

# Billboard

The International Music-Record Newsweekly

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

## Col. Club Hearings Near End

By MILDRED HALL

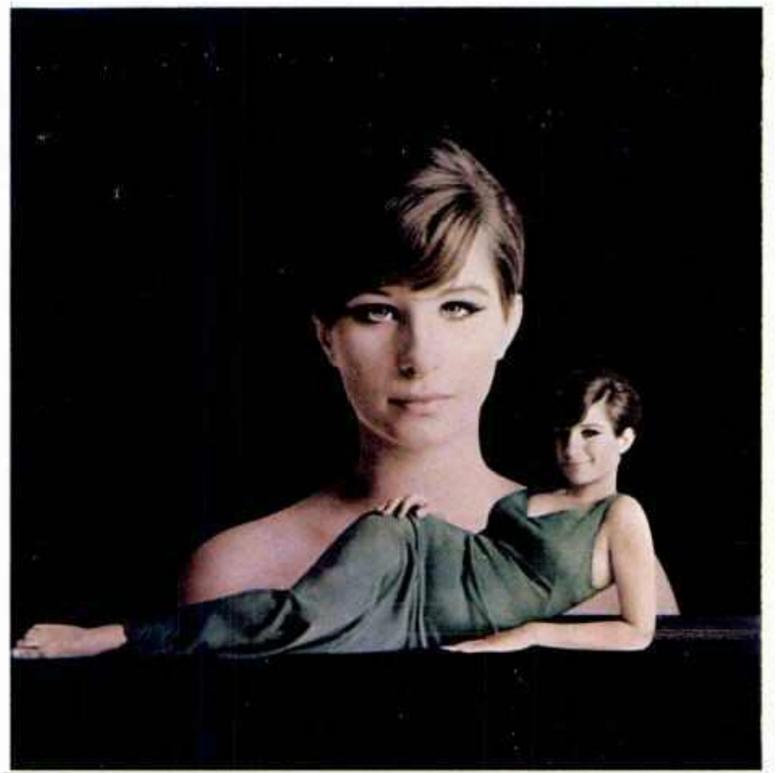
WASHINGTON—Final argument on the Columbia Record Club case will be held before members of the Federal Trade Commission here this week (May 13). Hearing Examiner Donald E. Moore, in October, 1964, recommended dismissal of all charges in the FTC complaint against the Columbia Club.

The FTC examiner wrote a thumping 300-page initial decision, exonerating the Columbia Club of all charges, and praising record club operation

as beneficial to the general sale of records. Moore found no basis for the government attorneys' argument that exclusive licensing of outside labels could end in total LP monopoly by Columbia and other major clubs, or that Columbia Club prices were unfair to record dealers, or that the company sought a monopoly in the LP sales.

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

*Continued on page 10*



BARBRA STREISAND, whose "People" album and single won several Grammys, has just appeared in her first hour-long special on the CBS Television Network. Her exciting new Columbia album is "My Name Is Barbra" (Mono CL 2336, Stereo CS 9136), the same title as the TV show. (Advertisement)

# SEEBURG BOWS COPYRIGHT ARSENAL

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

## COPYRIGHT BILL TALKS DELAYED

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

## Stockpile Is Ready Vs. ASCAP, BMI

By AARON STERNFIELD

NEW YORK—When and if the Copyright Law of 1909 is changed to remove the juke box exemption on performance rights, the nation's music machine operators will have an arsenal of 4,000 copyrights, all recorded in 45-r.p.m. stereo and

a performance rights society all their own.

This bombshell was dropped by Jack Gordon, president of the Seeburg Corp., world's largest manufacturer of music machines.

Speaking before 200 New York and New Jersey operators at the Holiday Inn Motel here Thursday night (6), Gordon disclosed that Seeburg had amassed some 4,000 copyrights during the last four years and had recorded all the material in stereo singles. He said the cost to the company had been at the rate of \$50,000 a month.

*(Continued on page 8)*



THE MIRACLES, who currently stand high on the Hot 100 with their Tamla single, "OOO BABY BABY," have just returned from Europe where they played to packed houses every night. Their latest album, "THE MIRACLES, FROM THE BEGINNING," is also climbing Billboard's Top 150 album chart.

(Advertisement)

## KFWB, KEWB WIN INTERIM RENEWAL OK'S

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

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

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



JACK GORDON

(Advertisement)

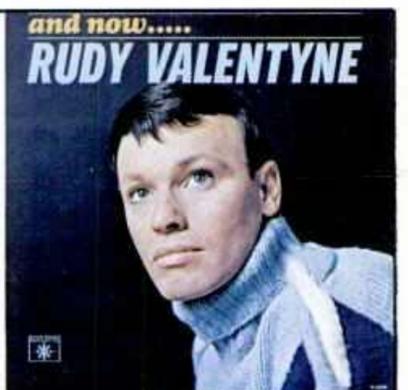
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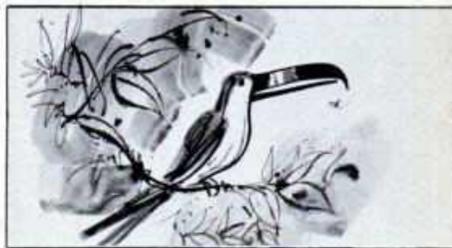
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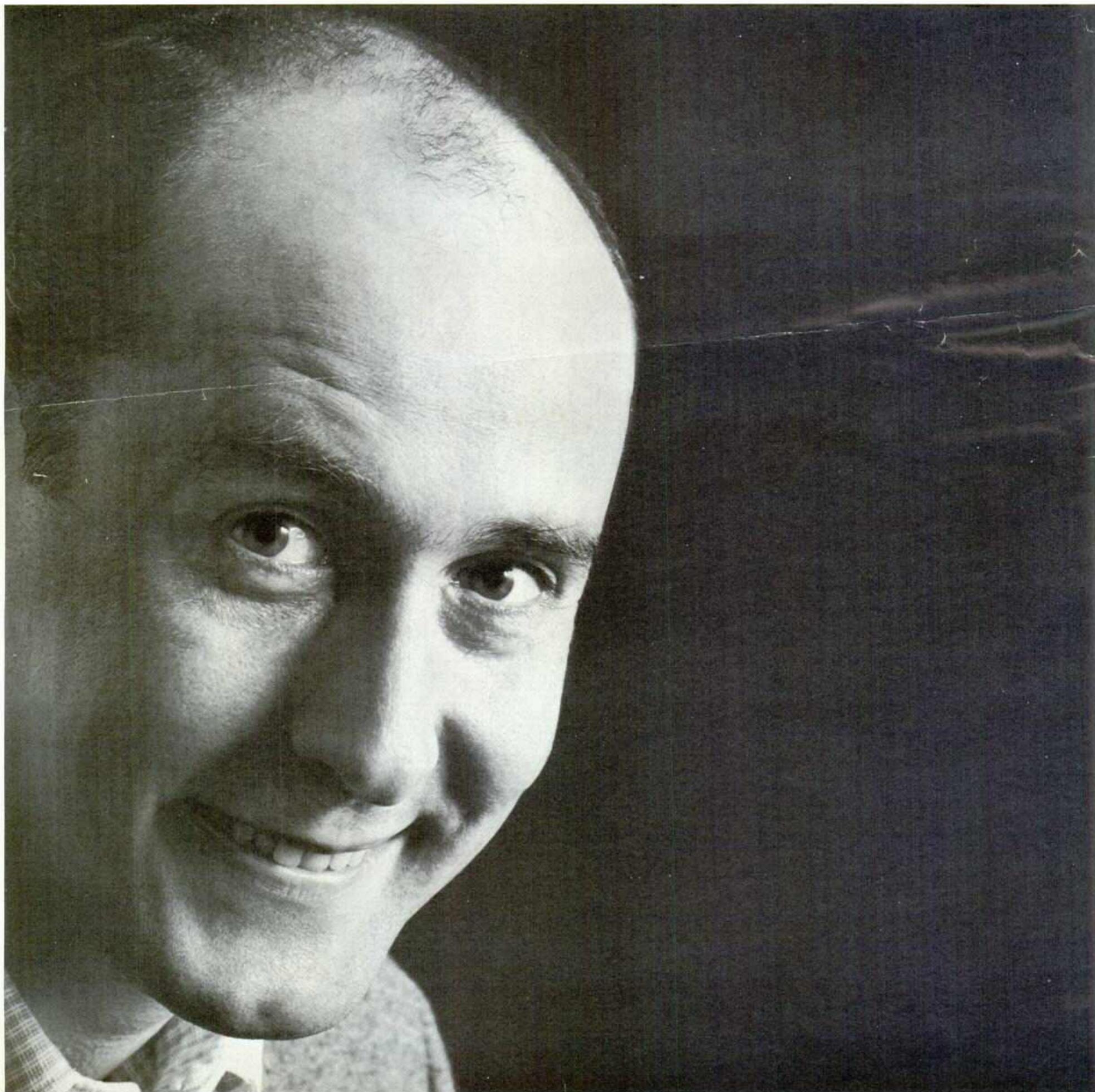
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# ABC-Para Joins Cap Club

NEW YORK—The entire LP catalog of ABC-Paramount Records and its subsidiary labels (Impulse, Command and Westminster) will now be available for distribution through the Capitol Record Club.

Larry Newton, ABC-Paramount president, negotiated the deal with Alan Livingston, president of Capitol Records, and Edward L. Nash, head of the Capitol Record Club.

The ABC-Capitol deal marks the first time a label the size of the former has made available its entire catalog to a record club not its own. Other labels have made their entire catalog available to record clubs, but none of these labels approach ABC-Paramount in size.

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

## What Deal Means

The deal calls for Capitol getting first crack at all ABC-Paramount product for record

club distribution, Newton added.

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

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

Initial offering through the Capitol club involves 22 ABC-Paramount, seven Impulse, 12 Command and two Westminster albums.

Under the arrangement, the Capitol club will be able to distribute product by Ray Charles, the Impressions, the Barry Sisters, Frank Fontaine, Soupy Sales, Carol Channing, Carlos Montoya, Elton Britt, Gary McFarland, Yusef Lateef, John Coltrane, Shirley Scott, Charlie Mingus, Enoch Light, the Ray Charles Singers, Tony Mottola and the Robert DeCormier Singers.

## Starday-Cap Deal

NASHVILLE—First fruits of the agreement between Starday Records and the Capitol Record Club were borne this week with the announcement that 10 Starday albums will be offered through the club this week.

Releases, from Starday catalog, include albums by Cowboy Copas, George Jones, Roger Miller, Johnny Bond and the Willis Brothers. Also included will be several double pocket sets in the Country Music Hall of Fame series.

Starday, while providing material for the Capitol Club, will continue with its own Country Music Record Club. Recent additions to the Starday club includes seven Johnny Cash albums from the Sun catalog and Flatt and Scruggs and George Jones albums for the Mercury catalog.

Starday products manufactured in Canada will be released to the Capitol Record Club in that country. Meanwhile, Starday is negotiating with other record clubs for an exchange of material and mailing lists.



THE DECCA CLAN gathered at the Friar's Club in New York recently to honor Ernest Tubbs for his 25th year with the company and to present him a gold disk for "I'm Walking the Floor Over You." Left to right: Sydney Goldberg Decca vice-president; Milton R. Rackmil, Decca president; Tubbs; Owen Bradley, Decca artists & repertoire director in Nashville; Leonard Schneider, Decca executive vice-president; Martin Salkin, Decca vice-president, and Lenny Salidor, Decca publicity-promotion head.

## EDITORIAL

# A Well-Kept Secret

One of the stars booked with the country package at the Paramount phoned his label and was greeted with the remark: "When did you get into town. . . I didn't know you were coming."

That just about explains the package's meager gross after a one-week stand at the Broadway showcase. Virtually nobody knew they were coming.

This promotional lapse is unfair to the specific acts in the package, and to country music, generally. The acceptance of country music is increasing in large urban centers. Cities like Detroit, Pittsburgh, Chicago, etc., are building as markets for country records and live shows. It was vital to the country field that the Paramount show be carefully and intensively promoted—particularly in view of the fact that New York lacks a country music outlet. The failure on this level is unfortunate.

Last week's debacle will add to the myth that country music cannot do well in New York. To counter this myth we may point out that Flatt and Scruggs—who were in the Paramount show—have played no less than 22 times in New York. Such is their strength when properly promoted. Hank Snow, another star in the Paramount show, has played key spots in New Jersey and other northern areas—as far back as Frank Dailey's Meadowbrook in 1951—and has turned away as many as 2,000. Snow and the late Jim Reeves played in Brooklyn, N. Y., and crowds were turned away. And this pattern of success could be repeated here if shows were brought in with more careful planning.

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

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

By CLAUDE HALL

NEW YORK — Acuff-Rose Music, Ltd., launched in England last June by Wesley Rose, will begin independent record production of British artists. U. S. Acuff-Rose's Hickory label, released by Pye Records in Europe, will get first crack at the masters, Nick Firth, general manager of Acuff-Rose Music, Ltd., said.

Firth and Colin Berlin, manager of the agency division of Europe's Acuff-Rose, were in New York last week on two projects. The first was a policy meeting with Wesley Rose, head of Acuff-Rose, who was in town negotiating with several record companies regarding a possible recording pact for Roy Orbison. "Colin is shopping for American acts to book in England; I'm

shopping for catalogs," Firth said.

The present Acuff-Rose organization in England started out as a sub-publishing outlet run completely by Chappell & Co., Ltd., Firth said. Firth is a grandson of Louis Dreifus, pres-

ident of Chappell. Acuff-Rose in England is now an independent operation with the framework of Chappell. All six employees work exclusively for Acuff-Rose. However, the firm draws upon bookkeeping, copy-

*Continued on page 10*

# 4 Seasons, Vee Jay In Court Settlement

NEW YORK—The 4 Seasons will stay with Mercury Records as the result of a court settlement Thursday (6) afternoon, but the settlement includes cutting an album for Vee Jay Records later this year. Vee Jay will pay the 4 Seasons and Bob Crewe, who produces for them, about \$200,000 in partial settlement of past royalties.

The settlement came in Supreme Court, New York County, after two days of sessions. Vee Jay had sued last year to pre-

vent the 4 Seasons from recording for Mercury. According to Martin J. Machat, attorney for the 4 Seasons and Crewe, the artists were under contract to Crewe, who released their cuts to Vee Jay. After a number of hits, Machat said, the 4 Seasons claimed Vee Jay violated its

*Continued on page 10*

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# New PR Head At Atl.-Atco

NEW YORK—Connie Hechter has joined Atlantic and Atco Records as director of advertising and publicity. He replaces Bob Altshuler, who switched to Columbia Records as director of publicity.

Hechter will be responsible for all advertising and publicity functions for the corporation. He also will direct national album promotion.

Prior to joining Atlantic, Hechter was the national LP promotion manager for Philips Records. He came to Philips from KDWB Radio, Minneapolis, where he was advertising and sales promotion manager. Hechter made his debut in the record business as Midwest promotion manager for Mercury Records.

# QUOTA RULE HOLDS UP BALL AT U.K. AIRPORT

LONDON—Kenny Ball's 10-day U. S. trip—the first leg of world tour—was halted at London Airport May 5 because U. S. authorities refused to give him a work permit. This further example of the "pop blockade," as it is now called here, interferes with arrangements approved in March for Ball, Jasmine and the Animals to tour in exchange for Louis Armstrong. The deal was made in co-operation with the British musicians union and American Federation of Musicians.

Nevertheless, tour promoter Harold Davison told Billboard he is not in favor of instituting a reciprocal ban here, although some musicians have expressed this.

Davison says the best means will be found to get the U. S. to change their minds. Current action considered ridiculous. Ball was expected to get an H2 visa late last week.

# Mercury Acquires Rights To Wax 'Pickwick' Caster

NEW YORK—Mercury Records will continue its recently stepped-up activity in the original Broadway cast album field with "Pickwick." The English musical, which began a lengthy pre-Broadway tour at San Francisco's Curran Theater April 19, is not expected to be recorded until the show opens in New York some time in the fall.

"Pickwick" has a score by Cyril Ornadel (music) and Leslie Bricusse (lyrics). In the cast are Harry Secombe, David Jones, Helena Carroll, John Call and Charlotte Rae. Philips has the British cast album of the musical which ran for close to two years in London.

# Onzy Matthews Joins Charles

LOS ANGELES—Onzy Matthews has been named musical director for Ray Charles Enterprises. His primary duties will be writing arrangements for new artists, handling arrangements for the Ray Charles orchestra and securing new talent for Tangerine Records.

Charles' disk label has 26 persons under contract, it reports. New talent recently pacted includes George Wydell, Donnie McGowan, Barbara Middleton and the Vala-Quons.

Already on Mercury's original Broadway cast album schedule for the fall are "The Yearling" and "La Grosse Valise." This past season Mercury recorded "I Had a Ball," the musical starring Buddy Hackett.

Meanwhile, Mercury has been on an Arthur Miller kick. It recently recorded "A View From the Bridge," currently running off-Broadway, and has it scheduled for release in the near future. The production, which features Robert Duvall, Val Bisoglio, Ramon Bieri, Jon Voigt and Jeanne Kaplan, was directed both off-Broadway and at the Mercury recording session by Ulu Grosbard. The other two Miller plays already in the Mercury Hopper are "After the Fall" and "Incident at Vichy."

# Columbia Chart(er) Member

NEW YORK—Columbia Records is pacing the field in album sales longevity. Only eight of the 150 albums carried in this week's issue of Billboard's "Top LP's" chart have been carried on the chart for 100 weeks or more. Six of the eight are Columbia albums.

Leading the list is "My Fair Lady" which has been on the charts for the past 445 weeks. Following in order of longevity are: "Sound of Music" (251 weeks), "West Side Story" (191 weeks), Andy Williams' "Moon River and Other Great Movie Themes" (191 weeks), Tony Bennett's "I Left My Heart in San Francisco" (148 weeks), and Andy Williams' "Days of Wine and Roses" (104 weeks). Columbia's original Broadway cast al-

bum of "Camelot" was on the chart for 223 weeks. It dropped off the chart in last week's issue.

The other 100 weeks-plus entries are Nat King Cole's "Ramblin' Rose" on Capitol with 102 weeks, and "Peter, Paul and Mary" on the Warner Bros. label with 160 weeks.

In the sales picture, these Columbia albums shape up this way. The original cast album of "My Fair Lady" passed the 5 million sales mark some time ago and the soundtrack album of the film version won a gold record from the Record Industry Association of America in December when its sales exceeded \$1 million within two months of release. The soundtrack album, incidentally, has been on the chart for the past 32 weeks.

The original Broadway cast album of "Camelot" is now over the 1,236,000 sales mark and "The Sound of Music" over 1,870,000. The original Broadway cast and soundtrack albums of "West Side Story" have now sold over 4,030,000 copies. The original cast recording of Richard Rodgers' new show "Do I Hear a Waltz," with lyrics by Stephen Sondheim, was released March 29 and sold over 50,000 copies in its first two weeks.

An unusual chart listing came to Columbia in 1964 for its full-length recording, on four LP's, of the Broadway "Hamlet" production with Richard Burton. It was represented on the chart for 14 weeks.

## WB-Reprise to Give LP Program Personal Touch

HOLLYWOOD—Warner Bros.-Reprise Records will bring its Fall LP program to distributors this year. A team of home office executives will conduct sales and promotion meetings for distributors and their staffs in Beverly Hills, Beverly Hilton Hotel, July 16; New Orleans, Royal Orleans Hotel, July 19; New York Hilton, July 21, and Chicago Conrad Hilton, July 23.

The executive team will include president Mike Maitland, Mo Ostin, Reprise general manager; Joel Friedman, merchandising director; Bob Summers, national sales manager, and Joe Smith, Warner's a&r singles director.

"All distributors' sales, promotion and accounting personnel will attend the meetings," Summers said. The company feels it can benefit more by

meeting on a regional basis with a distributor's entire sales-promotion field force where particular problems may be attacked.

