball game designated Bullfight.

According to the firm's president, Bill O'Donnell, the new product's most outstanding new feature is a "rotary target selector . . . that does more tricks on the playfield than any skill feature in recent years."

The function of the "selector," he explained, is to light up high-scoring targets. And if the play-

er is skilled enough to advance the selector to the so-called "star position," all the high-scoring targets are lighted simultaneously.

### Player May Hold

"Every advance of the selector chalks up another 30 points for the player," O'Donnell said, "but if the player prefers, he may attempt to hold the selector motionless at a favorable spot. And as much or more skill is required to hold the selector as in scoring an advance."

Rotary selector advantages netted during a game are retained on the playfield when the game ends, the executive pointed out, creating a strong repeat play stimulus.

"Who's going to walk away when he can start a game with the free-ball gate wide open?" O'Donnell asked rhetorically.

## Advance Invites Ops to Dance

ST. LOUIS — Coin machine businessmen and their families from throughout the region attended a whisky a-go-go party at Advance Distributing Company here, guests of owner Charles Kagels, over the past weekend (23-24).

The occasion was the premiere of the new Rowe AC Diplomat phonograph and accessories.

Experts were on hand to demonstrate the fine points of all the new youthful dances, i.e., the frug, monkey, jerk and so on.

**W. B. MUSIC COMPANY, INC.**  
2900 Main Street Kansas City, Missouri Phone: JE 1-5715  
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El Toro	295.00
Got. Swing Along	295.00
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Slick Chick	295.00
Wms. Big Deal	245.00
Coquette	195.00
Reserve	165.00
Got. Texan	\$149.50
Ten Spot	145.00
Magic Clock	139.50
Foto Finish	135.00
Kewpie Doll	119.50
Wms. 21	119.50
Wms. Jungle	95.00
Race Time	45.00

BOWLERS	
Grand Prize Bowler	\$795.00
King Bowler	325.00
Queen Bowler	325.00
Un. Bonus Bowler	235.00
Bally Pan American	195.00
Un. League Bowler	145.00
Players Choice	135.00
C.C. TV Bowler	\$135.00
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Bally Lucky Ball	75.00
Bally Lucky Puck	50.00
ABC Tournament	65.00
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BULLFIGHT

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MUSICONSOLE

## THE BRAND-NEW ROWE AMI PHONOGRAPH

it goes everywhere . . .

and it makes friends wherever it goes!



## Sparks Remodels

COLUMBIA, S. C. — Sparks Specialty Company here is hurrying to completion extensive remodeling of its local offices in preparation of an open house showing of new Rowe AC equipment on Jan. 31.

The alterations will provide increased showroom, parts department and shop space. The firm acquired its present quarters in June of 1964.

The new Rowe equipment will be displayed to operators at the Sparks Atlanta branch on Jan. 24.

## NOW SHOWING THE NEW WURLITZER 2900

STOP IN—LOOK & LISTEN

### ARCADE EQUIPMENT

Arizona Gun	\$295	Chester Pollard Football	\$ 95	Muto. Flip Type Movies, Fl. M.	\$175
Auto Photo #9	695	Ex. Hi-Ball	75	Munves Set Shot Basketball	195
Auto Photo #11	1395	Ex. Space Age	125	Panorams, Capitol	275
Auto Photo #14	2195	Evans Hole-in-One	95	Panorams, Mills	375
Bally Fun Phone	75	Evans Bat-a-Score	125	Shoe Shiner	150
Bally Golf Champ	150	Fist Striker	125	Southeast Speedway, 2 Pl.	325
Bally Periscope	125	Genco Grandma	195	Time Trial Speedway	395
Cap. Midget Movies	110	Genco 2-Pl. Basketball	125	Wms. Sidewalk Engineer	110
C. C. Basketball Champ	125	Genco Motorama	175	Wms. Peppy	195
C. C. Pro Basketball	275	Genco Quarterback	125	Wms. Ten Pins	125
C. C. Goatee	110	Horscope Vendors	125	Wms. Ten Strike	125
C. C. Pro Hockey	275	Hi-Fly Baseball	125	Wms. Crane	125
Chester Pollard Golf	95	Ingo Floor Grip	50	Wms. Road Racer	195
		Jet Pilot	175	Hole-in-One, golf putting mach., 9'	395
		Kayo Champ	150	Pro-Golfer, multi-player golf putting	495
		Keeney League Leader	95	Pokerinos	275
		Little Pro Golf Game	275	United Bowl-a-Rams, 20'	650
		Metal Typer, Standard	225	Bally Bowlers, 16'	650
		Metal Typer, Harvard	195		
		Midway Raceway	325		
		Muto. Lord's Prayer	135		