"With the market place becoming more competitive each day, we feel it suits the purposes of Warner Bros. and our distributors to get our message directly before their sales people," Summers said.

## Vinton a Steady Chartist

NEW YORK—Bobby Vinton, Epic Records artist, has developed into one of the most consistent singles sellers in the business. Vinton has appeared on the Billboard "Hot 100" chart 96 out of 106 weeks, according to a recent chart analysis. The period charted was from March 9, 1963 through April 17, 1965.

The survey further revealed that Vinton's recordings placed in Billboard's top 50 for 86 weeks and in top 10 for 33 weeks during this 96-week period. Out of a total of nine Bobby Vinton records, only one single failed to hit the top 20 and that missed by only one position. Three single records, "Blue Velvet," "There I've Said It Again" and "Mr. Lonely," achieved No. 1 status during this period and remained in top spot for a total of eight weeks.

Vinton's selling splurge began in the summer of 1962 with "Roses Are Red," which became a million-seller. Since then, he's hit with "Blue on Blue," "Blue Velvet," "My Heart Belongs to

Only You" and "Clinging Vine." "L-O-N-E-L-Y," Vinton's latest release, is his 10th record within the past two years to appear on Billboard's chart.

The singer also has scored in the album field. He's had winners with "Roses Are Red," "Bobby Vinton's Greatest Hits" and "Mr. Lonely." He recently was awarded Billboard's "Most Played Artist—Male Vocalist Award 1964." In June, Vinton will make his New York nightclub debut at the Copacabana.

## 'Harlow' Row Reaches Into Record Field

NEW YORK—The battle between Joseph E. Levine and Bill Sergeant over their movie versions of "Harlow" is spilling over into the disk field. Last week Warner Bros. Records released the soundtrack album of Sergeant's "Harlow," and Columbia Records is now expected to get into the fray with the soundtrack album of the Levine production.

The score for Levine's "Harlow" was written by Neal Hefti. The picture, scheduled for national release at the end of June, stars Carroll Baker in the role of the late screen actress Jean Harlow. Sergeant's "Harlow," shot in television, has a score by Nelson Riddle, Al Ham and Alan Bergman; Carol Lynley plays the title role. The movie goes into release this week.

## CMA to Stage Country Show In Chicago

By NICK BIRO

CHICAGO — Amusement industry representatives drew plans last week for a giant country music spectacular to be put on here by the Country Music Association of Nashville next month.

The affair will be emceed by Andy Griffith. It will feature such artists as Roy Clark, Roger Miller, Dotty West, Tex Ritter, Johnny Bond, the Anita Kerr Singers and an orchestra of Nashville musicians headed by composer-arranger Bill Walker.

The show, called the Sound of Country Music, is the third such annual event. Previous shows in New York and Detroit drew 1,200 and 500 persons, respectively.

The Chicago show will be held at the Pick-Congress, June 7 (Monday) and will be staged *(Continued on page 32)*

## Oliver to Liberty

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

## HALL NAMED BB RADIO, TV EDITOR

NEW YORK—Claude Raye Hall has been named editor of Billboard's Radio-TV Programming Department. The department will be expanded and Billboard's worldwide network of correspondents will be harnessed to provide expanded radio and TV coverage.

Hall is a former reporter of the Times-Picayune newspaper in New Orleans, La., where he covered the civil courts and the State Supreme Court, plus special assignments. Prior to that, he was associate editor of Cavalier magazine.

A graduate of the University of Texas School of Journalism in 1958, Hall has had short stories published in many of the nation's leading consumer magazines. He is a native of Texas, is married, and has one son.

## Metro Music and Record Arms to Push 'Rolls-Royce'

NEW YORK — Metro's upcoming movie "The Yellow Rolls-Royce" will get a big push from the motion picture company's music publishing and recording wings.

The Big 3 (Robbins-Feist-Miller) is publishing the score by Rix Ortolani, and MGM Records will issue the soundtrack album. Ortolani, incidentally, wrote the score for the movie "Mondo Cane," which contained the hit single "More." His score for "Yellow Rolls-Royce" features a principal title theme and four other varied numbers, "Mae," "Forget Tomorrow," "Now and Then" and "Eloise."

To establish advance interest in the film, which stars Rex Harrison, Ingrid Bergman, Alain Delon, George C. Scott, Jeanne Moreau, Oar Sharif and Shirley MacLaine, MGM Records is setting up special screenings in key cities for dealers, disk jockeys, rack jobbers, distributors and reviewers. Emphasis of the campaign will be on special window displays featuring a three-dimension cut-out of a yellow Rolls-Royce. The record company has distributed a special movie playdate service to dealers, distributors and salesmen advising dates of the pic-

## Mills Music Makes Shifts In Personnel

NEW YORK — Mills Music made its first key personnel changes last week since its purchase by Utilities and Industries Corp. a few months ago.

Bernard Kalban was named manager of Mills' educational department replacing Don Malin who left to assume the educational post at E. B. Marks Music Corp. At the same time, Warren Ling, Mills' vice-president and general manager named two additions to the executive staff. They are Samuel Rubenstein as controller and Lawrence Lighter, attorney, to legal and special administrative duties. Lighter moves from SESAC where he performed similar tasks. Rubenstein resigned his position as controller of Peter Pan Industries to accept the present appointment and will assume complete financial responsibilities for the music firm.

Kalban has been in charge of advertising and promotion at Mills since 1960. Prior to that he performed in an executive capacity for Hansen Publications.

## Jay-Gee Forms R&B Affiliate

NEW YORK—Jay-Gee Records Co. has formed Port Records for the release of rhythm and blues product. Port will shortly announce the signing of artists and independent producers.

First release on Port's r&b schedule is "Crying in the Chapel," by Carol Fran.

NEW YORK—Shelby Singleton, vice-president of a&r at Mercury Records, will marry Barbara Elizabeth MacCollum Saturday (15). There will be a reception at Delmonico's Grand Ballroom and the couple will live in New York.

ture throughout the country. National release of the film is set for June and July.

Highlights of the disk company's campaign will be a concentration of radio plays through syndicated disk jockey programs as well as local shows. Also, trade, consumer and co-op advertising is being tied in with playdates of the picture. Picture gets its first opening at New York's Radio City Music Hall May 13.

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BILLBOARD, May 15, 1965



INTRODUCING ON  
**Hullabaloo**  
(Tuesday, May 11—NBC Television Network)

**The  
Byrds**

SINGING  
THEIR NEW COLUMBIA 

HIT SINGLE—  
THE SENSATIONAL  
BOB DYLAN ORIGINAL

**“Mr.  
Tambourine  
Man”**

# New Offensive Launched To Help Small Retailers

WASHINGTON — Rep. James Roosevelt (D., Cal.) and Sen. Russell B. Long (D., La.), both champions of small business, have teamed up for a new attack on dual distribution abuses. The legislators have introduced duplicate bills in Senate and House to protect small retailers when big companies with their owned outlets undercut independent retailer-customers in area sales of the company product.

In the record industry, this has led to wheeling and dealing by some manufacturers who may also be distributors and retailers, and can price the competing independent wholesaler or retailer out of business. Rep. Roosevelt, as chairman of the House Small Business Subcommittee on Distribution, held lengthy hearings on Dual Distribution in 42 industries, including the record industry, in 1963. These prodded Federal Trade Commission into promulgating 1964 record trade rules.

## Fair Price Deal

Sen. Long, ranking democratic member of the Senate Small Business Committee, and Rep. Roosevelt have introduced bills to compel big companies in the supplier-competitor situation to give the independent customer-competitor a fair price deal. Failure to do so—by whatever terms are spelled out in final legislation—would be classified as illegal price discrimination. Under present antitrust laws, there is nothing to prevent an

integrated manufacturer from using the "price squeeze" unless the practice "substantially lessens competition or creates a monopoly."

Of the three tentative bills, one called "Equality of Supplies" would compel the supplying company to charge the same prices to his independent customers as to the company-owned operation in the same functional category. When product is in short supply, the company would have to allot a fair share of product to independents. This supply problem is acute in the record industry when a hit record suddenly takes off.

Under a "Reporting" bill, supplying firms would have to publish separate profit and loss statements for each of the subsidiary operations that compete directly with independent customers. (A reporting bill was introduced earlier this session by Representative Roosevelt. BILLBOARD Jan. 23, 1965). The bill would apply only to integrated firms netting over \$2 million a year, excluding smaller concerns "having no substantial market power."

Under this bill, a large record company with subsidiary operations in distribution and/or retailing, would publish the financial data in annual reports to stockholders, if a corporation. If not, the reports would go to the Federal Trade Commission.

## Long's Point

It was pointed out by Senator Long that nothing in these two

bills prohibits the big company from operating at no-profit level in one subsidiary, while raising prices in another, to make a "price squeeze" against independents who are both customers and competitors. But the firm would have to make the facts known to customers, competitors, and government agencies. These could then decide if the dual distributor's conduct violated the law.

A third and new approach to the problem is an "Adequate Differential" bill. Under this bill, the supplier would have to maintain a fair differential between prices he charges as a supplier—and prices he charges his own subsidiary, when he wears the "competitor" hat. This differential would be required whenever failure to maintain it would tend to lessen competition or create a monopoly.

All three bills are frankly tentative approaches to a very complex problem, both legislators have told Congressmen and Senators.

Hearings on the Senate Dual Distribution bills have been promised by Sen. Philip Hart (D., Mich.), chairman of the Senate Antitrust Subcommittee. At that point, says Senator Long, it will be up to the small businessmen to "come forward" and help justify this type of legislation. An association of industry representatives has set up headquarters in Washington to hold an Inter-Industry Conference on Dual Distribution.

## THE JAZZ BEAT



REFUS HARLEY demonstrates that the bagpipe is really a jazz instrument before members of Jazz at Home Club U.S.A.

Jazz Clubs, once regarded by most disk jockeys, record manufacturers, distributors and promotion men as a "listening society of artisans," can be an effective merchandising tool.

A case in point is Philadelphia's Jazz at Home Club U.S.A. organized in 1961 by Chet Carmichael, education director of WDAS. Carmichael began with few illusions. He knew that most jazz clubs had failed, and he reasoned that the failure was due to the clubs' own policies—exclusion of all but the devoted jazz lovers.

Utilizing the various jazz programs aired in the Delaware Valley area, he was able to attract a sizable number of jazz buffs to his first meeting. There he stressed that one of the problems with jazz was that most of the followers were too busy applauding themselves and wallowing in self-satisfaction.

Thus he inaugurated the Jazz Listening Session. At each monthly meeting the members listen to a newly released album selected by the board. Each member and guest is given an application and questionnaire. As the album is played, the members are requested to make comments. These comments are forwarded to the company that produced the album.

At first there was little response. In fact, there were few companies willing to supply the club with records.

Club members were persuaded to turn out in force when one of their favorites played the area. As a result, the club owner could always expect a large delegation of JAHC members to attend his club.

Soon the club interested a number of artists to appear. Gloria Lynne was so impressed she gave a \$50 donation to apply to her dues. Since the annual dues of the club is \$1 per year, Miss Lynn is paid up for 50 years.

The club can now claim most of the musicians who play the area as members.

When the musicians recognized that the group was not comprised of "hippies" nor the "queer ducks" of jazz, they wanted to know what they could do to help.

Clark Terry has become one of the biggest boosters of the club. And for his efforts he was given the Jazz Culture Award for 1963, given to the musician doing most to advance the jazz culture in a particular year. Jimmy Smith was the recipient in 1962, and in 1964 Duke Ellington was the winner.

A program was initiated to honor those local persons who had made vital contributions to jazz. Each month at the meeting, certificates are awarded to

these persons. Musicians, club owners, laymen are included as honorees.

As the club proved that its efforts were solid attempts by a group of alert people, the record companies began to respond. Local promotion men also sought help from the club in pushing their products as well as supporting their artists upon working in the area.

The club soon moved to a position of being able to buy albums at wholesale rates and offering discounts to the members.

In addition, outstanding personalities from the jazz world were invited to speak before the meetings. Father Norman O'Connor, Rev. John Gensel, Billy Taylor, Clark Terry, John Hammond, Stanley Dance, Al Grey, Art Blakey, Paul Winter have addressed the club.

Recently Charlie Chisholm, a veteran musician and member of the board, formed the Musician's Alliance which supplies free music to the group. Each month a group is selected by Charlie to perform. Since no admission is charged, there is no conflict with the musicians' union. However, the Alliance has invited club owners to hear the groups perform. As a result this "Do It Yourself" program has aided a number of musicians to be heard and to gain work.

## Black Is Home After U. S. Trip

NEW YORK—Stanley Black, London Records artist, returned to England last week after nearly a month's promotional tour of 10 key cities in the U. S. The main reason for the trip, his first in the 22 years he has been affiliated with London, was made primarily in conjunction with the release of his new album, "Music of a People."

On the tour, Black was accompanied in a few of the cities by Tony D'Amato, London's a&r representative in England, and in some other cities by Tom Virzi, London's national LP promotion manager here. Herb Goldfarb, London's national sales manager, co-ordinated the whole tour.

Black's U. S. visit also helped London bring its April-May drive on its "Phase 4 Stereo" product to a head. Among the artists with new albums on "Phase 4," in addition to Black, are Frank Chacksfield, Ronnie Aldrich, Ted Heath, the Eric Rogers Chorale, Los Machucambos and Werner Muller.

## Philles Hit With AFM Ban

HOLLYWOOD—The American Federation of Musicians has begun a crackdown on infractions of union regulations, terminating its labor agreement with Phil Spector's Philles Records. The order initiated Monday (3) prohibits Local 47 members from playing on sessions for the label.

Local 47 president John Tranchitella said he didn't know how long the ban would last. Any union member caught working on a Philles date would be summoned before the local trial board for reprimand, Tranchitella explained. Further label infractions are being investigated, the union head said.

The action came after Local 47's board of directors brought two alleged infractions to the attention of the New York headquarters. The local claims Spector held a recording session on April 13 without notifying the union in advance as is required. Ten days later the union discovered an additional dubbing session, related to the first unreported session.

## Violation Uncovered

The violation of the contract was uncovered through a newly

## STARDAY IN TAPE FIELD

NASHVILLE—Starday Records has entered the tape cartridge field through a deal with Muntz Stereo Pak, Van Nuys, Calif., manufacturer of a tape player for automobiles.

The deal calls for 20 Starday albums as the initial offering, with 20 more country albums to be selected by Muntz for June delivery.

instituted blue slip system whereby musicians anonymously report overdubbing sessions to the union to gain payment for the extra work.

Tranchitella further claims no contract had been filed nor any checks received for musician salaries on the two sessions by April 28.

Spector recently moved his operation here from New York. Through the local's blue slip

program it has recovered money from Reprise, Capitol and RCA for unreported overdubbing sessions, Tranchitella said.

The union executive explained that the federation's policy on overdubbing, if the sessions were reported, involved: One tune at one-half hour overtime; two tunes at one-hour overtime and three or more tunes at one and one-half hours overtime per musician.

## Tower Forecasts Gross Of \$1 Million for Year

HOLLYWOOD—Tower Records anticipates grossing \$1 million by June 30, its first anniversary, according to Perry Mayer, merchandising director.

Although the Capitol subsidiary was formed on that date, it did not begin releasing product until September. Four acts were responsible for the black ledger, Mayer explained.

They were Freddie and the Dreamers, the Arrows, Dick Curless and Ian Whitcomb. Tower's first No. 1 disk was "I'm Telling You Now" by Freddie and the Dreamers. The single was originally released on Capitol, but Mayer feels the timing was off and the disk was unsuccessful.

The group is now signed with Mercury, which finds itself fighting Dreamer material on Tower now making its second appearance. The second re-released Dreamer disk is the current Tower product, "You Were Made for Me."

The hit by the English group in March turned the trick, Mayer said. The Arrows single of "Apache '65," Dick Curless'

country and western disk of "Tombstone Every Mile" (selling over 100,000 copies) and Ian Whitcomb's "This Sporting Life" single, were Tower's other towering successes. The label sold enough of several disks in February to return a profit then for the first time.

For each of these singles, a similarly titled album was produced. The subsidiary also released the LP "Sing Along With the Beatles."

All singles capturing sales were purchased masters with the exception of the already owned Dreamer titles.

Mayer believes Tower can hit paydirt with two new artists: Jerry Naylor and Judy Mardock.

Tower's new rhythm and blues line, Uptown, was named by a&r head Eddie Ray, Mayer noted. Reason for the creation of a separate r&b label was to hit the specialty field with a label devoted expressly to that kind of product. Tower's identification through its release of British rock 'n' roll and c&w material was in the pop field, the executive said.

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**HERE WE GO  
ON**

**Veep**

**"LOVEY DOVE"  
THE PREVIEWS**  
Veep #1215  
Produced by Sonny Lester

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

**"WHERE WERE  
YOU"  
BOBBY BOYD**  
Veep #1216  
A Duke Niles Production

**"WHAT  
TIME IS IT"  
THE  
FOUR HAVENS**  
Veep #1214  
A Feldman, Goldstein,  
Gottelrer Production

**Veep**

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

**"THAT'S  
MY DESIRE"  
DON CARON  
AND ORCHESTRA**  
Veep #1217  
A Carone Production

**UNITED  
ARTISTS**

This One



YGB7-P01-47P5

Copyrighted material

# Seeburg Corp. Bows Copyright Arsenal

• Continued from page 1

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

## Will Go to Operators

Gordon said that the performance rights corporation — Coin Operated Phonograph Performance Society — will eventually be turned over to the operators, probably—but not necessarily—through the Music Operators of America.

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

## Contract Provision

Another contract between the location and the operator, provides that the location pay the operator \$5 a month for a 60-selection library, that the operator change the library approximately every 90 days and that the location conform to specified conditions with regard

## RIAA Adds Six Members

NEW YORK — The Record Industry Association of America has admitted six new members, according to executive secretary Henry Brief. They are: Crescendo Records, Everest Records, the Longine Symphonette Recording Society, Request Records, Signet Records and Vee Jay Records.

## Feit to Amy-Mala

NEW YORK—Max Feit has joined Amy-Mala in the capacity of comptroller and credit manager. Feit comes to Amy-Mala after a seven-year tenure at Cadence Records in the same capacity.

to sound reproduction.

Gordon turned in a spellbinding performance before the local operators, beginning at a slow pitch while tracing the history of the music machine industry and rising to a crescendo when he explained the COPPS set-up.

He pointed out that juke box collections last year were about \$500,000,000, half of the total TV billings and substantially more than the \$275,000,000 in motion picture receipts and the \$237 million in radio billings.

He added that of the two major performance rights societies, radio and TV exercise a great deal of control in BMI, while film companies control a substantial portion of ASCAP firms.

Gordon said that in view of the \$500,000,000 taken in annually by juke boxes, there is no reason why the music machine industry should not have a major performance rights society of its own.

## Cites BMI Rise

He cited the situation which gave rise to the birth of BMI. In 1940, Gordon charged, ASCAP sought a rate increase and radio stations decided to eschew ASCAP music and form their own society.

Broadcasters, Gordon added, were unprepared for the move and for the first year of their breach with ASCAP they had to depend largely on public domain while station revenues fell off sharply. When BMI was able to build a catalog, broadcasters were then in a position to bargain effectively with ASCAP, he added.

Gordon said juke box operators would not be caught in an initial bind when and if the Copyright Act is amended. He added that possession of the COPPS catalog would put them in a strong bargaining position.

Right now, Gordon said, juke box operators spend between \$30 million and \$35 million a year in records and pay \$2 million a year in mechanical royalties.

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

## CAPITOL SETS SALES PARLEY IN SAN JUAN

HOLLYWOOD—Capitol Records will hold its national sales convention at the Sheraton Puerto Rico Hotel, San Juan, July 14-18. The label expects about 250 persons to attend the gathering. Capitol's policy is to gather its sales force together every other year. The previous national conference was in Mexico City. CRDC President Stan Gortikov described the event as a "training-seminar" gathering for the Capitol field force. Representatives from the Tower subsidiary will also attend, Gortikov said. Seminars will deal with product lines and industry problems. Between the national conventions, the company holds regional gatherings.

certainty don't pay \$2 million in mechanical royalties each year.

Gordon then cited instances of countries where juke box operators do pay performance royalties, with French operators shelling out up to \$480 per year per machine, British operators getting hit with up to \$300 per year per machine and German operators being tapped for up to \$300 per year per machine.

In an exclusive statement to Billboard Friday (7), Gordon disclosed that the COPPS concept will be made available to European operators immediately.

Key to the COPPS promotion is the word "Discotheque." Seeburg is promoting its product—both for dancing and listening, as Discotheque.

Using the Discotheque idea, Gordon emphasized that the conventional juke box will be regarded as a form of entertainment, not a music machine, and that the public will accept coin-operated music much in the same way it accepts films, radio or television.

With regard to the other forms of entertainment, Gordon said the juke box operators should be prepared to go it alone. He explained that use of Seeburg product on radio or television or for sale in stores is forbidden under terms of the contract.

## Blasts Disk Firms

Gordon blasted the record companies. "They have no use for you," he said, and he charged that the only time record companies have made any product specifically for juke box operators is when they were paid for that product in advance or when they were prodded by the juke box industry.

The Seeburg catalog, Gordon said, is all new material, never previously released. It includes pop, r&b, country and classical. The pop releases will be called Discoteen records.

"This product will be yours exclusively," Gordon said. He explained that new artists and new repertoire would be created through juke boxes, and that the only way this music may be heard will be through music machines.

## To Keep Title

According to Joe Marsalla, Seeburg vice-president in charge of music, Seeburg will retain title to the copyrights after COPPS is turned over to operators. Seeburg would still retain the right, if it chose to exercise that right, to license the music to record companies and retain the mechanical royalties.

The operators, on the other

(Continued on page 62)

## Dolton Puts Out Guitar Instruction LP for Teens

HOLLYWOOD—Dolton Records is taking aim at the burgeoning teen-age guitar market through a special LP featuring the Ventures and a newly developed instruction system called "Guitar-Phonics." The instruction album is "Play Guitar With the Ventures," and is featured among the instrumental group's 16-LP catalog being emphasized this month.

Dolton, a Liberty subsidiary, has leased recording rights from phonic inventor Bill Savage of San Diego. The "Guitar-Phonics" system is simply diagrammed instructions showing students where to place their fingers to pluck out his favorite rock 'n' roll song.

Liberty's marketing director, Lee Mendell, pointed to the estimated "\$800 million in guitar sales" in the country last year as indicating an enthusiastic au-

dience for product developed around guitar music (The Ventures) and an uncomplicated instruction system.

The instruction LP, produced by Dick Glasser, has four songs plus 12 minutes of instruction and a 16-page instruction booklet. Inventor Savage said most guitar instruction today involves learning by ear instead of learning to read music.

The play along LP teaches lead, bass and rhythm guitar, with those instruments missing on certain tracks, allowing the listener to fill in, in the "Music Minus One" LP manner.

Don Blocker, a&r administrator, said the LP is designed to entertain not educate, since the public shies away from teaching packages.

Dolton's merchandising for the Ventures' program carries the theme, "World's Number One Instrumental Group," explained Mendell. The Mosrite Guitar Co., owned by the Ventures, is involved in the promotion, offering displays and brochures to key retail outlets.

Mendell explained the timing of the Ventures program was set in mid-May to take advantage of warm weather and the closing of school, offering teen-agers more time for leisure activities.

Dolton will mail the new tour LP to radio stations and its promotion department will schedule album give-away contests with various teen fan magazines for the Ventures.

## Musicians in Accord: Kenin

NEW YORK — AFM President Herman Kenin last week announced there is no disagreement between musicians unions of North America and Britain. Their long-standing reciprocal arrangement for mutual exchange of instrumentalists across the Atlantic is in full effect, he said. A weekend suspension of the agreement was asked by the AFM of its British counterpart to allow time for understandings with some booking agents. The latter, according to the AFM, were exceeding and thus endangering the reciprocity arrangement by extraneous bookings of British musician units now employed in the United States.

Kenin stated that over last weekend a "thorough and continuing understanding" had been reached with bookers, to stop the practice of permitting visiting groups to fulfill engagements other than those specifically agreed to in advance under the reciprocal understanding. "We trust we shall not have to again seek the agreement of valued union friends in London to suspend needful work opportunities on both sides of the Atlantic because of a few greedy transgressors," Kenin added.

## Barsky New Sales Chief At Metro

NEW YORK—Ed Barsky has been appointed sales manager for Metro Records, MGM-Verve's budget line. Barsky joins the organization after 15 months as national sales manager for Living Language Courses. Prior to that he was an independent record distributor in Philadelphia and was one of the first record distributors assigned to handle the MGM line in that city.

Irv Stimler, who was instrumental in launching the Metro line, will now concentrate on creative services for the Metro label involving artists and repertoire, cover design, production and packaging.

## Folkways, DGG Holiday Talks

NEW YORK—Folkways Records and DGG, a subsidiary of MGM-Verve are negotiating for the release of 10 Folkways masters through DGG. The releases, five new albums and five LP's from catalog, may be the first in a series of arrangements between the two firms. The first deal is expected to be completed this week.

The arrangement in no way affects the structure of Folkways, which will continue to operate as an independent folk label, releasing and distributing most of its own product.

Under terms of the proposed arrangement, DGG would have the right to select from some Folkway masters product to be distributed through the MGM-Verve subsidiary.

## PORTER LEAVES SONG LEGACY

NEW YORK — Cole Porter, who died last October, left a legacy of 100 unpublished songs which were written between 1924 and 1955. The discovery of the songs among the late composer - lyricist's manuscript, revealed last week, was made by Dr. Albert Sirmay, chief editor of Chappell, the music firm which handled many of Porter's copyrights.

Sirmay said, "I would call the material a rich musical heritage. There is enough material for one or two musical scores. There are dozens of excellent songs." John Wharton, Porter's attorney for 20 years, has had the unpublished songs insured for \$100,000.

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# Esther Phillips has a hit...



**“and  
i love  
him!”**

ATLANTIC 2281

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

**AND I LOVE HIM!**  
**ESTHER PHILLIPS**  
Sings Great Love Songs



PEOPLE  
GIRL FROM IPANEMA  
MOONGLOW & THEME FROM PICNIC  
I WISH YOU LOVE  
MAKIN' WHOOPEE  
TIS AUTUMN  
SHANGRI-LA  
OUT OF THE BLUE  
TOO SOON TO KNOW  
IF YOU LOVE ME, REALLY LOVE ME  
MAKE BELIEVE DREAMS  
AND I LOVE HIM

**45**

ATLANTIC 8102

**and this hit kicks off  
her great selling LP.**

**“and i love him!”**

ATLANTIC 8102 (Stereo SD 8102)

**ATLANTIC** 

12 great songs done the Esther way...

# Hearings on Columbia Disk Club to Wind Up This Week

• Continued from page 1

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

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

## Arguments Set

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

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

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

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

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

• Continued from page 3

right and licensing facilities of Chappell. Chappell owns one-half of the British Acuff-Rose.

Firth said the British Acuff-Rose does booking, management

and publishing, in addition to working closely with Pye Records on Hickory release. The firm is also instrumental in British tours of American acts. Besides the last European tour of Roy Orbison, Firth said Acuff-Rose had booked Orbison for a two-week July tour of Ireland at the "biggest money any single pop act has ever received." American appearances by British artists and British appearance by American artists are the result of a "reciprocal arrangement" between Acuff-Rose offices in Nashville and in London, Firth said. Tom Jones' appearance on the Ed Sullivan show May 2—the first of five—was through this reciprocal arrangement. Donovan is slated for an American tour by the same path. Firth said Tom Jones is "the first of a flood" of British acts Acuff-Rose will bring to the States. Bookings will not be limited to Hickory or Pye Artists. Mia Lewis, London Records artist, may be brought to the U. S. "if everything works out well," Firth said.

Firth said the British Acuff-Rose organization is "way in the black and doing extremely well." Among the catalogs handled in England are Pamper and Sigma. In addition, the office publishes all the writers handled by the U. S. office, including the Orbison material.

British Acuff-Rose is doing a "marvelous business in Ireland," Firth said, "largely as a result of the appeal of country music there, which is a backbone of the U. S. Acuff-Rose organization. We're never out of the Irish hit parade with our material." He said the booking part of Acuff-Rose soon hopes to bring country artists to Ireland.

## New Essay Firm Bows Two Labels

DAYTON, Ohio—A new recording firm, Essay Productions, using both the Alco and Essay label signatures, has been formed here, with offices at 1610 Alexandersville Road. The firm has plans for establishing a branch office in the Paddock Center, Cincinnati, at a later date.

Heading up the new company are songwriter Arvey Webster; Sonny Flaharty, former Decca and Epic recording artist, and Robert Dye and David Bartholemew, presently engaged in the sound recording business. Webster will handle the bulk of the a&r work for the labels, with Flaharty in charge of production. Dye will serve as chief engineer and Bartholemew as art director.

Initial release on the Alco label will be made May 15, with Janie Fulmer on "A Few Days More" b.w. "Everything Is Here But You." Upcoming sessions, according to Webster, will spotlight the Fabulous Penetrations, the Jaguars, Paul Hopkins Jr. and the Young Americans, a group headed by Flaharty. Essay sessions have been skedded for comedian Clarence (Crazy) Loos and a Chicago duo, Wager and Carroll.

## Services Held For Jones; 300 at Mass

HOLLYWOOD—Spike Jones was eulogized as a "humorist in the clothing of a musical satirist" at funeral services last Tuesday. The 53-year-old artist died Saturday (1) at his Beverly Hills home of emphysema, a respiratory ailment.

Over 300 persons attended the Requiem Mass at a West Hollywood church. Jones, who recorded zany records for RCA during World War II, and most recently worked for Liberty Records, appeared on TV and in

night clubs with his wife, singer Helen Grayco.

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

## 4 Seasons, VJ

• Continued from page 3

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

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

THE COLLECTOR IS COMING



Cash Box

Newcomer Pick

May 8, 1965

BORN TO BE WITH YOU (2:15)

[Edwin H. Morris, ASCAP—Robertson]

FAR, FAR AWAY (2:13) [One Four Two, BMI—Scott, Coulter]

CAPITOL SHOWBAND (Argo 5502)

The Capitol Showband are riding at the top of the charts in their native Ireland with this version of "Born To Be With You" and there's no reason why the crew can't click with it on this side of the foam. The side is a rollicking, happy-go-lucky countryish reading of the sturdie which boasts an infectious rhythmic undercurrent. "Far, Far Away" is a plaintively tender easy-going romancer.

Born To Be With You

ARGO

13852  
Edwin H. Morris  
& Co.  
ASCAP  
Time 2:15

THE CAPITOL  
SHOWBAND

5502

SLEEPER OF THE WEEK

A jaunty revival of the old tune could catch on very quickly. The sound is kind of thick and the singing is cheerful. Just the thing to attract teens. Disk is Argo 5502.

RECORD WORLD—May 8, 1965

Billboard May 8, 1965

SPOTLIGHT PICK  
CAPITOL SHOWBAND—BORN TO BE WITH YOU (Morris, ASCAP)—This is the original smash hit from Ireland. The Don Robertson oldie is given a fresh pop rocking rendition with hit written all over it. Flip: "Far Far Away" (One Four Two). Argo 5502

'Nuff Said



CHESS RECORDS

# The Honey Wind Blows The Brothers Four onto the Charts.

Their Latest Hit Album



CL 2305/CS 9105 Stereo

COLUMBIA RECORDS 

# Magic Is the Secret Word to British Disk Producer Most

NEW YORK—Mickey Most, the young British disk producer whose releases in the U. S. passed the 4.5 million sales mark in the past four months, candidly admitted that English records aren't well made. "However," he pointed out, "we don't want them too good. What we try to get in a record is 'magic'—something to make the kids want to buy the record."

Most, who was in New York recently scouting for new song material, feels that most of the 'magic' in a record comes from the song itself. "Songs are harder to find than singers," he said. To help in his continual search for songs and to handle his business affairs here, Most, who headquarters in England, has established a New York office in the Time & Life Building under the direction of Allen Klein, his business manager. Most is now a steady commuter between London and New York, coming here for a song or



MICKEY MOST

a business deal for even so short a time as a one-day stay.

His recording techniques are as varied as the artists whose disks he has been recording. He has recorded the Animals and Herman's Hermits for MGM; the Meades, Calvin James and

Bobby Vinton for Epic; the Nashville Teens for London; and Brenda Lee for Decca. He has also recorded a new group called the Symbals which will soon have a record released here under the MGM banner. "Each singer or group," he said, "has an idea of what the sound should be and I try to fit that idea to the song and to their style."

To get the proper sound, Most records his disks monaurally. He feels that a stereo-made disk loses the atmosphere he's after and that on a pop single "stereo sounds too busy."

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

# 'Half a Sixpence' Is Bright And Bouncy as a New Coin

NEW YORK—"Half a Sixpence" is a shiny little musical that abounds in warmth and geniality. Its star, Tommy Steele, has a boyishly winning charm; its score, by David Heneker, is bright and bouncy, and Onna White's exuberant choreography makes it a visual joy.

The musical opened at New

York's Broadhurst Theater on April 25 to generally enthusiastic notices, and RCA Victor brought the troupe into recording studios the following Sunday (2) for the original cast album session. It looks like Broadway and Victor have another hit on their hands.

The book for the musical, based on H. G. Wells' "Kipps," is innocently old-fashioned, but it's told in such a happy song-and-dance setting that even the sticky qualities are easy to take.

Set in the Victorian era, the plot unfolds a tale of a poor cockney draper's clerk, played by Steele, who comes into an unexpected inheritance, dumps his chambermaid girlfriend (Polly James) for a society cutie (Carrie Nye), loses his fortune and returns to his class level and his first girlfriend to find true happiness. It's to the credit of the performers, the composer and the choreographer that such a corny story can work.

Steele is an all-round pro. He acts, sings, dances, instrumentalizes on banjo and is completely winning in all departments. The score, for which Heneker wrote both words and

## Signings

Xavier Cugat has been signed to a long-term contract by Decca Records. Harry Meyerson, Decca artists & repertoire producer, will supervise all of Cugat's sessions for label. . . . United Artists Records has added Latin American maestro Ray Barretto and singer Art Lund to its artist roster. . . . Benice Swanson, 21-year-old English actress-singer, has been signed to Chess Records. Her initial disk, "Lying Awake," already out on Chess in England, will be released in the U. S. this month.

music, is lighthearted and easy and fits both the needs of the story and the current music beat. Especially good are "If the Rain's Got to Fall," "The Party's on the House," "Flash Bang Wallop" and "Money to Burn."

Director Gene Saks keeps things moving at a merry pace and the boys and girls of the chorus are so energetic that the audience cannot help enjoying their work.

"Half a Sixpence" came to Broadway after a run of nearly two years in London, so it appears that all's well that begins Wells. **MIKE GROSS**

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TOMMY STEELE, left, at recording session of original Broadway cast album of "Half a Sixpence" rests between takes with George R. Marek, RCA Victor vice-president and general manager who produced the album.

## PEOPLE AND PLACES

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

Gov. Hughes of New Jersey last week presented the Four Seasons with the Catholic Youth Organization award for "Best Catholic Entertainers of the Year." . . . Glenn Yarbrough has been signed to appear on a month-long tour for Ford. Also on the tour, which begins Nov. 8 and ends Dec. 11, will be the Serendipity Singers. . . . Bob Harris will write the theme music for two movies to be made by Unger Productions, "Ten Little Indians" and "Sandy." . . . Organist Eddie Layton, currently on the Epic label with "Do You Remember Me? Radio's Greatest Themes," is arranging these themes for a Hammond Organ folio to be published by Mills Music. . . . Johnny Cymbal, DCP International artist, has been signed to be a regular on "The Don Webster Show" out of WEWS-TV in Cleveland. . . . Houston and Dorsey, who recorded on the Carellen label, are in their fourth year at the Castaway in Daytona Beach, Fla. . . . Lionell Newman has been signed to a new two-year contract as head of the music department of 20th Century-Fox studios.

Cathy Favaro Maimone, secretary to Hugo and Luigi for the past 11 years, is leaving the record business to take on chores at home. She's expecting a child in July. . . . Marvin Gaye, Tamla artist, opens at the 40 Thieves Club in Bermuda for a two-week engagement starting May 17. . . . Singer Vic Justo opens at Brickman's Hotel in South Fallsburgh, N. Y., May 30. . . . Woody Allen returns to the Bitter End in Greenwich Village May 12 for a two-weeker. . . . Danny Thomas has scheduled Epic singer Bobby Vinton for one of his TV specials in the fall. . . . Buddy Kaye, writer-publisher, is in Europe fulfilling independent lyric assignments as well as activating his British company, Budd Music, Ltd. . . . Connie Francis will star at the benefit to be held at Carnegie Hall May 17 for The Third Order of St. Francis. . . . Jerry Vale will headline at Sciolla's, Philadelphia, May 24-29. . . . Bernie Scherer, professional manager of the Bourne Co., is on a trip to Nashville and the Coast. . . . Sammy Kaye and his band have been signed for a string of one-nighters in the East and Midwest through June. . . . Robert W. Blackwood Jr., leader of the Junior Blackwood Brothers Quartet, was married April 26 to Donna Drew. . . . Starfire and Julia Records have added Chuck Austin, Joe Dyson, GND Productions and Billy Empson to its list of producers. . . . Burt Bacharach will write the score for MGM's "The Liquidator." . . . Tina Britt, of Sue Records, is appearing on commercials for Fab Soap. . . . Monte Kaye, back in New York after a trip to London, set a date for Astrud Gilberto at the Cool Elephant there on June 14 and lined up a series of concerts for the Modern Jazz Quartet beginning Oct. 16 at Royal Festival Hall. BBC-2 inked both artists for specials to coincide. . . . Shawn Elliott, Roulette Records artist begins a two-weeker at the Town and Country Club, Winnipeg, Canada, May 24. . . . Mel Torme will be at the Huddle Embers, Indianapolis, from May 31 through June 5. . . . Poncie Ponce doing radio and TV shots in Buenos Aires from June 9 through June 16. . . . Franz Allers will direct "Kismet" at the New York State Theater of Lincoln Center this summer. **MIKE GROSS**

## ENCHANTING STYLIST

### Edie Puts on Happy Face at Latin Quarter

NEW YORK—Edie Adams, who has a happy lilt to her voice, enchanted a packed Latin Quarter Wednesday (5) night in her first nightclub appearance in a year. Most of her act weaved around happy songs. She began with a medley that spun around "Pick Yourself Up" while she strolled through the audience shaking hands and ended her performance with another hand-shaking tour and another medley.

In between were "Why Don't You Pick One Up and Smoke It Sometimes" from a TV commercial, take-off monologues on Zsa Zsa Gabor, Jayne Mansfield, and Ladybird, and a funny "Hey, There" in German. Her best songs were "I'm a Woman," which had a lot of impact and the only ballad of the night, "He's My Man," from the Broadway musical, "Funny Girl."

The entire Latin Quarter show, under managing directors

E. M. Loew and Lou Walters, presents some of the finest entertainment, off record and on. Miss Adams appears through May 22.

### GARNER FOR CLUB CONCERT

NEW YORK—Erroll Garner will give his concert performance in a nightclub for the first time when he opens at the Village Gate in Greenwich Village May 20. "An Evening With Erroll Garner" will be presented in two performances nightly and with three performances on Friday and Saturday. It will be pianist's first New York appearance in four years.

Meantime, Garner has signed with the William Morris Agency for all fields.