M. S. GISSER  
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International

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## ALL MACHINES READY FOR LOCATION

Bally Spinner	\$ 55
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Wms. Titan Gun	165
Seeburg B	75
Seeburg C	95
Seeburg 220	395
AMI Continental 1, 200 sel.	395
AMI H200	225
AMI XJB, 100	455
Wurlitzer 2000	145
Wurlitzer 2200	295
Wurlitzer 2204	275
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Say You Saw It in  
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# HIGH NOTE

THE INTRODUCTION OF THE WURLITZER 2900 WAS A HIGH NOTE IN WURLITZER HISTORY. MUSIC OPERATORS HAILED IT THE GREATEST AUTOMATIC ENTERTAINER OF ALL TIME. IT IS FAST PROVING THE GREATEST EARNER, TOO. SEE IT AT YOUR WURLITZER DISTRIBUTOR AND YOU'LL SEE WHY.

## WURLITZER 2900

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK  
109 YEARS OF MUSICAL EXPERIENCE



**CHICAGO**

"Dancing . . . discotheque . . . Chi A-Go-Go . . . Frug . . . Hully Gully . . . Jerk." The briefest chat with any operator about town these days will see the preceding expressions pop up. It's the inevitable result of the new dance emphasis introduced by two major phono manufacturers.



The comments of local coin machine businessmen on the trend are generally favorable. But they have some reservations. These comments are typical: "I'm thinking this new thing over. I'll give it a try if I find the right location." "After looking at all the new equipment, I'm definitely interested in the dance idea." "It's all very exciting, but like any other music innovation we must have lots of records." "Product is the key. I want to be sure I can get records." "There's great potential in this dance idea." "Maybe this concept will help us compete with the spinners." (Not to be confused with the classy Discotheque spots such as the Id in Chicago, spinners are bars where the owner provides a cheap record player for dancing. These spots are particularly prevalent on the great South Side.)



The topic is hot enough to have been included on the discussion agenda at the meeting of the Chicago Recorded Music Association this Thursday at the

# COINMEN in the news

Water Tower Inn, announces President **Earl Kies**.

Atlas Music Company, which showed the new Rowe AC equipment to the local trade in a special hotel showing on the 17th, is now taking the show on the road through Illinois and Iowa. . . . The trade was treated to a visit from Minneapolis' **Harold Lieberman** recently. . . . An operational target date for the two new floors of the Gottlieb Memorial Hospital is about six weeks away, reports **Alvin Gottlieb**. A dedication of the facilities will follow. Civic dignitaries will attend.

A wide grin creases **Joe Kline's** (Atlas Music) new sun tan as he announces daughter **Barbara's** engagement to **Marty Randall**. A fall wedding is planned. . . . **Patricia Ann**, five-year-old daughter of Atlas' **Chuck Harper** underwent minor surgery at Michael Reese Hospital recently and is now home. . . . It's "happy birthday" to **Gail Richman**, daughter of Rowe AC Manufacturing publicist **Phil Richman**. Gail was eight January 20.

A sizable Chicago contingent visiting the Amusement Trades Exhibition in London includes **Sam Stern**, top executive at Williams Electronic Manufacturing Corporation and Bally Manufacturing Company President **Bill O'Donnell**. . . . Earlier Stern visited Zurich, where Seeburg executives **Del-**



**HARPER**

**bert W. Coleman** (board chairman), **J. Cameron Gordon** (president), **William F. Adair** (executive sales vice-president) and **George L. H. Gilbert** (international vice-president) unveiled Seeburg Discotheque at the Spargarten Hotel Theatre on January 20.

**Bert B. Davidson Jr.**, son of the regional sales manager for the Wurlitzer Company, was recently promoted to the position of assistant to the vice-president, container and chemical specialties, for the Dewey & Almy Chemical Division of W. R. Grace & Company.