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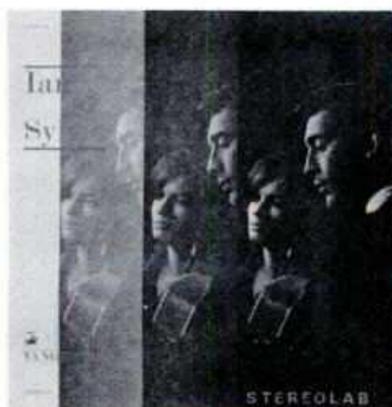
Come in Stranger  
Early Morning Rain  
Nancy Whiskey  
Awake Ye Drowsy Sleepers  
Marlborough Street Blues  
Darcy Farrow  
Travelling Drummer  
Maude's Blues  
Red Velvet  
I'll Bid My Heart Be Still  
For Lovin' Me  
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VRS-9154 (MONO) & (STEREO) VSD-79154



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## Format Switch Puts KKHI At Top of Classical Class

By ELIOT TIEGEL

SAN FRANCISCO—KKHI-AM-FM has become the Bay Area's leading classical station in one short year.

In March 1964, the station trailed in the rating battles. Today, after undergoing format changes from the classics to pops and back to the masters, KKHI is on solid ground. Its listeners write in from as far away as Alaska, Oregon and British Columbia, not to mention the nine-county Bay area.

For the past year, KKHI, owned by Buckley Jaeger Broadcasting (KGIL, San Fernando, Calif.; WWTC, Minneapolis, and WDRC, Hartford, Conn.), has been building listenership. One

key to its success with San Franciscan sophisticates has been its presentation of the San Francisco Symphony, New York Philharmonic, Philadelphia Orchestra and Oakland Symphony. All, except for the Philadelphia, are live broadcasts.

The San Francisco is aired Friday nights, the New York Sunday afternoons, the Philadelphia Sunday evenings and the Oakland Wednesday evenings.

To capitalize on its coverage of the San Francisco Symphony, the station since last November has been running a weekly promotion covering each of the orchestra's 19 concerts. Listeners mail in postcards with their addresses and phone numbers from which a weekly winner is ex-

tracted. The winning couple gets an evening at the St. Francis Hotel, dinner, and tickets to that Friday's concert at the War Memorial Opera House. The station's own 1932 Rolls-Royce transports the winners to the opera and back to the hotel.

Each of the weekly winners becomes eligible for a grand drawing May 7. The first prize is a Fisher stereo console, second prize a weekend at the Sahara in Las Vegas, third prize is two season's tickets for the Symphony's next season.

At the end of 13 weeks, the station had received 26,695 entries, said general manager Elmer Wayne, formerly with KGO, San Francisco, KFI, Los Angeles and WJR, Detroit.

### Financial Success

When the new management bought the station from owner Frank Atlass for \$750,000, there were 31 advertisers. With an entirely new sales and creative staff, the station hit a recent high of 157 accounts.

In the San Francisco area, classical music accounts for significant percentages of records sold, the station claims. At Campus Records in nearby Berkeley, classical sales account for 90 per cent of total dollar volume, with Sea of Records in town (80 per cent) and Village Music Center in Palo Alto (75 per cent) following as leading classical outlets. This buying audience is the basis of KKHI's listenership.

KKHI's personalities include Bill Agee, program director; Keith Lockhart, operations manager; Mike Chamberlin, Fred Krock, Mel Schultz and Lou Sinclair.

Each time the station broadcasts a symphony it costs \$2,400, but general manager Wayne calls this "a great promotion vehicle" and well worth the output.

KKHI's program spectrum is a bright combination of symphonic and vocal presentations offered in easy to take segments. The weekly program schedule begins with "Festival of Music" (6-9 a.m.) featuring short, familiar selections, stock reports and time and weather checks. This show is followed by "Symphonic Variations" (9-10), concertos and suites; "Telemusic-uiz" (10-10:30), phone participation game; "Concert Grand" (10:15-10:30), piano music; "This Date in Music" (10:30-11), anniversaries of composers and artists; "Pops Concert" (11-noon), familiar classics; "Luncheon Concert" (noon-1 p.m.) melodic classics; "World of Opera" (1-1:30), favorite arias and choruses; "Composers' Corner" (1:30-2), spotlighting a composer's life and works; "Symphonically Yours" (2-3), great symphonies; "Designs in Melody" (3-6), repeating the early morning traffic hour features plus short, familiar selections; "Dinner Concert" (6-8), melodic works; "Guest Artist" (8-9), concertos; "World Adventures in Music" (8-9 Tuesdays and Thursdays), offering music programmed by TWA; "Concert at 9" (9-10), opera works; "Echoes & Encores" (10-10:30), vocal works; "Enchanting Hour" (10:30-11), romantic composers, and "Music of the Spheres" (11-midnight), great works of the masters.

## New Griffin Show Aims at Carson

NEW YORK — The Merv Griffin Show debuts on syndicated TV Monday (10) in the nation's major markets. The Westinghouse Broadcasting Co. program will be aired here on WPIX-TV at 11 p.m. in an effort to grab a portion of NBC's Johnny Carson Show which comes on at 11:30 p.m.

Ironically, Chicago's WMAQ-TV, an NBC station, will be putting on the Griffin show following its Johnny Carson airer, which goes on 10:30-12 p.m. there. Chet Collier and Bob Shane are the producers of the Griffin show. Originating from the Little Theater here, the show is taped in advance for syndicated markets, but starting May 24 the show will be live over WPIX.

Lead-off name guest Monday (10) will be Carol Channing, who roller skated into the taping session Monday (3) shortly before curtain time of "Hello Dolly" next door. She wore a full-length zippered suit which led to her commenting, "One Zip and Hello Dolly." Merv Griffin quickly countered with "One zip and goodbye, Merv."

Griffin should be around for some while. He handled himself well and the show was paced smoothly. Among the entertainers appearing on the first taping session were comedian Dom DeLuise, song and dance man Danny Meehan, and Philip Burton, president of the American Musical & Dramatic Academy.

## WSM Deejay Makes Drivers' Lot Easier

NASHVILLE — Truckdrivers have a friend down South and throughout the Midwest who accompanies them through the long night stretches. His name is Bill Claiborne. Claiborne has been handling WSM Radio's all-night spot for about eight months.

The 50,000-watt station is noted for broadcasts of the Saturday night "Grand Ole Opry" show live from the stage



BILL CLAIBORNE

of the Ryman Auditorium. WSM also broadcasts a "Friday Night Opry" show. Claiborne picks up the ball after a half-hour religious program on Sunday morning at 1:30 and about 10:30 during the weekday nights.

A key feature of the DJ show is its live interviews and general sessions with Opry stars. Artists who've been live and unrehearsed on the show include such country names as Roy Acuff, Johnny Cash, Mother Maybelle Carter, and Kitty Wells. Visitors had been welcome, but Claiborne said he had to stop this a few weeks ago. "There were always 30-40 people in the hallway and spilling over into the room," Claiborne said, "and the noise began to interfere with the program."

Programming for the all-night DJ show consists of usually the same records every night, Claiborne said. "I play the current releases of the 53 Opry acts and 30 outsiders." The goal of the program is to promote the Opry and its stars—undoubtedly suc-

(Continued on page 16)



RALPH ATLASS, center, receives congratulations from country star Eddy Arnold, left, and Howard Miller for getting the Golden Mike Award from the Chicago chapter of the Broadcast Pioneers.

## Atlass, Chi Radio Pioneer, Gets Golden Mike Award

CHICAGO — Ralph Atlass, whose 50-year broadcasting career played a vital role in three of the city's major radio stations, was honored last week by some 600 broadcasters and advertising executives at the first annual Golden Mike Award dinner of the Chicago Chapter of the Broadcast Pioneers.

Howard Miller, who worked under Atlass at WIND for 18 years, was emcee. Among those speaking were ABC Breakfast Club host Don McNeil, Sun-Times columnist Irv Kupcinet, and RCA Victor recording artist Eddy Arnold.

Atlass is now a regional vice-president with Westinghouse Broadcasting Co. His award, presented by Jim Beach, presi-

dent of the Chicago chapter, was "in recognition of his many outstanding technical, administrative and personal contributions to the broadcasting industry."

The colorful radio pioneer began his career at the age of 10 with an amateur transmitter in the attic of his family home in Lincoln, Ill. This station later became WBBM (now the CBS outlet) and was relocated in Chicago in the early 1920's. Atlass stayed with WBBM until 1930 when he took over the helm of WIND (now the Westinghouse station here). He later founded and operated WJJD, now owned by the Plough Broadcasting Corp.

## WFAS Outlets Extend Air Time to Around the Clock

By CLAUDE HALL  
WHITE PLAINS, N. Y.—WFAS and WFAS-FM, a good music station with top 40-minded owners, began 24-hour programming Tuesday (4) at midnight. The stations, Westchester County's only full-time outlets, formerly broadcast 5:45 a.m. to midnight. Owners are Joe Zingale, Bob Weiss and Norman Wain.

The reason for the extended programming, according to Zingale, is, "We are a unique station in that our potential audience in Westchester County includes virtually every company and corporation executive in New York. Many of these are night people. We thought we were losing some of them to New York City radio stations at night."

"Furthermore, in the early morning these people commute to Manhattan to work. Dan Valle, our morning air personality, is well known in this area, but he was at a disadvantage because he had to start out every morning with no audience." Westchester residents comprise almost the highest per capita income people in the nation, Zingale said.

The midnight to 5:45 a.m. spot will be filled with "After Hours," featuring one-third contemporary jazz, two-thirds good music.

"Our major policy is to program good music," Zingale said, "and promote like a top 40 station." All three of the owners were on the sales staff of WHK in Cleveland, "at that time, Cleveland's No. 1 rocker," he

said. They purchased WFAS and WFAS-FM on Dec. 1, 1964, and launched their new programming concept this Jan. 3.

The owners expected that it would take six months to get the audience to accept the new format, but "it only took six days," Zingale said. Success, he attributed to the station's pop-type programming. "We feel that, just like teen-agers who like to hear a favorite song again and again, adults like to hear their favorite numbers frequently. We won't play 'Red Roses for a Blue Lady' as often as a top 40 station plays a teenage hit, but we will play 'Red Roses' again and again."

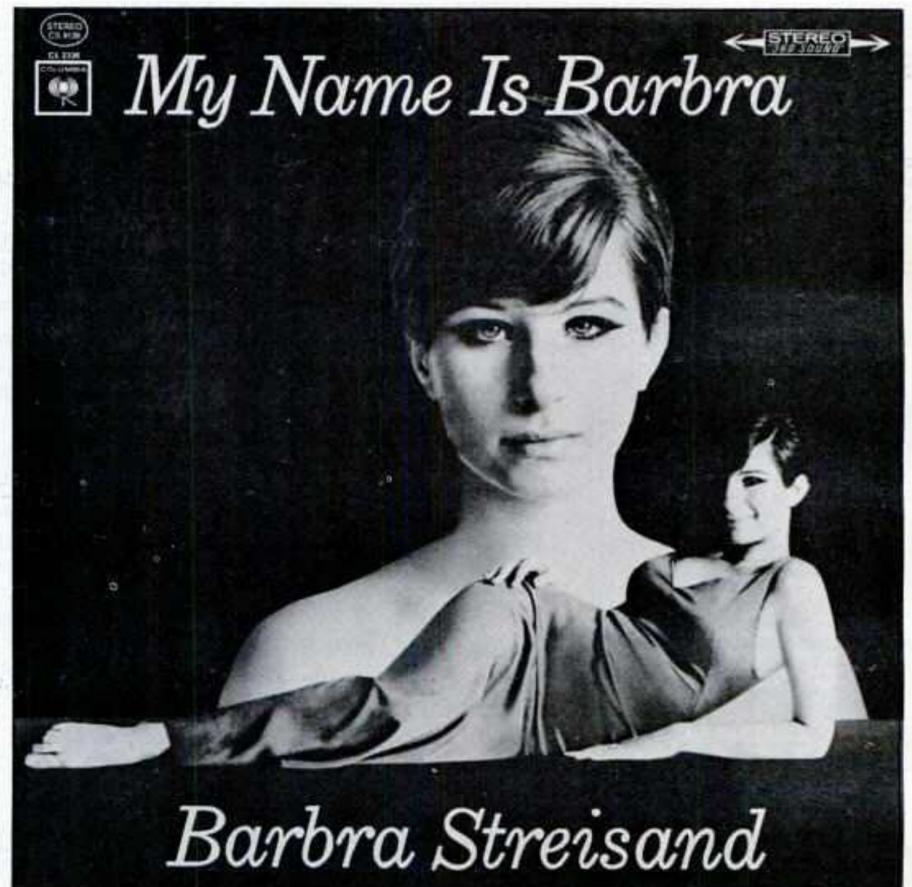
Part of the station's success hinges upon promotions, all of which are kept "on a high level, but cute and fresh," Zingale said. For instance, one of the promotions ran by the station was a "Take Your Daddy to the Circus" contest. Only children 12 years old or younger could enter and submitted a crayon drawing of their father. Winners received two tickets—one

(Continued on page 16)

### Brokenshire Rites

NEW YORK—Funeral services for Norman Brokenshire, one of the pioneers of radio announcing, were held Friday (7) at Port Jefferson, L. I. His career—which began with WJZ Radio—spanned some 40 years. He was considered king of the announcers and noted for his "How DO you do, ladies and gentlemen, how DO you do!"

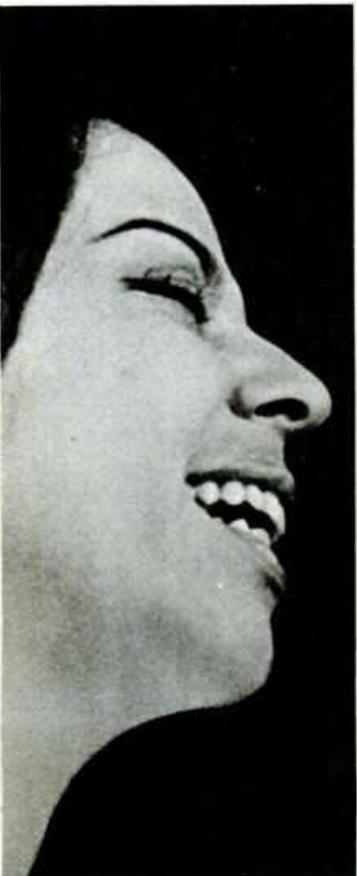
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**For Variety and Sales**



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**"Something You Got"**

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**POP-STANDARD 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	1	CAST YOUR FATE TO THE WINDS, Sounds Orchestral, Parkway 942	9	9
2	2	BABY THE RAIN MUST FALL, Glenn Yarbrough, RCA Victor 8489	10	10
3	5	CRYING IN THE CHAPEL, Elvis Presley, RCA Victor 0643	4	4
4	3	DREAM ON LITTLE DREAMER, Perry Como, RCA Victor 8433	6	6
5	—	QUEEN OF THE HOUSE, Jody Miller, Capitol 5402	4	4
6	7	SUBTERRANEAN HOMESICK BLUES, Bob Dylan, Columbia 43242	6	6
7	4	AND ROSES AND ROSES, Andy Williams, Columbia 43257	7	7
8	18	ENGINE, ENGINE NO. 9, Roger Miller, Smash 1983	2	2
9	6	CRAZY DOWNTOWN, Allan Sherman, Warner Bros. 5614	8	8
10	17	L-O-N-E-L-Y, Bobby Vinton, Epic 9791	2	2
11	9	WHAT DO YOU WANT WITH ME, Chad & Jeremy, World Artists 1052	6	6
12	12	YOU WERE ONLY FOOLING, Vic Damone, Warner Bros. 5616	5	5
13	10	HUSH, HUSH, SWEET CHARLOTTE, Patti Page, Columbia 43251	4	4
14	15	THREE O'CLOCK IN THE MORNING, Bert Kaempfert & His Ork, Decca 31778	3	3
15	13	AL'S PLACE, Al Hirt, RCA Victor 8542	7	7
16	—	BEFORE AND AFTER, Chad & Jeremy, Columbia 43277	1	1
17	16	SUPER-CALI-FRAGIL-ISTIC-EXPI-ALI-DOCIUS, Julie Andrews and Dick Van Dyke, Vista 434	4	4
18	21	A WALK IN THE BLACK FOREST, Horst Jankowski, Mercury 72395	2	2
19	19	WISHING IT WAS YOU, Connie Francis, MGM 13331	3	3
20	—	CATCH THE WIND, Donovan, Hickory 1309	1	1
21	20	CHIM CHIM CHEREE, New Christy Minstrels, Columbia 43215	4	4
22	—	BEFORE YOU GO, Buck Owens, Capitol 5410	1	1

**WFAS Outlets**

Continued from page 14

adult and one child — to the circus.

Another promotion featured by the station was "WFAS Will Pay Your Income Tax." On April 15, the station drew a card during a live broadcast from a display window in a White Plains department store. The station is now featuring a promotion aimed at its commuter-type audience: "The Secret Word of the Day." The secret word—repeated throughout the day—is usually the name of a New York business executive and it has a snowball effect when his neighbors, train-rider-friends and business acquaintances bombard him during the day with, "Say, I heard your name over WFAS this morning!"

Newest addition to the station's services is a "skywatch" traffic report from a plane.

**Darvas a Producer**

NEW YORK—Nicholas Darvas, of the dance team of Julia and Darvas and author of the book "How I Made \$2 million in the Stock Market," has branched out into record production. His first venture into the field is a comedy LP, "Life With Liz and Dick." The album which was released on the Roulette label, stars Billy Baxter and Pat Bright.

**WSM's Claiborne**

Continued from page 14

successful because between the Opry's live broadcasts and Claiborne's DJ show, Opry performers play to a packed Ryman Auditorium each week and are greeted like old friends from Georgia to Arizona and as far north as Canada on their personal appearances.

**RADIO RESPONSE RATING**

**DENVER . . . Second Cycle**  
MAY 15, 1965

**TOP STATIONS**

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	KIMN	57%
2.	KBTR	32%
3.	KDAB	11%
★ POP LP's		
1.	KHOW	44%
2.	KDEN	22%
3.	KLZ	14%
4.	KTLN	11%
5.	KOA	9%

★ R&B

1.	KDAB	100%
(9 a.m.-12 noon, M-Sat.)		

★ COUNTRY

1.	KLAK	71%
2.	Others	29%
(KDKO Country Programming started April 15.) (KBRN, Brighton, Colo.)		

★ CONSERVATIVE

1.	KOSI	71%
2.	KLIR-AM-FM	29%

★ CLASSICAL

1.	KFML-AM-FM	62%
(Rich Froemke, Lee Berg, Mike Boyle)		
2.	KMET-FM	38%
(John Wolfe)		

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

**TOP DISK JOCKEYS**

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Hal Moore	KIMN	46%
2.	George Michael	KBTR	15%
3.	Don Armstrong	KBTR	13%
4.	Robert E. Lee	KIMN	8% (Tie)
4.	Chuck Buell	KIMN	8% (Tie)
Others 10%			
(Billy Holly, KIMN; Stan Richards, KIMN; Gary Allen, KIMN)			

**BY TIME SLOT**  
NOTE: Because of recent personal changes and time segment switches, no clear-cut dominance of air personality by time slot evolved in survey.

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN  
(Most Co-Operative in Exposing Records)

Ted Atkins, KIMN . . . . . Program Director  
George Michael, KBTR . . . . . Program Director  
Gil Henry, KHOW . . . . . Program Director

★ TOP TV BANDSTAND SHOW  
(Exposing Records & Artists)

Disk-O-Tay (Bobby Beers), KCTO-TV (M-F, 4-5 p.m.)

★ POP LP's

1.	Gil Henry	KHOW	31%
2.	Gene Amole	KDEN	21% (Tie)
2.	Tom Griffiths	KTLN	21% (Tie)
Others 27%			
(Pete Smythe, KOA; Lloyd Knight, KDEN; Tim Sullivan, KDEN; Dan Parker, KHOW; Jay Courtney, KDEN; G. Roy Gunderson, KHOW; Vince Paul, KHOW)			

**BY TIME SLOT**  
NOTE: No clear-cut dominance of individual air personalities by time slot for Pop LP's evolved in survey.