**LOS ANGELES**

**R. C. Rolwing**, Wurlitzer president, and **W. N. Herleman**, executive vice-president of the company, visited **Clayton Ballard**, the branch manager, and others on the local staff Wednesday afternoon. . . . **Lou and Claire Wolcher**, of Advance Automatic Sales, joined **Jack and Dorothy Leonard**, of the Los Angeles Advance branch, in helping the Show Folks of America celebrate at the organization's annual banquet and ball at the Fairmont Hotel in the Bay City. Leonard reports that Chicago Coin's Criss Cross Pop-Up is getting a lot of attention at the Los Angeles Advance showrooms. **Jack Leonard** entertained his father, **Lou**, who visited with him at his home in Reseda before returning to Florida by way of Chicago. . . . **Larry Hanford**, of Lompoc; **Bob Holland**, Long Beach; **Lee Wirt**, Montebello; **Charles Koski**, Long Beach, and **Joe Donchie**, Los

Angeles, were among the operators dropping into Advance.

**Leo Simone**, who is now with the new Struve Distributing Company, made a business trip to the Ventura area on Monday (18). . . . Among the operators stopping off at Paul A. Laymon, Inc., were **Walt**



**ROLFING HEMPLE**

**Hemple**, First National Music, San Fernando; **S. L. Griffin**, Pomona; **Ken Young**, Tarzana; **Bill Baird**, San Gabriel; **Chuck Nye**, Redondo Beach; **W. B. McCormick**, Lakewood; **Jerry Drucker**, Upland; **Bill Bradley**, Covina; **Tom Henderson**, El Monte; **Jerry Graves**, El Monte, and **Lloyd Barrett**, Pomona. . . . Inglewood operator **George Meade** is back from a vacation spent in the Caribbean. . . . **Bud Patton** of Modesto was at the Laymon company on business. . . . **R. E. Smith Sr.** is back in town after traveling the territory to see about establishing billiard centers. . . . **Harvey Kirby**, who has games in the Riverside area, made one of his infrequent trips to West Pico. The Kirbys are now living in West Covina. **SAM ABBOTT**

**DETROIT**

**Marty Burke Jr.**, operator of Brown's Amusement, has just returned to the city after several weeks in Pinehurst, N. C. He reports that his father, **Marty Burke Sr.**, who had the business for many years, and was one of

the best-known leaders of the industry in this area, is enjoying his retirement and plans to leave in January for a few months in Florida.

**Stanley Trakul**, operator of the Casco Vending Company, formerly located in Northwest Detroit, have moved out to Birmingham. . . . **Walter Cassidy**, formerly owner of the Cassidy Music Company in Lincoln Park, has sold his route to a number of different operators and moved to Dearborn.

**Charles C. Rozell**, who had a shuffleboard route as the Chief Amusement Company in partnership with **Joseph H. Brown**, is now operating the Night and Day Cleaners at the same headquarters opposite the New York Central Depot.

**Clarence F. Codling**, who has been operating juke boxes around the territory for two decades, has moved headquarters to Troy.

**Gerald Forth**, partner in the C & F Music Company, has moved out to Roseville.

## Coming Soon:

- Jan. 26—Music Operators of America-manufacturers' meeting; Pick-Congress Hotel, Chicago.
- Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 6:30 p.m.
- Feb. 8—Omaha Coin Operators' Association meeting; Omaha, Neb.
- Feb. 16—Coin Machine Division of Philadelphia Allied Jewish Appeal annual dinner, Warwick Hotel, Philadelphia, Pa.
- Feb. 21—North Carolina Coin Operators Association meeting, Charlotte, N. C.

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**the BRAND-NEW ROWE AMI PHONOGRAPH**

*It goes everywhere . . .*



**IN RESTAURANTS**



**AND BARS . . .**



**IN SNACK SHOPS**

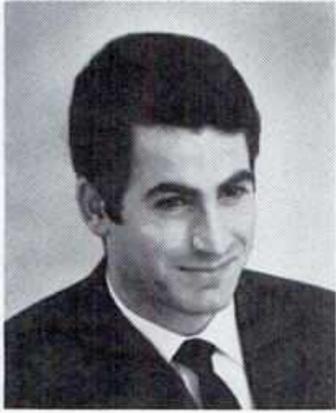


**AND SERVICE CLUBS.**



**AND IT MAKES FRIENDS WHEREVER IT GOES**

Joseph  
Panarinfo,\*  
the originator  
of Discothèque,  
says:



\*Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.

« *Une Discothèque sans albums*

*"A Discothèque without*

*Seeburg Rec-O-Dance®*

*Seeburg Rec-O-Dance®*

*est moins que rien.* »

*albums is a big nothing."*

THE  
AUTOMATED  
PACKAGED

SEEBURG

# Disco THÉQUE

*Expert Programming, Exciting Multi-Channel*

*Stereo Recordings* of the most danceable tunes ever written! That's what Monsieur Panarinfo means, what Rec-O-Dance® albums offer! These are the greatest arrangements recorded exclusively for Seeburg under the direction of David Carroll. Programming includes everything from traditional dance beats to the hully-gully, the watusi and the mashed potato.

**IMPORTANT NOTE:** Rec-O-Dance® albums are available to Discothèque locations *only*, as part of Seeburg's Discothèque "package", which also includes the LP Console/480, decorations and complete promotional kit.

Call your SEEBURG Distributor for complete information... N-O-W!



**Billboard**



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



**POP SPOTLIGHT**

**THE FOLK ALBUM**

Trini Lopez. Reprise R 6147 (M); RS 6147 (S)

Trini Lopez' exciting brand of music has caught on like wildfire with record buyers. He is currently represented on BB's LP chart with three strong selling albums. This offering of folk tunes performed in the usual exciting Lopez tradition should be among his strongest sellers with both the teen and adult set. Included is his latest single release, "Lemon Tree."



**POP SPOTLIGHT**

**WE COULD**

Al Martino. Capitol T 2200 (M); ST 2200 (S)

Basing the package on his recent singles hit, Al is at his best as he offers this and 10 other hits of the past. A country flavor predominates as Al gives "Jealous Heart" a rhythmic treatment and with tremendous sensitivity for lyric and melody he delivers Eddy Arnold's "You Don't Know Me," Harland Howard's "I Won't Forget You" and a top version of the current "Dear Heart."

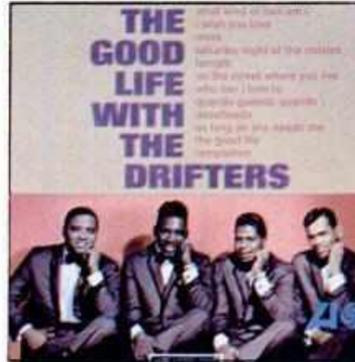


**POP SPOTLIGHT**

**THE GOOD LIFE WITH THE DRIFTERS**

Atlantic 8103 (M)

The Drifters give their highly listenable and distinctive vocalizing to 12 standards of tomorrow, including their recent smash single hit version of "Saturday Night at the Movies." Included are such fine tunes as "The Good Life," "On the Street Where You Live," "What Kind of Fool Am I," "Who Can I Turn To." Appeal for virtually all age groups.



**POP SPOTLIGHT**

**L-O-V-E**

Nat King Cole. Capitol T 2195 (M); ST 2195 (S)

One of the finest Nat Cole albums to date! He's in great form as he breathes new life into some fine standard material. Standouts are his treatments of "My Kind of Girl," "Coquette," "More," and "The Girl From Ipanema." The title tune is a Cole classic! A low bow to arranger Ralph Carmichael and producer Lee Gillette for their outstanding contributions to this package.



**POP SPOTLIGHT**

**THE NAME GAME**

Shirley Ellis. Congress CGL 3003 (M)

Currently riding the Hot 100 singles chart with "The Name Game," Shirley establishes herself as a powerful blues, gospel and jazz performer. Standouts in this album are a blues-oriented "Don't Let Her Go," and a fresh approach to evergreens "Kansas City" and "C. C. Rider," plus her first hit "The Nitty Gritty."



**POP SPOTLIGHT**

**ANYONE FOR MOZART?**

The Swingle Singers. Philips PHM 200-149 (M); PHS 600-149 (S)

This unique group has made an important impression on the record industry with their imaginative and creative jazz interpretations of Bach. "Bach's Greatest Hits" has been on BB's LP chart for 65 weeks. They display the same fine co-ordination of musical thought on this album of Mozart material. Stereo reproduction is excellent.



**POP SPOTLIGHT**

**THE NANCY WILSON SHOW!**

Capitol KAO 2136 (M); SKAO 2136 (S)

All the excitement of Nancy's club performance is captured in this live recording from the Coconut Grove. From the opening, "Fireworks," to the finale, the many facets of her singing-acting ability are made vividly clear. Her rendition of "Guess Who I Saw Today" is a classic, as is her treatment of "You Can Have Him" and "The Saga of Bill Gailey." Powerful performances.