★ R&B

1.	Honey Bee	KDAB	100%
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★ JAZZ

1.	Gene Amole*	KDEN	52%
2.	Jay Courtney*	KDEN	12%
3.	Bill Cox**	KLZ	9%
Others 27%			
(Lloyd King, KDEN*; Tim Sullivan, KDEN*; Lee Berg, KFML-AM-FM*; Clark Bergeon, KLZ*; Mike Boyle, KFML-AM-FM*)			

\*These jockeys include Jazz in daily programming.  
\*\*Jazz show, 10:30 p.m.-Midnight on Saturdays.

★ COUNTRY

1.	Andy Anderson	KLAK	58%
2.	Con Schader	KLAK	26%
3.	Glen Owen	KLAK	11%
4.	Buster Jenkins	KLAK	5%

★ FOLK

1.	John Wolfe	KMET-FM	50%
2.	Lee Berg	KFML-AM-FM	13% (Tie)
2.	Mike Boyle	KFML-AM-FM	13% (Tie)
2.	Clarke Bergeon	KLZ	13% (Tie)
5.	Buster Jenkins	KLAK	11%
(Hootenanny-Live)			

**STATIONS BY FORMAT**

DENVER: Nation's 24th Radio Market (16 AM; 6 FM). 2 Contemporary, 1 Contemporary-Rhythm & Blues, 4 Pop Standard, 3 Standard, 3 Country, 1 Conservative-Sacred, 2 Classical, 1 Spanish Language.

KBRN: 500 watts. Independent. Music format: Country. Special programming: "Brighton Town Topics," with guest interviews, 5 p.m. Sun. "KBRN Swap Shop," a go-between for listeners who send postcards with items to swap, 12:15 p.m. M-Sat. "Your Highway Patrol," featuring live interviews with local patrolmen, 11:05 a.m. M-Sat. "Point of Law," with unusual law decisions, 7:55 a.m. M-F. Virgie E. Craig is in charge of news dept. 1 mobile unit. Regular newscasts. Gen'l mgr. Virgie E. Craig. Send 2 copies each of 45's and LP's to prog. dir. Virginia J. Craig, 77 South 4th St., Brighton, Colo. 80601.

KBTR: 5,000 watts. ABC affiliate. Music format: Contemporary. Editorializes occasionally. Highly identifiable air personalities. Special programming: "Nightbeat," with Chuck Boyles as moderator, 10 p.m.-1 a.m. M-Sat. "Newscope," with in-depth news 6-7 p.m. M-F. Barry Ellis is in charge of combined radio and TV news dept. 5 mobile units. Regular newscasts. Gen'l mgr. Ed Little. Send 6 copies of 45's and 2 copies of LP's to prog. dir. George Michael, 1089 Bannock, Denver, Colo.

KDAB: 10,000 watts. Independent. Music format: Contemporary-Rhythm & Blues. Editorializes during each newscast. Special programming: R&B music is programmed 9 a.m.-12 noon daily, 3-6 p.m. Sat. & Sun. "House Mother's Show," with Tom Hardy hosting this audience call-in show. "Lift Every Voice," featuring civil rights news and spiritual music, hosted by Bill Henry Martin, 11 a.m.-1 p.m. Sun. "Classics," with classical music, 1-2 p.m. Sun. Coleman Scott is in charge of 4-man news dept. News at 55, headlines at 30 half past. Gen'l mgr. M. R. Sullivan. Send 3 copies of 45's and 1 copy of LP's to prog. dir. Tom Brennan, P. O. Box 1, Arvada, Colo.

KDEN: 1,000 watts. Independent. Music format: Pop Standard. Editorializes occasionally. Special programming: Basketball in season includes state public high school tournament, state parochial high school tournament and the A.A.V. Tournament. "Metro Today," featuring numerous brief interviews interspersed with music & news, 3:30-6 p.m. M-F. Fred Hobbs in charge of news dept. 10-min. news on the hour, 15-min. news round-up, 5 p.m. M-Sat. Gen'l mgr. E. E. Koepke. Send 1 copy each of 45's and LP's to prog. dir. Lloyd Knight, 1601 West Jewel, Denver, Colo. 80223.

KDKO: 1,000 watts. Independent. Music format: Country. Call letters changed from KMOR on April 15, 1965. Full plans are not formulated as yet but gen'l mgr. Edward M. Guss is accepting 45's and LP's of country music sent to him at 140 Woodlawn Center, Littleton, Colo.

KFML: 5,000 watts. Market "1" Network. Music format: Classical. Special programming: German language show, 3-4 p.m. Sat. and 12-1, 3-4:30 Sun. Gen'l mgr. Art Robinson. Prog. dir. Rich Froemke. Send stereo LP's of classical, folk, jazz and background-type music to Art Robinson, 290 Fillmore St., Denver, Colo.

KFML-FM: ERP 10,000 watts. Simulcast with KFML.

KFSC: 1,000 watts. Independent. Music format: Spanish language. Editorializes on political candidates and ethnic subjects. Alberto Pereira is in charge of

news dept. Regular newscasts. "Midday News," 12-12:15 p.m. M-F. Gen'l mgr. Levi J. Beall. Prog. dir. Andres Neldig. Send 1 copy each of 45's and LP's to gen'l mgr. 2185 Broadway, Denver, Colo. 80205.

KGMC: 1,000 watts. Independent. Music format: Standard. Editorializes on items of important community interest. Special programming: "Demand Radio," is the name given this programming of all-time "million-sellers" in their original versions and middle-of-the-road Top 100 hits. "Dial-A-Score," for 10 weeks during the football season featuring football experts answering audience call-ins with quarter by quarter scores of more than 300 college games. Arch Andrews is in charge of news dept. "1st Federal News" 6:30-7 a.m. M-F. "Safeaways/Coors News" 7:50-8 a.m. M-Sat. Gen'l mgr. R. B. McWilliams. Prog. dir. J. E. Morrill. Send 1 copy each of 45's and LP's to gen'l mgr. 3 West Princeton Ave., Englewood, Colo.

KHOW: 5,000 watts. A Trigg-Vaughn Station. Music format: Pop standard. Editorializes daily. Special programming: "Comedy Shorts," throughout the day features 1-liner jokes from comedy LP's. "Kay Howe Show," a woman's show, 11 a.m.-12 noon M-F. "Comedy Spot," featuring comedy LP's, 5:15-5:20 p.m. M-F. "Elmer Fox Show," a comedy show, 10 a.m.-12 noon Sat. Almost 400 personal appearances by station's DJ's since 1st of year. Jack Fitzpatrick is in charge of 5-man news dept. 10 min. news at 7, 8 a.m., 5, 6 p.m. daily. Gen'l mgr. H. J. Davis. Send 2 copies each of 45's and LP's to prog. dir. Gil Henry, 255 Petroleum Club Bldg., 16th and Broadway, Denver, Colo. 80202.

KIMN: 5,000 watts. Independent. Music format: Contemporary. Highly identifiable air personalities. Editorializes occasionally. Special programming: Public service shows aired for Univ. of Wyoming, Univ. of Colorado, Denver Public Schools, and Federation of Women's Club, Sun. p.m. Don Martin is in charge of 5-man news dept. Cessna 210 plane for traffic as well as 2 helicopters. 5 mobile units, amplicar, walkie-talkies and space-belts with AM receivers, police monitor and transmitter built in worn by newsmen. Regular 5 min. newscasts. 15 min. news 7 a.m. M-Sat. Gen'l mgr. Ken Palmer. Send 5 copies of 45's and 1 copy of LP's to prog. dir. Ted Atkins, 5350 West 20th St., Denver, Colo.

KLAK: 5,000 watts. Independent. Music format: Country. Editorializes daily. Special programming: Local football and basketball in season. "Ed Scott's Book of Verse," 2 min. 6:50 a.m. and 6:50 p.m. daily. "Day By Day With Jesus," 5 min. devotional program, 2:55 a.m. and 2:55 p.m. daily. "Portals of Prayer," 3 min. devotional program 8:55 a.m. and 8:55 p.m. daily. Joe Jackson is in charge of 3-man news dept. Regular newscasts. 10 min. news 7 a.m. M-Sat. "Minuteman Report," 20 min. before the hour. Gen'l mgr. Ed Scott. Send 3 copies of 45's and 1 copy of LP's to music dir. Con Schader, 1315 Oak St., Denver, Colo. 80215.

KLIR: 1,000 watts. Independent. Music format: Conservative-Sacred. Religious programming from sign-on till noon daily. Gen'l mgr. George Basil Anderson. Send LP's to prog. dir. 6535 Jewel Ave., Denver, Colo. 80227.

KLIR-FM: ERP 100,000 watts. Same gen'l mgr. and address as KLIR.

KLZ: 5,000 watts. A Time-Life Broadcast. Inc. station. CBS affiliate. Music format: Standard. Station editorializes. (Continued on page 18)

**NOW PLAYING!**

**An important film from Columbia Pictures.**

**An exciting score by Neal Hefti.**

**A great soundtrack album from Liberty.**

...visual sound **STEREO**

LST-7413

ORIGINAL SOUND TRACK RECORDING OF MUSIC FROM  
THE MOTION PICTURE

**synanon**

Columbia Pictures Presents  
A Richard Quine Production

**synanon**

Starring  
EDMOND O'BRIEN  
CHUCK CONNORS  
STELLA STEVENS  
ALEX CORD  
RICHARD CONTE  
EARTHA KITT



COMPOSED,  
ARRANGED  
AND CONDUCTED  
BY  
**NEAL HEFTI**

LIBERTY

MADE IN U.S.A.

LST-7413/LRP-3413

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

**COMING SOON!!** All the might and magnificence of

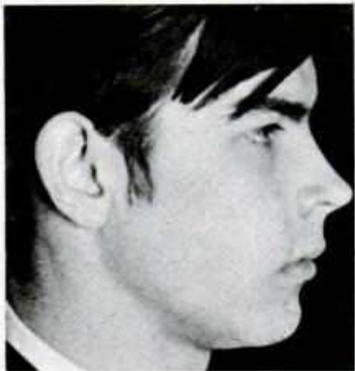
**"GENGHIS KHAN"**

from Columbia Pictures & Liberty Records





# For Variety and Sales



## The GoldeBriars

### "June Bride Baby"

5-9806

# VOX JOX

Donald H. McGannon, president of Westinghouse Broadcasting Co., will receive an honorary doctor of laws degree from Creighton University, Omaha May 31. He is to deliver the commencement address. . . . Three WFBG men—sales executive **Richard Carothers**, promotion manager **Bob Manning**, and air personality **Dan Resh**—have been named to positions with the Altoona Junior Chamber of Commerce, Altoona, Pa. . . . **Gene Wilkey**, vice-president CBS-TV and general manager of KMOX-TV, St. Louis, has been named chairman of the 28th annual Gridiron Dinner to be held in St. Louis Oct. 21. . . . Country star **Eddy Arnold** takes over as host of "ABC's Nightlife" May 10-14. . . . Albany, N. Y.'s WPTR Radio will

co-sponsor a New York State candidate for the Miss Universe contest with a station advertiser. . . . "Jazz on a Summer's Day," a film capturing some of the performances of a Newport Jazz Festival, will be aired over the CBS TV Network June 10 as a special broadcast in the "Michele Hour of Excellence" series.

## SEGUE

**Gene Weed**, "Shivaree" host from KABC-TV, Los Angeles, has been signed to a three-year contract with the station. He continues as a KFWB deejay. . . . **Tom McGlaughlin** is holding down the morning DJ slot on KNOB, Los Angeles, for **Al**

**Fox**, on leave to handle sales and promote jazz concerts. . . . **Mark Wayne** takes over 6:30-9 p.m. and **Tracy Smith** midnight to 1 a.m. weekdays on KING Radio, Seattle. . . . **Joe Hildebrand** has been appointed general sales manager of WJBK Radio, Detroit. . . . WNBC, New York, launched Saturday (1) a weather boat commanded by **Capt. Ray Simms**, dean of marine broadcasters, who begins on-the-scene reports of weather, sea conditions, and fishing news in the New York area. . . . **Kurt King**, former WKWK, Wheeling, W. Va. announcer, has joined Laurel Radio Network WDAD, Indiana, Pa., nightly 5-10 p.m. . . . **Larry James** is now with WPGC Radio, Washington. He was with KEWI, Topeka. . . . **Myles Foland**, formerly DJ with WCPO, Cincinnati, has joined WFBM, Indianapolis. . . . **Mort Fega** airs with "Jazz Nocturne" beginning Monday (17) over

## NBC Profits Up 20% in Quarter

CHICAGO—National Broadcasting Co., Inc., profits rose 20 per cent for the first quarter of 1965 over a similar period last year, Robert W. Sarnoff, chairman of the board, said Tuesday (4). Net sales in 1964 increased 9 per cent to \$440 million, a gain of \$38 million, he told an annual meeting of shareholders of the Radio Corp. of America, NBC's parent company.

"The Radio Network still leads the industry in programming and, we believe, in profits," he said. NBC's TV Network Division is well ahead of last year's selling pace, Sarnoff reported.

stereo WFRM, New York. Fega is slated to emcee the Newport Jazz Festival this year. **CLAUDE HALL**

## STATIONS BY FORMAT

• Continued from page 16

Pres. & gen'l mgr. **Hugh B. Terry**. Send records to prog. dir. 131 Speer Blvd., Denver, Colo. 80217.

**KLZ-FM**: 55,000 watts. Simulcasts with KLZ.

**KMET-FM**: ERP 30,000 watts. Heritage Network affiliate. Music format: Classical. FM affiliate for KDEN. Programming is primarily on tape provided by International Good Music (Heritage). Special programming: Folk music show hosted by John Wolfe, 12:30-2 p.m. M-F. Send 2 copies of LP's to prog. dir. John

Wolfe. Same gen'l mgr. and address as KDEN.

**KOA**: 50,000 watts. Metropolitan Television Co. station. NBC affiliate. Music format: Standard. Special programming: Univ. of Colorado football in season. "Hello Neighbor Show," a telephone information exchange program with Merrie Lynn, 10:35-12 noon M-F. "The Leigh Barron Show," featuring live music 9:10-9:30 p.m. M-F. "Bill Baker Book Reviews," 1:15-3 p.m. M-F. Thomas R. Watt is in charge of 15-man news dept. 15 min. news at 7:15, 7:45 a.m., 12 noon, 5:45, 10 p.m. daily. Gen'l mgr. **Gene V. Grubb**. Send 2 copies of

LP's to prog. dir. **James C. Atkins**, 1044 Lincoln St., Denver, Colo.

**KOA-FM**: ERP 57,000 watts. Simulcasts with KOA.

**KOSI**: 5,000 watts. Mutual affiliate. Music format: Pop standard. Editorializes occasionally. Special programming: Broadway show albums are featured, 6 a.m.-3 p.m. Sun. Ben Avery is in charge of news dept. Beeper phones. "Morning News Round-up," 7 a.m., 8 a.m. M-Sat. "The News of the Day," 6 p.m. M-F. Gen'l mgr. **Robert N. Kindred**. Send 1 copy of 45's and 1 mono, 1 stereo copy of LP's to prog. dir. **John Dawson**, Box 98, Denver, Colo.

**KOSI-FM**: Construction starting immediately. Plans are indefinite as yet

but the music format will be pop standard and the station will simulcast with KOSI part of the day.

**KTLN**: 5,000 watts. Independent. Music format: Pop standard. Editorializes occasionally. Special programming: Denver Broncos and Notre Dame football in season. "Feedback," an audience call-in show, 9 a.m.-12 noon M-F. "At Your Service," discussion show with audience call-ins, 1-3 p.m. M-F. "Joe Pyne Show," syndicated interview show, 3-4, 7-8 p.m. M-F. Bill Wylder is in charge of 8-man news dept. Mobile units. Local news at 7, 8 a.m., noon, 1, 2, 6 p.m. and 12 midnight. Gen'l mgr. **Richard Wheeler**. Prog. dir. **Joe Finan**. Send 3 copies each of 45's to music dir. **Tom Griffiths**, 1160 E. Colfax, Denver, Colo. 80218.

## 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 May 16, 1960

1. Stuck on You, Elvis Presley, RCA Victor
2. Cathy's Clown, Everly Brothers, Warner Bros.
3. Greenfields, Brothers Four, Columbia
4. Night, Jackie Wilson, Brunswick
5. Good Timin', Jimmie Jones, Cub
6. Sixteen Reasons, Connie Stevens, Warner Bros.
7. Let the Little Girl Dance, Billy Bland, Old Town
8. Cradle of Love, Johnny Preston, Mercury
9. Sink the Bismarck, Johnny Horton, Columbia
10. He'll Have to Stay, Jeanne Black, Capitol

### POP SINGLES—10 Years Ago May 14, 1955

1. Cherry Pink and Apple Blossom White, Perez Prado, RCA Victor
2. Unchained Melody, Les Baxter, Capitol
3. Dance With Me Henry, Georgia Gibbs, Mercury
4. Ballad of Davy Crockett, Bill Hayes, Cadence
5. Unchained Melody, Al Hibbler, Decca
6. Ballad of Davy Crockett, Fess Parker, Columbia
7. Ballad of Davy Crockett, Tennessee Ernie Ford, Capitol
8. Crazy Otto Medley, Johnny Maddox, Dot
9. Unchained Melody, Roy Hamilton, Epic
10. Darling Je Vous Aime Beaucoup, Nat King Cole, Capitol

### R&B SINGLES—5 Years Ago May 16, 1960

1. White Silver Sands, Bill Black's Combo, Hi
2. Doggin' Around, Jackie Wilson, Brunswick
3. Night, Jackie Wilson, Brunswick
4. Ooh Poo Pah Doo (Part 2), Jessie Hill, Minit
5. Fannie Mae, Buster Brown, Fire
6. Madison Time, Ray Bryant, Columbia
7. Mountains of Love, Harold Dorman, Rita
8. All I Could Do Was Cry, Etta James, Argo
9. Cathy's Clown, Everly Brothers, Warner Bros.
10. Sixteen Reasons, Connie Stevens, Warner Bros.

### POP SINGLES—5 Years Ago May 16, 1960

1. Theme From a Summer Place, Billy Vaughn, Dot
2. Sold Out, Kingston Trio, Capitol
3. The Sound of Music, Original Cast, Columbia
4. Elvis Is Back, Elvis Presley, RCA Victor
5. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
6. Ben Hur, Rome Symphony Orch, Savina, MGM
7. Mr. Lucky, Henry Mancini, RCA Victor
8. Italian Favorites, Connie Francis, MGM
9. Encores of Golden Hits, Platters, Mercury
10. This Is Darin, Bobby Darin, Atco

### KTW to Country

SEATTLE—KTW Radio, a rock 'n' roll outlet the past nine months, changed Saturday (1) to a country music format in an effort to capture an older listening audience, according to owner David M. Segal. Art Jacobson, general manager, said the station's air personalities and broadcast hours will remain the same indefinitely. Other radio

### KDIA Ups Power

OAKLAND, Calif. — KDIA Radio, a Sonderling station, increased its wattage April 17 from 1,000 watts to 5,000. The day was marked with DJ shows by air personalities John Hardy, Rip Austin and George Oxford.

stations owned by Segal are in Greenville, Miss. and Denver.

## WMAS Goes All-Country

SPRINGFIELD, Mass. — WMAS Radio, the first and oldest full-time radio station in the city, changed Monday (5) to an all-country format, according to President Julian Gross. The change was due to the success of sister station WEXT, West Hartford, Conn., with a country format. WEXT went country two weeks before WMAS.

Both markets are geographically close and cover more than a 4,000 square mile area. Gross said that he'd received much co-operation from Joe Walker, secretary of the Country Music Association; Roy Horton, vice-president of Southern Music Publishing Co., and many coun-

Gross bought WMAS in May 1963, and started WEXT September 1963.

The change to country was without fanfare, Gross said, but "I've never experienced such spontaneous response." He said that he knew there was a good-sized audience for country music in the area, but he'd never "dreamed it was this big, this faithful, this friendly." try artists in the new venture.