**POP SPOTLIGHT**

**LOVIN' PLACE**

Gale Garnett. RCA Victor LPM 3305 (M); LSP 3305 (S)

Gale Garnett is RCA's hottest up-and-coming pop vocalist. Her first single in the Sunshine, "We'll Sing in the Sunshine," have been best sellers (the album has been on the chart for 19 weeks). As a folk singer with strong pop orientation, the gal's genuine feeling about the material is evident in almost everything she sings. Will appeal to record buyers of all ages.



**POP SPOTLIGHT**

**WHEN THE FEELING HITS YOU!**

Sammy Davis/Sam Butera. Reprise R 6144 (M); RS 6144 (S)

An exciting meeting of musical talents that combine for a program of all forms of blues. Sammy and Sam run the gamut. Spiritual, jazz and down home blues predominate. It has all the sounds of an in-person performance. Sammy waits on "Don't Cry Joe," "Cry Me a River" and "Do Nothin' Till You Hear From Me."

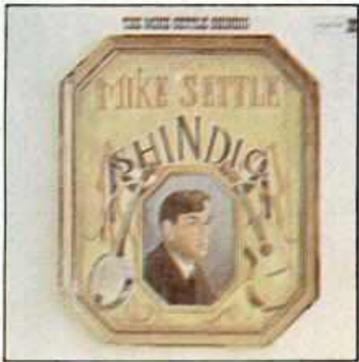


**POP SPOTLIGHT**

**THE MIKE SETTLE SHINDIG**

Reprise R 6149 (M); RS 6149 (S)

Impressive debut on Reprise of the Oklahoma-born pop folk blues singer and writer. This 23-year-old is in complete command of his material. With authority he displays his versatility and feel for the blues, with "Woke Up This Morning," gospel in "Bound for Zion," pop rock in "Banjo on My Knee" and his sensitivity in "Shenandoah." His comedy flair is obvious in "A.S.P.C.A."



**POP SPOTLIGHT**

**GONE, GONE, GONE**

Everly Brothers. Warner Bros. W 1585 (M); WS 1585 (S)

The Everlys came back as strong sellers with their recent single success, "Gone, Gone, Gone." The boys play a brand of music that's exciting and tailor-made for today's pop music market. The talented duo sing "The Ferris Wheel," "Radio and TV," "Donna, Donna" and others.

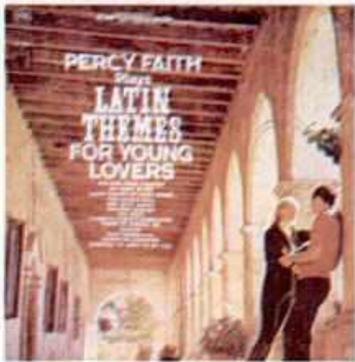


**POP SPOTLIGHT**

**PERCY FAITH PLAYS LATIN THEMES FOR YOUNG LOVERS**

Columbia CL 2279 (M); CS 9079 (S)

Once again Percy Faith takes over the Latin mood and turns it into a winning album item. This time he's taken current Latin themes like "The Girl From Ipanema" and given them the Faith touch that's always sure, right and delightful.

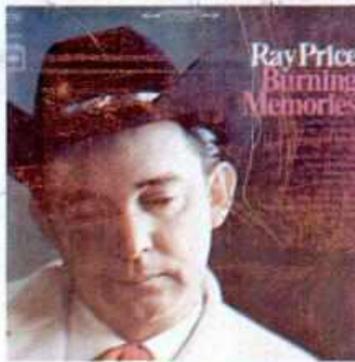


**COUNTRY-WESTERN SPOTLIGHT**

**BURNING MEMORIES**

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

In his own inimitable style, Ray offers a program of sad tales of lost love and its haunting memories. His dramatic, heartfelt rendering of the title tune, his own composition "Soft Rain," "Release Me" and "Here Comes My Baby Back Again" are examples of the first-rate performances.

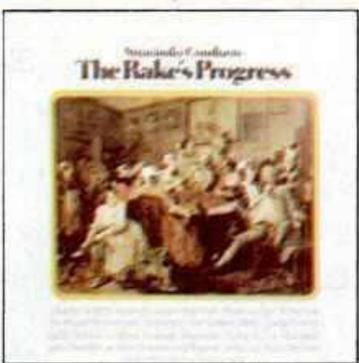
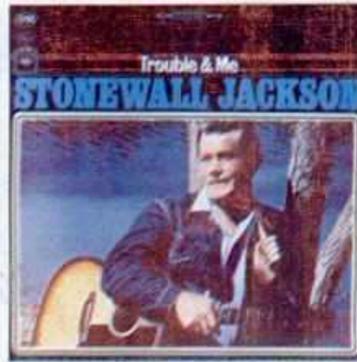


**COUNTRY SPOTLIGHT**

**TROUBLE & ME**

Stonewall Jackson. Columbia CL 2278 (M); CS 9078 (S)

Jackson is one of the hottest sellers in the country field. His single "Don't Be Angry" is still high on BB's country singles chart after 22 weeks. His newest single release is contained in this album. He personifies trouble throughout the album with songs such as "I Washed My Hands in Muddy Water," "There's a Limit" and "Trouble and Me."

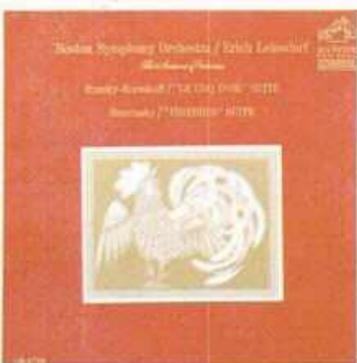


**CLASSICAL SPOTLIGHT**

**STRAVINSKY CONDUCTS THE RAKE'S PROGRESS**

Various Artists. Columbia M3L 310 (M); M3S 710 (S)

Stravinsky conducts Stravinsky in one of the most important and controversial works in contemporary opera. This "Faustian" fable, supplied with a brilliant libretto by W. H. Auden and Chester Kallman, was once before recorded with the composer also performing the conductorial honors. This is an entirely new recording.

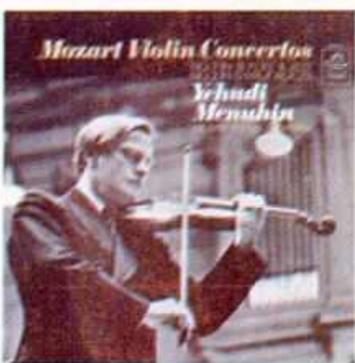


**CLASSICAL SPOTLIGHT**

**RIMSKY-KORSAKOFF: LE COQ D'OR SUITE/STRAVINSKY: FIREBIRD SUITE**

Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2725 (M); LSC 2725 (S)

Two great war horses, well performed and excellently recorded, and aided by the market appeal of the Leinsdorf and Boston Orchestra names, makes this package an assured top seller.



**CLASSICAL SPOTLIGHT**

**MOZART: VIOLIN CONCERTOS NOS. 1 & 2**

Yehudi Menuhin. Angel S 36231 (S)

Brilliant readings of the Mozart concerti superbly recorded make this among the finest additions to recorded violin works.

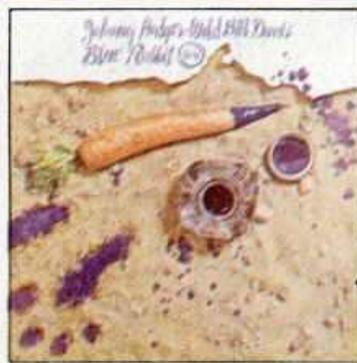


**JAZZ SPOTLIGHT**

**THIS IS... ART TATUM, VOL. I**

20th Century-Fox TFM 3162 (M)

The label has released two volumes of "This is... Art Tatum." There is little that can be said about the jazz pianist that has not been stated. Both volumes were recorded in 1956 and spotlight Tatum in solo concert. The tunes are magnificent and so is the performer. Both albums should be well received.



**JAZZ SPOTLIGHT**

**BLUE RABBIT**

Johnny Hodges/Wild Bill Davis. Verve V 8599 (M); V6-8599 (S)

Johnny's vast audience will enjoy this easy-swinging album. Hodges' alto sax, the equally creative organ playing of Wild Bill Davis and a sensitive rhythm section with guitar featured add up to pleasant instrumental voicings. "Satin Doll," "Tangerine" and "Things Ain't What They Used to Be" are standouts.