## Ohio Radiomen To Hold Parley

DAYTON—The Ohio Association of Broadcasters will hold its 1965 spring convention here May 13-14. Among those speaking will be Ira Hayes, director of management services for the National Cash Register Co. in Dayton; Edward Bleier, vice-president of daytime planning and sales, ABC-TV; Robert Palmer, vice-president, Cunningham & Walsh, Inc.; Earl Mullin, vice-president of station relations, ABC Radio; John Carroll, president, Carroll Broadcasting, Flint, Mich., and Bill Chesson, public relations director, WSTV, Steubenville, Ohio. Dan Dahlman, general manager, WLW-D, Dayton, and Don Sailors, vice-president and general manager, WING, Dayton, will be co-chairmen.

## COMING



# THE COLLECTOR

KSFV  
106.3

Now #1  
TOP 40 RADIO  
for the  
San Fernando  
Valley

212 So. Brand Ave.  
San Fernando, Cal.

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

# JAN & DEAN HAVE ANOTHER SMASH 'YOU REALLY KNOW HOW TO HURT A GUY'

and "It's As Easy As 1, 2, 3"  
#55792



*ANOTHER REASON WHY THE INDUSTRY'S GOING ENTERTAINMENT '65*



Produced by Jan Berry  
for Screen Gems, Inc.

## Teichiku Co. to Triple Capital

TOKYO — Teichiku Records, Decca's affiliate and a subsidiary of the Matsushita "National" Electric Co. will triple its capital to 60 million yen (\$167,000) to meet expanding

business. The total number of new shares to be issued is 850,400, at par value of 50 yen (14 cents), 695,200 shares will be allocated to the present shareholders at a rate of two

to one on old share, while the remainder will be offered to staff members.

Teichiku is not large, but may have had the best year in its history last year, and paid the highest year-end bonus to employees among Japanese recording companies. This is unprecedented. The label is now constructing a six-story office building housing a modern studio in downtown Tokyo. It is expected to be completed in October. The sales department is jointly supervised by T. Nagamine and S. Nanko, and the international music department by I. Kinouye.

In preparation for additional increase of capitalization in the near future, the firm is introducing a motion to make its authorized capitalization 240 million yen (\$670,000) at the coming general shareholders meeting in May.

On the heels of the above-reported Teichiku and Nippon Gramophone's capital increase to \$670,000, King Records is readying to hike its capital to \$670,000, also. Nippon Victor and Nippon Columbia, respectively, have a paid-up capital of \$10 million; Toshiba Records has \$464,000. Japanese disk companies are apparently marching on the road to a booming business.

## U.K. Indie in Folk Swing

By ANDRE de VEKEY

LONDON — Transatlantic Records, indie founded by Cambridge University graduate Nat Joseph four years ago in his home, has moved to the central part of the city. The event was celebrated by a party (29). Specializing in folk and jazz, Joseph reports an 85 per cent increase in folk album sales in the past year. Ten per cent of this is in the imported Folkways albums which Transatlantic handles in the U. K.; 75 per cent is their own folk product.

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

ish folk singer and guitarist, Bert Gansch. The latter's LP sales are doing well as a result of playing at the numerous folk clubs around the country. A new LP from the Dubliners, folk singers from Eire, has advance orders of 3,000. Joseph sees a growing market for home-grown folk material. The interesting fact is that with little or no consumer promotion, this type of material finds a ready market among followers whose age group ranges from 18 to 50. Transatlantic also handles U. K. distribution of Storyville (Scandinavia), and put out certain collectors' items from the Folkways label on a budget label, Extrs.



TRANSATLANTIC RECORDS, headed by Nat Joseph, held a party Thursday (29) in its new offices in central London. Among those attending were Billboard's Andre de Vekey, second from left, and artists and record industry people.

## PARTY HERALDS CBS OUTLET IN LONDON

LONDON—Almost every important name in the British music business—apart from rival company executives, of course—attended a lavish reception here at which CBS officially launched its own outlet. Press and RV representatives mingled with the 400 guests headed by CBS president Goddard Lieberson vice-president Harvey Schein and European operations vice-president Peter de Rougemont.

American CBS artists present included Tony Bennett (who sang), Bob Dylan (accompanied by his a&r manager Tom Wilson) and Teri Thornton.

European guests included M. Mikulski, CBS, Germany; Bo Lofberg, Philips, Stockholm; Roger Lindbert, Musik Fazer, Helsinki; Haakon Tweten, Norsk Phonogram, Oslo, and W. E. Hamburger, Nordisk Polyphon, Copenhagen.

Aslo C. Deffes, J. Liegner, both from France; G. Rignano, P. Rugger, Italy; H. Wapperom and J. Vis, Holland; H. Bischof, Switzerland; A. Johnson, Sweden; J. Varzim and R. Lehl, Portugal, and Dr. H. Haerdttl, Austria.

## RCA Hosts Japan Dealers

NEW YORK — RCA Victor executives here played host last week (3-4) to 18 record dealers from Japan who are visiting the U. S. and Mexico City under the joint sponsorship of the Victor Co. of Japan and the RCA Victor Record Division. George R. Marek, vice-president and general manager of the RCA Victor Record Division, officiated at a lunch last Monday (3) greeting the visitors from Japan. Other Victor executives on the hosting dais were Dario Soria, division vice-president of the international liaison department, and Jack Burgess, division vice-president of commercial sales-marketing department. Victor artist Peggy March served as hostess.

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

## New Uruguay Group

LIMA—A Uruguayan young group of a woman and three men, Ivonne, Jorge, Bambucco and Roberto Hector, have introduced a new rhythm, the "shaker," for teen-agers in Peru, Chile, Bolivia and Argentine. They record on the Sono Radio label here. Their second LP has sold strongly in the Lima area.

## 2 COSMONAUTS HEAR BECAUD

MOSCOW—Gilbert Becaud gave a recital under French Embassy auspices as a highlight of French week in the Russian capital, with the cosmonauts Valentina Tereshkova and Andrian Nikolayev as guests of honor. The concert, the first of four, was attended by French and Russian film, music, art and fashion personalities.

sales competition that took place in Japan from August through November of 1964. More than 500 dealers participated.

Cities on the U. S. tour, in addition to New York, are San Francisco, Washington, Nashville, New Orleans, Los Angeles and Honolulu. In Mexico City, the group will be the guests of RCA Victor Mexicana. They are due to return to Tokyo May 17.

## COL.-SG SETS PUBLISHING FIRM IN U. K.

LONDON — Columbia Pictures-Screen Gems catalog—sought after for several months by some of Britain's top publishers—will be setting up its own company here.

Herbert Moelis, Columbia Pictures-Screen Gems' president of administration and international departments, was here last week to open the publishing firm using Columbia's own personnel.

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

## MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

Because of Bovema, four Japanese pop music men are paying a visit to Holland. They are lyric writer Rokusuki and composer Hachidai Nakamura, both known for their famous "Sukiyaki." Fujita, president of Video Prom. Co., and Shibuya, director of Nakamura Music Co., Toshiba, will launch a song tribute to Holland by Nakamura. . . . Inelco's J. Prins is pleased with the outstanding sales of the RCA Victrola LP series in Holland which are much higher than other European countries. . . . In cooperation with the Dutch Foundation "Lasting Applause," Phonogram has released a popular priced LP of the same title. . . . HMV's pops singer Adamo did a musical TV show April 21. . . . The T3 talent show co-organized by Bovema and CO-OP held its final in Amsterdam. Winner was Eddie Hilberts from Groningen, who will make a record in Bovema studios. RAYMOND DOBBE

### COLOGNE

Germany is being inundated by a Latin American musical tidal wave, which explains why Trini Lopez' "The Latin Album" is selling big here. Now, Ariola is turning the tables. Through its South American contract partner, RCA Argentine, Ariola is distributing its own European version of world hit music under the title, "Schlager der Welt—Europaisch Serviert," artists including Zarah Leander, Andreas Hartmann, the orchestras of Maz Greger and Kurt Henkels, and the Svend-Saaby Choir. . . . Electrola has moved to catch election fever sales with a political cabaret disk, "Es Braust ein Ruf Wie Bonner-Hall," parodying the big names in German politics from the federal President Heinrich Lübke, Chancellor Erhard, through the opposition Social Democrat leaders to General de Gaulle. . . . Electrola is virtually guaranteeing a big German market for disk sales to any established U. S. or British c&w artist who will take the trouble to record in passable German. Latest examples are Jody Miller, Wanda Jackson and Alma Cogan. The company has just released a definitive work on New Orleans jazz, a new cassette with five LP's embracing 107 soloists and bands and 60 titles. OMER ANDERSON

### DUBLIN

Dominic Behan's "Arkle" is moving exceptionally well, largely as the result of exposure on Radio Eireann. His first Pye album is expected shortly. Meanwhile, Delaney Bramlett's version of his "Liverpool Lou" is out on Vocalion. . . . Eileen Reid and Cadets' new single, "Right or Wrong," revives the one-time Wanda Jackson smash. The Dublin showband may soon receive a special award for sales of their first Pye Golden Guinea album, which has been among the country's top 10 LP's for the last five months. . . . EMI released Ray Charles' "Light Out of Darkness," from his new movie, "Ballad in Blue," partially made in Ireland.

Local musician Sylvester Carr wrote the theme music for the movie, "Ten Little Indians," currently being shot at Rush County, Dublin, starring Hugh O'Brien and Fabian among others. . . . Houston Wells, the English country singer whose "Only the Heartaches" was a long-term Irish charter two years ago, settled in Ireland and joined the Premier Aces showband. . . . After a long delay, silver disk winners Larry Cunningham and Mighty Avons follow their "Tribute to Jim Reeves" with a cover of the late singer's current Scandinavian hit, "I Guess I'm Crazy," on King.

But the label will push the flip side, "Don't Make Me Go," in Britain. KEN STEWART

### HAMBURG

Teldec's Ronny has jumped to the top of the North German Radio network hit parade with "Kleine Annabell." Ronny also holds top spot on the Bavarian Radio's hit parade and on that of Radio Luxembourg. Other Teldec recording artists on Bavarian Radio's "Top 12" and Radio Luxembourg's "Top eight" are Draft Deutscher and Peggy March. . . . The zither, made popular by the postwar Viennese spy films, provides the accompaniment for Rita Pavone's latest release, "Ich Frage Meinen Papa." . . . Caterina Valente has just brought out an LP featuring her personal favorites, both in titles and artists. "Die Caterina Singers" has Johnny Keating and his orchestra, Blanche Birdsong, Peter Cornehlens, and Silvio Francesco. . . . As indicated by the sweeping success of Nashville c&w in West Germany, there is a tremendous market in this country for folk music. Figures just released by Teldec on sales of its title by Ernst Mosch and his Original Egerloender Musikanten say the Mosch recording has sold over 4 million pressings since release of the disk April 21, 1956. . . . Philips has just released its own version of Franco-German friendship and co-operation—a disk in which Germany's No. 1 beat group, the Rattles, accompany France's beat star Johnny Hallyday. . . . Hamburg's Star Clubs, which modestly bills itself as "the most famous beat club in the world," says that all proceeds to artist Lee Curtis from his current release, the LP "Star-Club-Show No. 3," will go to build a home for Lee's mother in Liverpool.

Philips recently released the first two disk releases under its agreement with Der Stern, West Germany weekly, whereby the two media have joined to push record sales: Zarah Leander in "Ich Bin Eine Frau Mit Vergangenheit" (A Woman With a Past); and Tschaikevsky's "Symphony No. 4, Opus 36," with the London Philharmonic directed by Igor Markevitch. . . . The U. S. singing group, the Supremes, have been accorded the supreme tribute by North German Television network—an invitation to appear on its prestige pop music program, "Musik aus Studio 'B.'" CBC Schallplatten, meanwhile, is using their presence for high-voltage promotion of their first disk in German, "Baby, Baby, Wo Ist Uns're Liebe" (Where Did Our Love Go?) and "Moonlight and Kisses." OMER ANDERSON

### HOLLAND

Paul Anka has made two records in German which have also found a good Dutch market. . . . The duet Paul Anka-Rita Pavone "Kid Kiddy Kiss Me" is also a good RCA Victor seller in Holland. . . . Released by Chess International is a Britain-cut album by Chuck Berry entitled "Chuck Berry in London." . . . Johnny Nash featured in a 15-minute program on AVRO-TV this week. . . . Last year, Phonogram edited a "Country and Western" single series with American c&w hits from Starday and Mercury masters. Recent releases include records by Jim Reeves, T. Texas Tyler, and Johnny Bond with Cowboy Copas, all on the London label. From the Starday catalog an LP was released on London, "Nashville Steel Guitar." RAYMOND DOBBE

### LONDON

The Animals return to the "Ed Sullivan Show" at the conclusion of their U. S. tour on May (Continued on page 26)

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

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

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

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

# **“WHAT THE WORLD NEEDS NOW IS LOVE”**

#66110



*This Week's*  
**NEWSMAKERS**  
*Around the World*



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



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

**Highlights of CBS Party**



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



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



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

**... At GRRR Awards Fete**



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



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



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



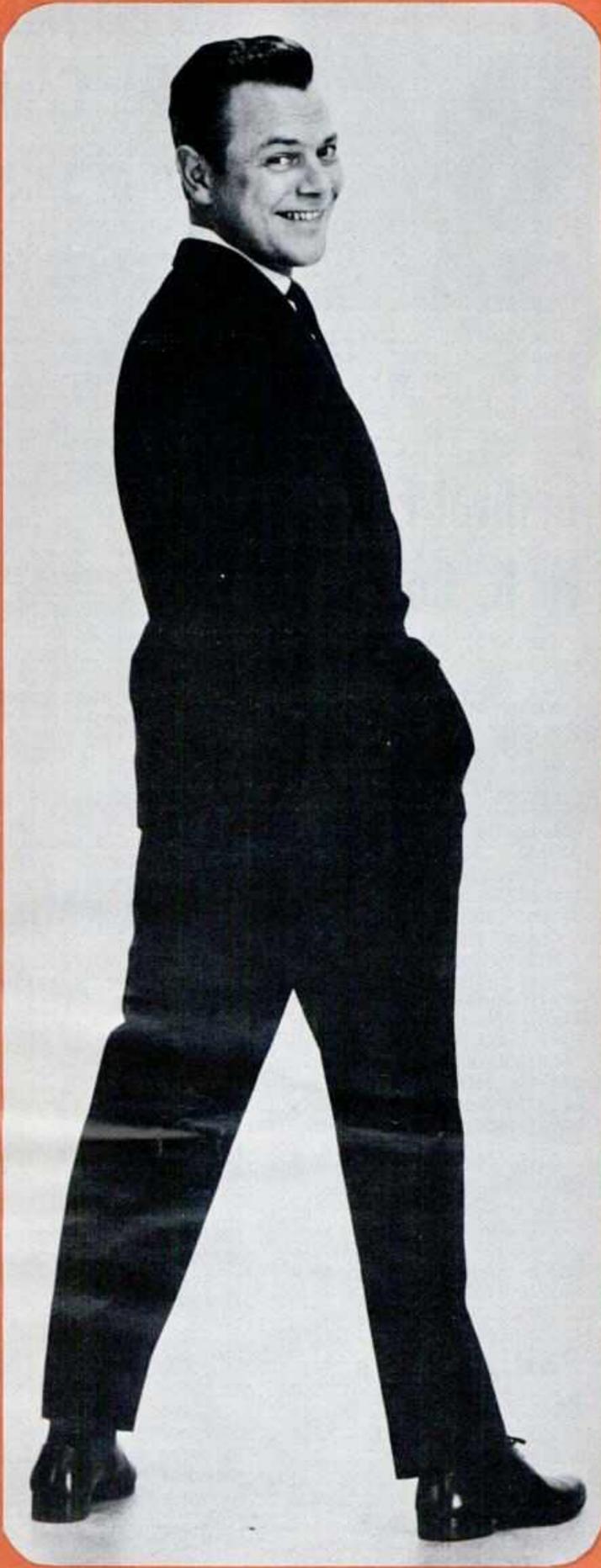
BOB DYLAN's "Freewheelin'" award was accepted by Morris Levy, right, managing director, CBS Records. Presenting was Reg Reed, left, and Ian Dove.



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



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



RED ROSES FOR A  
BLUE LADY  
LOVE  
BLUE MIDNIGHT  
AFRIKAAN BEAT  
THAT HAPPY FEELING  
A SWINGIN' SAFARI  
DANKE SCHOEN

**THE SOUND, THAT SPELLS SUCCESS!**  
**CONGRATULATIONS TO**  
**BERT KAEMPFERT AND DECCA USA**  
**ON THE WORLDWIDE BREAKOUT**  
**OF »BLUE MIDNIGHT«**



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THEN WILL GO ON TREK

Japanese Combo to Play At Monterey Jazz Fest

TOKYO—In compliance with a request made by Jimmy Ryan, KFRC, San Francisco and a member of the Monterey Jazz Festival Committee through Kyodo Kikaku Enterprises, a combo organized by Sleepy Matsumoto, tenor sax; K. Hino, trumpet; G. Sera, piano; H. Shiraki, drums, will be sent to perform

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

Receiving information that the trumpet will be featured this year by Harry James, Louis Armstrong and Dizzy Gillespie, K. Hino, a talented trumpet player, was added to the combo. Matsumoto participated alone in last year's festival, playing with American musicians. This will be the first appearance of a Japanese combo in the U. S.

H. Shiraki Quintet, one of the most popular combos in Tokyo, on the other hand, is also invited to play at the Berlin Jazz Festival in October, and the members are seeking adequate funds to cover their expenses.

BRAZIL PRIZE TO 'ARRASTAO'

RIO DE JANEIRO—"Arrastao," written by Edu Lobo and Vinicius de Moraes, won first prize at the recent Brazilian Song Festival here. The writers are managed by Mauricio Marconi.

Pigeon Gets Yugo Bird

LJUBLJANA — A recording of "Vola Colomba" (Fly, Pigeon) with which Nilla Pizzi won the San Remo Festival more than a decade ago, is being criticized by the Yugoslav press because of its lyrics which have been called political. Miss Pizzi, who appeared on a special TV program dedicated to her songs, stated it was the first time anyone had ever found any significance in the words in the thousands of times she has sung the number.

Has Spots on Pirate

NEW YORK — A Roulette Record spokesman denied the report published in May 1 issue of Billboard to the effect that the label is sponsoring a program on Radio Caroline, a pirate radio station operating off the coast of England.

The spokesman explained that Roulette does have spot commercials on the "Jack Spector Show," but that it does not sponsor the show. The hour-long show is on five days a week.

As previously reported in Billboard, the Roulette contract is for two years and runs into five figures.

Silver Keys Disk

MONTREAL — Danco Records this week will release the single "A Ring in My Hand"/"Cause I Believe" by the new teen-age group, the Silver Keys. President Carl Schmidt said the record will be distributed in both the U. S. and English Canada. For the French-speaking section of Canada, the Silver Keys will have a single out next week in French, "Je Suis A'Toi" c-w "Ne M'Oubliez Pas." The group is presently appearing in the Boulevard Hotel in Gaprairie, which is south of Montreal.



LEON CABAT, president of Vogue Records, right, seen upon his arrival from France during a New York conference with Joe Zerga, international music-record representative.

Festival Forms H. K. Concern

SYDNEY — Festival Records Pty. Ltd., has entered the export market with the establishment of Festival Records (Far East) Ltd. in Hong Kong.

The Hong Kong firm will distribute records from various American, English, Japanese and Australian catalogs, all manufactured by Festival Records in Australia.

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

Negotiations for the establishment of the Hong Kong firm were completed between F. C. Marks, Festival's executive director, and the Jardine Matheson organization in Hong Kong, and the Borneo Trading Company in Singapore, for distribution rights in their respective territories.

Dyna Records will represent Festival in the Philippines.

All pressing will be in Festival's Sydney plant, while jackets will be produced by Cumberland Newspapers, Sydney, another News Limited subsidiary.

Philips Bows 10 Jazz LP's

AMSTERDAM—Philips Records has released 10 new popular-priced albums in its jazz club series. Each album features one soloist; photographs are enclosed. Nine albums are selections by Charlie Byrd, Coleman Hawkins, Erroll Garner, Bill Evans, Gerry Mulligan, John Lewis, Cannonball Adderley, Les McCann, and Wes Montgomery. Another album, "The Winners of Down Beat's Readers Poll 1964," features poll winners, including trumpeter Clark Terry and vocal group Les Double Six de Paris.

Peak Gets 'Dance'

CHRISTCHURCH, New Zealand—The master of So Deska Records' album, "Come Dance Around the World," has been leased by J. Urlwin, general manager of Peak Records, Ltd., here for release in New Zealand and Australia. Selections on the album were personally recorded by Dudley Manners, head of So Deska, N. Y., in 13 different countries: New York, London, Paris, Brussels, Stockholm, Hamburg, Vienna, Milano, Madrid, Tel Aviv, Tokyo, Christchurch and Havana. Peak previously leased and released the single, "Happy and Gay Polka" b-w "Jeanette," which had been recorded in Brussels.

Toshiba Has 44 Per Cent Hike in Sales

TOKYO—According to the announcement made April 27 by Toshiba Records, the firm chalked up gross sales of \$5,880,000 for the latter half of fiscal 1964 (October 1964 through March 1965), a 44 per cent increase. The profit before tax is \$83,111, an increase of 910 per cent, while the net profit after tax is \$42,111 which shows an increase of 990 per cent over the preceding accounting period.

Reasons for this high rise are the regularized balance between sales and production, excellent stock control, decrease of returns and deliveries of merchandise only against firm orders. Also tremendously effective was the well-timed rationalization of a&r department's recording plans and sales policies which is seconded by the fantastic sales of the Beatles and the Ventures.

Toshiba decided to pay its first dividend, a 10 per cent annum to stockholders.

New CRMA Leader Named

MONTREAL — The Canadian Record Manufacturers Association last week elected George L. Keane, vice-president and managing director of Quality Records Ltd., president for the coming year. George I. Harrison, vice-president and general manager of RCA Victor Records, is vice-president; Harold Pounds, manager of Sparton Records of Canada, is secretary. Two new members were welcomed into the Association, Trans Canada Records, Inc., and Ed Archambault, Inc., both of Montreal.

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

Moelis in London

LONDON — Herb Moelis, vice-president in charge of administration and international for Columbia Pictures-Screen Gems Music Division, arrived here Saturday (24) to set up a publishing office.

The London office will publish and exploit its own library and will pick up catalogs and properties from other countries.

TCF IS USED BY 20TH-FOX

LONDON — A story in last week's Billboard incorrectly quoted Bunny Lewis, British producer, as saying that United Artists encourages independent producers to use the T.C.F. label. Actually, the T.C.F. label is used by 20th Century-Fox Records for distribution of product by other disk firms. The Lewis quote should have cited 20th Century-Fox, not United Artists.



For Variety and Sales



Jackie Lee

"I Cry Alone"

5-9807

U. K.'s Output Continues Dip; Sales Rebounds

LONDON — There was a further decline in British record production in February, although dollar volume increased. Total number of records manufactured dropped by 1,500,000 in February last year, 8.3 million disks were produced, compared with 6.8 million this year.

Sales for the month were valued at \$5.2 million, actually a rise of 3 per cent over February 1964. However, this is nevertheless considerably below the previous month's figure of \$5.9 million.

The increased value of sales—despite the severe drop in production—is due to the increasing LP market in Britain: the fall in the output of singles and EP's were actually 1.7 million, but 200,000 more LP's were produced.

Country Stars Arrive

AMSTERDAM—Chet Atkins, Floyd Cramer and the Anita Kerr Singers arrived here May 4. The group was welcome by Inelco's Mascini and Prins. Several appearances are scheduled, including one on TV. That same day Inelco's Casper Koelman returned from a trip to Italy where he produced an LP featuring his discovery, Johnny Kendall and the Heralds.

Everlys in Holland

AMSTERDAM—The Everly Brothers, on a Holland tour, appeared at a Veronica event, commemorating the station's fifth anniversary. The next day they performed on a show broadcast on radio and TV by VARA. There they had an audience of approximately 30,000. Both appearances were tremendous successes.

DENMARK HIKES RECORD PRICES

LONDON—Karl-Emil Knudsen of Dansk Records in Copenhagen is visiting Transatlantic Records, the Sonet-Storyville outlet in U.K. He reports that prices have just been increased in Denmark.

Singles are up 10 per cent, and EP's and LP's up by 3 and 5 per cent. Stereo prices are now the same as mono.

Knudsen told Billboard the pattern of sales there is now shaping up in much the same way as in other European countries—singles sales down, LP's up.



**Perry's got a great new album!**

LPM/LSP-3396

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

Add this new album to Perry's long line of best-selling albums. It includes "Dream On Little Dreamer," "My Own Peculiar Way," "Funny How Time Slips Away," "Gringo's Guitar," "A Hatchet, A Hammer, A Bucket Of Nails" and seven more great selections.



**RCA VICTOR**

The most trusted name in sound

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# MUSIC CAPITALS OF THE WORLD

Continued from page 20

30... Connie Francis arrives here May 20 for a 10-day stay, and radio and TV dates are being set for her. Connie's manager **George Scheck** will also set up British dates for **Mary Wells** while he is here. . . . **Leo Schofield** has quit his job as advertising, publicity and creative services manager for Philips and returns to his native Australia this month. He joined the company as sales promotion manager three years ago. . . . Liberty president **Al Bennett** due May 14 with **Jerry Thomas** for discussions with EMI executives and label manager **Mike Sloman**.

There has been tremendous reaction to the appearances here of CBS star **Bob Dylan**. He received the kind of newspaper publicity which launched the **Beatles** into the really big time 18 months ago. After a sellout of every concert, impresario **Tito Burns** is negotiating for Dylan's return in the fall. . . . Visiting Cameo-Parkway chief **Bernie Lowe** picked up **Jackie Trent's** current British hit "Where Are You Now" for U. S. release and a recording of "The Fugitive" (American) TV series theme by the **John Schroeder Orchestra**—both from **Pye**. . . . **Connie Francis** arrives May 23 for TV appearances to plug her recording of the British composition by **Don Black** and **Vic Lewis**, "My Child." The song is published by **Lords Music**. . . . **Ed Sullivan** has booked **Herman's Hermits** for a debut appearance on his show June 6. . . . **RCA Victor** issues here a first album by **Gene Barry** this week to coincide with the "Burke's Law" star's opening at the Talk of the Town nitery and his "Sunday Night at the London Palladium" appearance (23). . . . The **Searchers** American plans are now set. They begin a five-week tour with three days in Chicago from July 15. **Helen Shapiro**, who sold a million copies in Britain alone of her first hit "Walking Back to Happiness" four years ago, will leave her managers **Alan Paramor** of Lorna Music and **Jean Burman** on her 19th birthday in September. **Helen**, one of Britain's biggest top phenomena, has had a two-year absence from the charts. . . . **EMI** surprised released a single by **Decca's** hottest solo star **Tom Jones**. The disk, "Little Lonely One," was independently made two years ago by **Joe Meek** who has another three tracks in the can. It is probable Capitol will issue it in the U. S. where Parrot has Jones' current hit. . . . **Tom Jones** will sing **Burt Bacharach's** title song in a new **United Artists** picture, "What's New Pussycat," which stars **Peter Sellers** and **Woody Allen**. **Dionne Warwick** flew in to record another song in the film and **Manfred Mann** will wax a third for the soundtrack. . . . **United Artists** plans to release the **Beatles'** film "Help!" simultaneously in Britain and the U. S. in mid-August—in America, the picture's release will coincide with the group's tour. **CHRIS HUTCHINS**

## MADRID

**Wes Montgomery** spent a day in Barcelona telerecording programs for Spanish TV. His recordings will be sold by **Gramofono-Odeon**, the **EMI** affiliate, since **Wes** is now with the **Verve** label. Records will bear a split logo, "La Vo de Su Amo-Verve." . . . **Youngsters** in Spain follow the **Beatles**, forming small groups. It means that **Los Brincos**, **Los Pekenikes**, **Los Mustangs**, **Los Relampagos**, **Los Sirex**, **Los Pajaros Locos**, **Los Catino**, **Los Top Son**, **Los Agaros**, **Los Giovanes**, **Los Sonor**, **Los Gratsons**, **Los Lone Star**, **Los Tamara**, **Micky y Los Tonys** and many others must spend a lot of money on electronic devices.

The **Duo Dinamico**, for several years the leading Spanish recording artists, are becoming in-

creasingly international. For the last two years they were among the 100 Top Talent in **Billboard's** International poll. They have already recorded a single in Italian; and are due to record several numbers in French and English, for release through companies of the **EMI** group. . . . **Belgian** singer **Adamo** made his first TV show in Spain after his successful debut during the "fallas" last March in Valencia. . . . **Enrico Macias**, another French singer, decided to record in Spanish. Foreign stars become increasingly conscious of the need to record in Spanish. **Macias'** first EP has been released. . . . "Downtown" has many good Spanish renditions, (**Chao Shao**).

PAUL MATAS

## MEXICO CITY

Two LP's have been issued with melodies from the 1965 San Remo Festival: one by **CBS**, with the prize-winning "Se Piangi, Se Ridi," by **Bobby Solo**, and another by **Gamma** in which **Gigliola Cinquetti's** "Ho Bisogno di Verderti," **Ito Yugar's** "L'Amore Ha I Tui Occhi" and others are heard. The other Japanese participant in the Festival, **Timi Yuro**, was issued on a **Mercury** single, "Ti Credo" and "E' Poi Verra." . . . The first 10 LP's of the **Command** catalog pressed and distributed by **Gamma**, have been released in mono and stereo. During May another 10 LP's will appear on the local market. . . . **CBS Mexicana** prepares a big publicity campaign for their best selling Argentinian balladeer **Leo Dan**, who in June will do a 10-day promotional tour in Mexico. . . . The catalogs of **Ansonia** (New York) and **Velvet** (Miami) will be distributed by **Discos Universales**. . . . **Santo** and **Johnny**, who were the best selling artist during 1964 and still head the **BMW** charts with "I Love Her," came back to Mexico for a short appearance in a popular night club.

**Louis Couttolenc Jr.**, a former Pepsi-Cola executive, has been appointed general director of operations of **RCA Victor Mexicana**. He will have complete responsibility over three divisions: sales, recording and international. **David Crump**, sales manager of the same company, was put in charge of a new division: commercial development and industrial relations. . . . Before visiting the U. S. during May, **Kurt Kinkle**, general sales manager of **Deutsche Grammophon**, Hamburg, spent a few days in Mexico. . . . After 10 years, American - Mexican singer **Andy Russell** returned to the U. S. for a four-week engagement in the Sahara in Las Vegas. The musical director of the show is **Chico O'Farrill**, who has made plans to settle again in the U. S. . . . After having spent the Easter week in Acapulco, two famous **Polydor** artists, **Bert Kaempfert** (**Blue Midnight**) and **Freddy** were on a short promotional campaign in Mexico. Under the supervision of **Kaempfert**, **Freddy** also dubbed several melodies sung in Spanish.

OTTO MAYER-SERRA

## OSLO

The newest **Beatles'** record, "Ticket to Ride," made the Norwegian charts at the No. 8 slot. . . . The **Eurovision Song Contest** winner, Luxembourg's entry, "Poupee de cire, poupee de son," as sung by **France Gall**, is unexpectedly popular in Norway; this week it made No. 3 on the **VG Top Ten**, thus giving **Philips** label high representation on the hit parade. The label has three records among the top 10, more records than in years. . . . **Rannie Rommen**, local songstress, is recording a local version of the winning tune, and **Manu** has the publishing rights. . . . The first Norwegian all-girl pop band has been founded, calling themselves the **Dandy Girls**. . . . **Diskery Manu** has made a gold ring which

it gives artists who sell 25,000 copies of a record, regardless of the country (the Norwegian Silver Disk for 25,000 sales is only given to artists selling the amount in Norway). The first to receive **Manu's** prize is **Bente Lind**, whose "Goodbye Jimmy, Goodbye" has sold 25,000 on the **DeVill** label in the U. S. . . . "The Last Time" by the **Rolling Stones** (**Decca**) and "Rock and Roll Music" by the **Beatles** (**Parlophone**) is No. 1 and 2 on the Swedish hit parade.

Popular Swedish singing quintet, **Sven-Ingvars**, recording on the **Philips** label, has achieved the Norwegian Gold Disk for 50,000 sales of "Froken Fraken." . . . The group has two platters on our **Top Ten**. . . . To everybody's surprise, the **Philips** record "Poupee de cire, Poupee de son" by **France Gall**, this year's **Eurovision Song Contest** winner, reached No. 1 on the hit parade here (but

will probably be beaten next week by the **Beatles'** newest release, "Ticket to Ride" on **Parlophone**). . . . New signings include **Barbel** (**Lone Geitvik**), who has moved from a-s **Nor-Disc** to **Iversen & Frogg** and now sings on the **Columbia** label, and **Winnie** (**Silfrid Hoyer**), who moved from a-s **Arne Bendiksen** to a-s **Nor-Disc**. . . . **Bendiksen** staged the concert given by the **Everly Brothers** in Oslo recently. With **Oddvar Sønne** and Norwegian songstress **Kirsti Sparboe**, **Bendiksen** will tour the Swedish parks this summer. . . . Many Norwegian artists go to Sweden to perform each summer. . . . **Stig Anderson** of **Sweden Music** is back from the U. S. where he launched the **Letkiss**. . . . **Letkiss** records are now issued all over Europe, in the U. S., Argentina, Brazil and Japan. . . . Another

(Continued on page 52)



For Variety and Sales



Stan Hitchcock

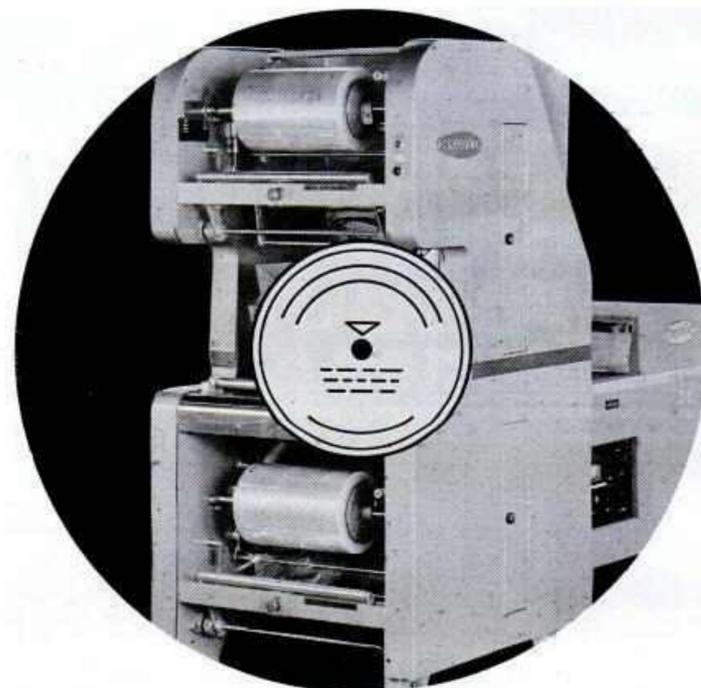
"Thumbing My Way Home"

"Back in My Baby's Arms"

5-9802



300,000,000 ALBUMS PROVE THIS PROCESS!



There is only one proven program for overwrapping albums, that's the **Cryovac Y-Film Program**—it has been used on 300,000,000 albums to capture the self-service market. Why do the major labels prefer this overwrapping program? Because it includes film, fully automatic equipment, and service. The performance of **Cryovac Y-Film** is a proven fact. Its sparkling, form-fitting appeal stands up to the rough and tumble of self-service—sells albums for you! Ride with a winner—check into the **Cryovac Y-Film Program** today!

the impulse package for self-service sales! **CRYOVAC** film  
W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S.C.

*everything  
is new  
but the  
name*



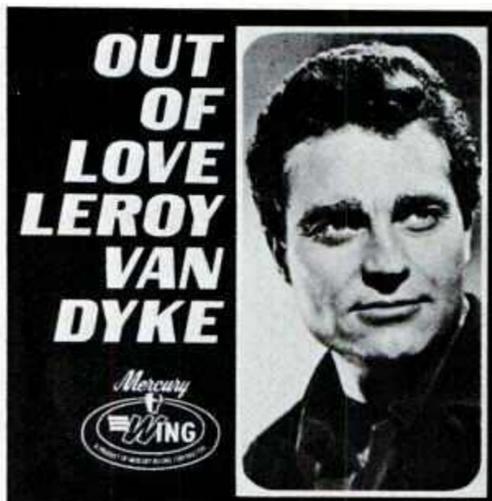
- *great new sounds!*
- *finest artists!*
- *new outstanding packaging!*
- *newly recorded for today's growing market!*

*The Economy Line Designed  
for Maximum Impulse  
and More Repeat Sales*

Designed to retail for \$1.98 in both monaural and stereo



**TEEN!  
COUNTRY!  
JAZZ!**



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

MGW 12302 • SRW 16302



**GO GO WITH THE BUDDIES/THE BUDDIES**  
Aimed straight at the wildly growing rock market, here is an album that combines today's favorite pop music styles—beat, folk and especially surf sounds. The Buddies have a distinctive, driving sound and the ears of young America will be tuned in strong. Album includes "I'll Surf Around The World" plus nine other teen-inspired favorites. It's a must for any dance party!

MGW 12306 • SRW 16306



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

MGW 12307 • SRW 16307

*The  
Riviera  
Orchestra*

**THE WORLD'S GREATEST TORCH SONGS**  
AS PERFORMED BY



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

MGW 12303 • SRW 16303

**THE WORLD'S GREATEST MELODIES**  
AS PERFORMED BY



**THE WORLD'S GREATEST MELODIES/THE RIVIERA ORCHESTRA**  
The music of Cole Porter, George Gershwin, Dmitri Tiomkin and many other great composers is given a glowing and moving showcase by the incomparable Riviera Orchestra. Included in this album are such all time favorites as: "Summertime," "Friendly Persuasion," "Stella By Starlight," "Fascination." This album is a pleasure to hear and a delight for dancing. Makes an ideal gift, too.

MGW 12304 • SRW 16304

**THE WORLD'S GREATEST LOVE SONGS**  
AS PERFORMED BY



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

MGW 12305 • SRW 16305

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MA VIE—Alain Barriere (RCA); Eric Richard (Disc Jockey)—Relay	
2	1	ES UNA MUJER/ME SIENTO BIEN—Beatles (Odeon); *Juan Ramon (RCA)—Fermata	
3	3	QUE TE PASA GAUCHO—*Palito Ortega (RCA)—Korn	
4	4	CABALGATA—*Mister Trombon (CBS)—Melograf	
5	5	UNO POR UNO—Willy y sus Gigantes (Tonodisc)	
6	6	A MOYER EL ESQUELETO—Charanga del Caribe (CBS)—Melograf	
7	7	SUSANA LLAMAME—*Leo Dan (CBS)—Melograf	
8	10	LETKISS (Yenka)—Piero Sancho (Odeon); *Mister Trombone (CBS); So Waldoff (Tonodisc); Ronnie Kranchin (RCA); *Lucio Milena (Disc Jockey)	
9	9	LAS COSAS QUE NO TENGO/SE PIANGI, SE RIDI—Bobby Solo (CBS)	
10	8	EIGHT DAYS A WEEK—Beatles (Odeon); *Pick Ups (Music Hall)—Fermata	
11	12	BAILA COMO TU SABES—Tito Puente (Roulette)	
12	11	BECAUSE/CAN'T YOU SEE THAT'S SHE'S MINE—The Dave Clark Five (Odeon)	
13	16	THE HOUSE OF THE RISING SUN—Johnny Hallyday (Philips); The Cousins (Palette)	
14	14	DO RE MI—The Cousins (Palette); Millie Small (Philips); *Simonette (RCA)—Korn	
15	13	TRINIDAD—Cuarteto Imperial (CBS)—Melograf	
16	15	WALK ON BY/EN MI MUNDO—Richard Anthony (Odeon)—Fermata	
17	17	ELLOS-QUE SEAS FELIZ—Dalida (Barclay)	
18	—	AMOR, PERDONAME—Tito Rodriguez (CBS); John Foster (Style); Dalida (Barclay); *Claudia (Odeon)—Fermata	
19	—	VIVA LA PAPPÀ COL POMODORO—Rita Pavone (RCA)—Relay	
20	18	EL FIRULETE—*Julio Sosa (CBS)—Edami	

## AUSTRALIA

This Week	Last Week	Title	Artist
1	—	TICKET TO RIDE—The Beatles (Parlophone)—Leeds	
2	—	PRIDE—*Ray Brown and the Whispers (Festival)	
3	2	I'LL NEVER FIND ANOTHER YOU—*Seekers (W. & G.)	
4	5	GOLDFINGER—Shirley Bassey (Columbia)	
5	1	THE LAST TIME—The Rolling Stones (Decca)	
6	6	ROCK AND ROLL MUSIC—The Beatles (Parlophone)	
7	8	HAWAIIAN WEDDING SONG—Julie Rogers (Philips)	
8	—	SYDNEY TOWN—*Rolf Harris (Columbia)	
9	10	TWENTY MILES—Ray Brown and the Whispers (Festival)	
10	9	CAN'T YOU HEAR MY HEARTBEAT—Herman's Hermits (Columbia)	
11	13	RED ROSES FOR A BLUE LADY—Wayne Newton (Capitol)	
12	7	COME AND STAY WITH ME—Marianne Faithful (Decca)	
13	3	THE BIRDS AND THE BEES—Jewel Akens (London)	
14	4	THE MINUTE YOU'VE GONE—Cliff Richard (Columbia)—Allans	
15	15	YOU'VE LOST THAT LOVIN' FEELIN'—Cilla Black (Parlophone), The Righteous Bros. (Festival)—Tucon	

## AUSTRIA

This Week	Last Week	Title	Artist
1	2	HEJO, HEJO, AM BLUE RIVER—Helmut & Robert (Philips)—Schneider	
2	4	IL SILENTIO—Nino Rossi (Durium)	
3	3	SCHENK MIR EIN BILD VON DIR—Peter Alexander (Polydor)—Birnback	
4	5	SAG IHR, ICH LASS SIE GRUESSEN—Udo Juergens (Vogue)—Weltmusik	
5	1	TAXI NACH TEXAS—Martin Lauer (Polydor)—Schneider	
6	19	GOLDFINGER—Fausto Papetti (Durium)—Progress	
7	7	EIN STERN GEHT AUF—Juergen Herbst (CBS)—Wien Melodie	

This Week	Last Week	Title	Artist
8	6	KLEINE ANNABELL—Ronny (Telefunken)—Weltmusik	
9	8	IN ALABAMA STEHT EIN HAUS—Peter Hinnen (Aruola)—Helbling	
10	17	ROCK AND ROLL MUSIC—Beatles (Odeon)—Jewel	
11	10	DAS WAR MEIN SCHOENSTER TANZ—Bernd Spier (CBS)—Wien Melodie	
12	11	DOWNTOWN—Petula Clark (Vogue)—Weltmusik	
13	16	SE PIANGI, SE RIDI—Bobby Solo (CBS)—Gloria	
14	12	DIESE NACHT HAT VIELE LICHTER—Conny (Electrola)—Progress	
15	9	SORRY LITTLE BABY—Hans Juergen Baeumler (CBS)—Wien Melodie	
16	18	DU MUSST BLEIBEN, ANGELINO—Connie Francis (MGM)—Schneider/Francon	
17	—	DIE FRAU MIT DEM EINSAMEN HERZEN—Sacha Distel (Polydor)—Schneider	
18	—	SOUVENIRS AUS TOKIO—Peanuts (Columbia)—Schneider	
19	—	LETKIS—Finnish Jenka All Stars (RCA)—Jonny	
20	—	ICH FRAGE MEINEN PAPA—Rita Pavone (RCA)—Wien Melodie	

## BRITAIN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TICKET TO RIDE—*Beatles (Parlophone)—Northern Songs, Ltd.	
2	6	KING OF THE ROAD—Roger Miller (Philips)—Burlington Music	
3	2	THE MINUTE YOU'RE GONE—*Cliff Richard (Columbia)—Jewel Music	
4	3	HERE COMES THE NIGHT—*Them (Decca)—Mellin Music	
5	7	BRING IT ON HOME TO ME—*Animals (Columbia)—Kags Music	
6	9	POP GO THE WORKERS—*Barron Knights (Columbia); Jewel/Belinda/Glissando/142 Music/Shapiro-Bernstein/Ardmore & Beechwood	
7	16	A WORLD OF OUR OWN—*Seekers (Columbia)—Springfield Music	
8	10	LITTLE THINGS—*Dave Berry (Decca)—United Artists	
9	12	CATCH THE WIND—*Donovan (Pye)—Southern Music	
10	17	TRUE LOVE WAYS—*Peter and Gordon (Columbia)—Southern Music	
11	4	CONCRETE AND CLAY—*Unit 4 + 2 (Decca)—Apollo Music	
12	5	FOR YOUR LOVE—*Yardbirds (Columbia)—Hermusic	
13	8	STOP! IN THE NAME OF LOVE—Supremes (Tamla Motown)—Belinda Music	
14	18	WONDERFUL WORLD—*Herman's Hermits (Columbia)—Ardmore & Beechwood	
15	22	OH NO, NOT MY BABY—*Manfred Mann (HMV)—Screen Gems	
16	11	THE LAST TIME—*Rolling Stones (Decca)—Essex Music	
17	30	WHERE ARE YOU NOW—*Jackie Trent (Pye)—Welbeck Music	
18	13	YOU'RE BREAKING MY HEART—Keely Smith (Reprise)—Mellin Music	
19	—	SUBTERRANEAN HOMESICK BLUES—Bob Dylan (CBS)—Blossom Music	
20	14	THE TIMES THEY ARE A-CHANGIN'—Bob Dylan (CBS)—Blossom Music	
21	15	I CAN'T EXPLAIN—*The Who (Brunswick)	
22	19	A LITTLE YOU—*Freddie and the Dreamers (Columbia)—Mills Music	
23	20	I'LL NEVER FIND ANOTHER YOU—*Seekers (Columbia)—Belinda Music	
24	24	ALL OVER THE WORLD—Francoise Hardy (Pye)—Rogers/Biem	
25	—	I'VE BEEN WRONG BEFORE—*Cilla Black (Parlophone)—Schroeder Music	
26	—	NOT UNTIL THE NEXT TIME—*Jim Reeves (RCA)—Burlington Music	
27	20	I'LL BE THERE—*Gerry and the Pacemakers (Columbia)—T.M. Music	
28	—	ONCE UPON A TIME—*Tom Jones (Decca)—Leeds Music	
28	—	THAT'S WHY I'M CRYING—*Ivy League (Piccadilly)—Southern Music	
30	26	NOWHERE TO RUN—Martha and the Vandellas (Tamla-Motown)—Belinda Music	

## CANADA

This Week	Last Week	Title	Artist
1	5	TICKET TO RIDE—Beatles (Capitol)	
2	1	MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER—Herman's Hermits (MGM)	
3	3	SILHOUETTES—Herman's Hermits (MGM)	
4	2	GAME OF LOVE—Wayne Fontana & the Mindbenders (Fontana)	
5	4	I KNOW A PLACE—Petula Clark (Warner Bros.)	
6	—	COUNT ME IN—Gary Lewis & the Playboys (Liberty)	
7	6	I'M TELLING YOU NOW—Freddie & the Dreamers (Capitol)	
8	10	I'LL NEVER FIND ANOTHER YOU—Seekers (Capitol)	
9	9	THE LAST TIME—Rolling Stones (London)	
10	—	IT'S NOT UNUSUAL—Tom Jones (Parrot)	

## CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	1	SHAKIN' ALL OVER—Guess Who's (Quality)	
2	2	WALK THAT WALK—David Clayton Thomas & Quintet (Red Leaf)	
3	—	BABY RUTH—Butterfingers (Red Leaf)	
4	4	MEAN WOMAN BLUES—Bobby Curtola (Tartan)	
5	5	I'M NOT SAYIN'—Gord Lightfoot (Warner Bros.)	

## FRENCH-CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	3	QU'EST DEVENU NOTRE PASSE—Les Classels (Trans-Canada)	
2	4	POUR TOUTE LA VIE—Les Hou-Lops (Apex)	
3	—	SI JE POUVAIS VIVRE AVEC TOI—Ginette Reno (Apex)	
4	5	N'OUBLIE PAS QUE JE T'AIME—Denise Brousseau (Apex)	
5	1	POURQUOI DONC AS-TU BRISE MON COEUR—Michel Louvain (Apex)	

## EIRE

This Week	Last Week	Title	Artist
1	1	TICKET TO RIDE—Beatles (Parlophone)—Northern Songs	
2	5	THE MINUTE YOU'RE GONE—Cliff Richard (Columbia)—Jewel	
3	2	WALKING THE STREETS IN THE RAIN—Butch Moore (Pye)—Belgravia	
4	6	HERE COMES THE NIGHT—Them (Decca)—Mellin	
5	3	CONCRETE AND CLAY—Unit 4 + 2 (Decca)—Apollo	
6	4	THE LAST TIME—Rolling Stones (Decca)—Mirage	
7	—	WHAT'S THE USE—Sean Fagan and Pacific Showband (Pye)—142 Music	
8	10	CATCH THE WIND—Donovan (Pye)—Southern	
9	7	IF I DIDN'T HAVE A DIME—Tom Dunphy and Royal Showband (HMV)—Schroeder	
10	8	FOR YOUR LOVE—Yardbirds (Columbia)—Her	

## FLEMISH BELGIUM

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	N'AVOUE JAMAIS—Guy Mardel (AZ)—Primavera	
2	2	SE PIANGI, SE RIDI—Bobby Solo (CBS)—Belgamusic	
3	4	GOODNIGHT—Roy Orbison (London)—Acuff-Rose	
4	7	POUPEE DE CIRE, POUPEE DE SON—France Gall (Philips)—Manhattan	
5	3	THE FRENCH SON—Lucille Starr (London)	
6	5	LA NUIT—*Adamo (HMV)	
7	6	LETKIS—several artists—Peter Plum Publications	
8	—	THE LAST TIME—Rolling Stones (Decca)	
9	—	EIGHT DAYS A WEEK—Beatles (Parlophone)	
10	—	ROCK AND ROLL MUSIC—Beatles (Parlophone)—Basart	

## FRANCE

This Week	Last Week	Title	Artist
1	1	N'AVOUE JAMAIS—Guy Mardel (A.Z.)—Tutti	
2	2	POUPEE DE CIRE POUPEE DE SON—France Gall (Philips)—Bagatelle	
3	7	JE ME SUI SUOUVENU DEMANDE—Richard Anthony (Columbia)—Beuscher	

This Week	Last Week	Title	Artist
4	3	VOUS PERMETTEZ MONSIEUR—Adamo (Voix de son Maitre)—Pathe	
5	—	LES CHOSSES DE LA MAISON—Claude Francois (Philips)—Salvet	
6	—	LES FILLES DE MON PAYS—Enrico Macias (Pathe)—Tutti	
7	6	LA NUIT—Adamo (Voix de son Maitre)—Pathe	
8	4	TOUJOURS LES BEAUX JOURS—Sheila (Philips)—Salvet	
9	12	ZORBA LE GREC—Original soundtrack (20th Century-Fox)—France Melodie	
10	9	MON AMIE LA ROSE—Francoise Hardy (Vogue)—Bagatelle	
11	—	GRANADA—Mario Lattre (Barclay)—Semi	
12	—	LES FILLES DU BORD DE MER—Adamo (Voix de son Maitre)	
13	11	GOLDFINGER—Shirley Bassey (Columbia)—Mecolico	
14	—	LE CHEF DE LA BANDE—Franck Alamo (Riviera)—Tutti	
15	14	IT'S NOT UNUSUAL—Tom Jones (Decca)—Beuscher	

## WEST GERMANY

This Week	Last Week	Title	Artist
1	3	SCHENK MIR EIN BILD VON DIR—Peter Alexander (Polydor)—Birnback	
2	1	DOWNTOWN—Petula Clark (Vogue)—Gerig	
3	6	TANZDIE GANZE NACHT MIT MIR—Gerhard Wendland (Philips)—Melodie der Welt	
4	2	TAXI NACH TEXAS—Martin Lauer (Polydor)—Gerig	
5	4	DIE FRAU MIT DEM EINSAMEN HERZEN—Sacha Distel (Polydor)—Birnback	
6	5	ELISABETH—Paul Anka (RCA)—Melodie der Welt	
7	7	ICH BIN VERLIEBT IN DICH, CHRISTINA—Bobby Solo (CBS)—Budde	
8	—	ROCK AND ROLL MUSIC—Beatles (Odeon)—Budde	
9	8	LETKIS—Roberto Delgado (Polydor)—Gerig	
10	11	DU MUSST BLEIBEN, ANGELINO—Connie Francis (MGM)—Schneider/Francon	
11	12	LASS DOCH DIE ALTEN GESCHICHTEN—Dorthe (Philips)—Intro	
12	9	CAST YOUR FATE TO THE WIND—Sounds Orchestral (Vogue-Pye)—Mellin-Schaeffers	
13	17	IN ALABAMA STEHT EIN HAUS—Peter Hinnen (Ariola)—Intro	
14	13	PRETTY PAPER—Roy Orbison (London)—Acuff-Rose-Siegel	
15	14	DAS WAR MEIN SCHOENSTER TANZ—Bernd Spier (CBS)—Melodie der Welt	
16	15	WARTEN IST SO SCHWER—Renate & Werner Leismann (Ariola)—Arnie	
17	18	NASHVILLE TENNESSEE—Gitte (Electrola)—Melodie der Welt	
18	16	THE WEDDING—Julie Rogers (Mercury)—Siegel	
19	20	HILLBILLY BOY—Alma Cogan (Electrola)	
20	—	BIN I RADI—BIN I KOENIG—Radi Radenkovic (Decca)—Mikado	

## HONG KONG

This Week	Last Week	Title	Artist
1	1	ROCK AND ROLL MUSIC—Beatles (Parlophone)	
2	2	EIGHT DAYS A WEEK—Beatles (Parlophone)	
3	7	THIS DIAMOND RING—Garry Lewis (iLiberty)	
4	3	KEEP YOUR LOVE STRONG—Fabulous Echoes (Diamond)	
5	5	I'LL FOLLOW THE SUN—Beatles (Parlophone)	
6	6	FOR MAMA—Matt Monro (Parlophone)	
7	4	DO THE CLAM—Elvis Presley (RCA Victor)	
8	—	COME TOMORROW—Manfred Mann (Parlophone)	
9	9	GOODNIGHT—Roy Orbison (London)	
10	10	DON'T YOU PASS ME BY—Patti Page (CBS)	

## ITALY

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PIANGI—Richard Anthony (Columbia)	
2	3	UN ANNO D'AMORE—*Mina (Ri Fi)	

This Week	Last Week	Title	Artist
3	4	IL SILENZIO—Nini Rosso (Spring)	
4	2	GOLDFINGER—Shirley Bassey (Columbia)	
5	5	L'UOMO CHE NON SAPEVA AMARE—*Nico Fidenco (RCA)	
6	7	IO CHE NON VIVO SENZA TE—*Pino Donaggio (Columbia)	
7	8	NON MI DIR—*Adriano Celentano (Clan)	
8	9	SE PIANGI SE RIDI—Bobby Solo (Ricordi)	
9	14	LA NOTTE E' PICCOLA—A. & E. Kessler (Derby)	
10	—	PER UN PUGNO DI DOLLARI—*Ennio Morricone (RCA)	
11	15	LA VOGLIA DI BALLARE—*Nico Fidenco (RCA)	
12	6	LE COLLINE SONO IN FIORE—New Christy Minstrels (CBS)	
13	12	OGNI MATTINA—*Little Tony (Durium)	
14	10	LUI—*Rita Pavone (RCA)	
15	—	DOWNTOWN—Petula Clark (Vogue)	

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MATSUNOKI KOUTA—*Mishima Toshio (Columbia); Ninomiya Yukiko (King)—JASRAC	
2	2	ABASHIRI BANGAICHI—*Takakura Ken (Teichiku); Shirane Kazuo (Toshiba)—JASRAC	
3	3	DIAMOND HEAD—Ventures (Liberty)	
4	4	SLAUGHTER ON 10th AVENUE—Ventures (Liberty)—Chappell (Folster)	
5	6	ROCK AND ROLL MUSIC—Beatles (Odeon)	
6	9	ONE RAINY NIGHT IN TOKYO—*Mahina Stars (Victor); Los Paraguayos (Philips); Koshiji Fubuki (Toshiba); Hino Teruko (Polydor); Brenda Lee (Decca)—JASRAC	
7	5	UN BUCO NELLA SABBIA—Mina (Fontana); Hirota Mieko (Columbia)—Shinko	
8	—	ARYUSHAN KOUTA—*Kumi Etsuko (Teichiku); Nagai Eriko (Crown)	
9	8	ONNAGOKORO NO UTA—*Bob Satake (King)—JASRAC	
10	—	CHE CHE CHE—*Astronauts (Victor); Hashi Yukio (Victor)—JASRAC	

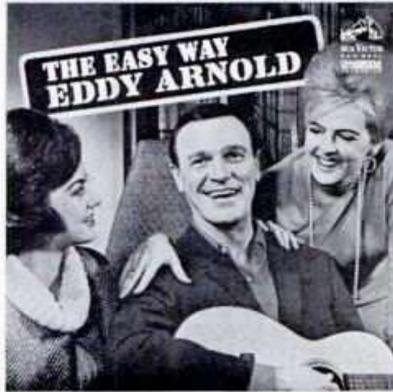
## LUXEMBOURG

This Week	Last Week	Title	Artist
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# NEW MAY ALBUMS from RCA VICTOR

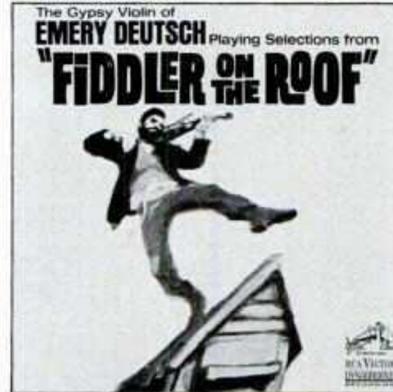
RCA The most trusted name in sound



Twelve love songs sure to be added to his long list of best-sellers. "We'll Sing in the Sunshine," "He'll Have to Go." In Dynagroove sound. LPM/LSP-3361



Perry adds another winner to his best-selling albums. Includes: "Stand Beside Me," "Give Myself a Party," 10 more. In Dynagroove sound. LPM/LSP-3396



Twelve highly appealing and original renditions. "Matchmaker, Matchmaker," "Tradition," "Do You Love Me?" In Dynagroove sound. LPM/LSP-3363



One of the top stars among the big buying teen crowd. 12 songs with 7 originals. "Marionette," "Long Time Blues." In Dynagroove sound. LPM/LSP-3325



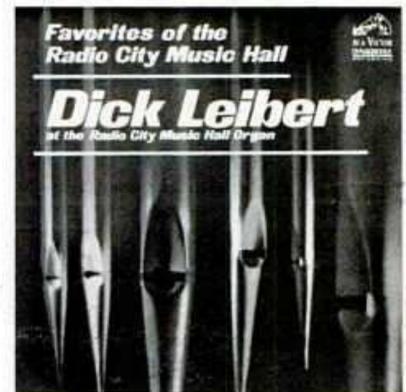
Twelve big songs from the most current motion pictures. "Goldfinger," "Dear Heart," "Chim Chim Cheree." In Dynagroove sound. LPM/LSP-3342



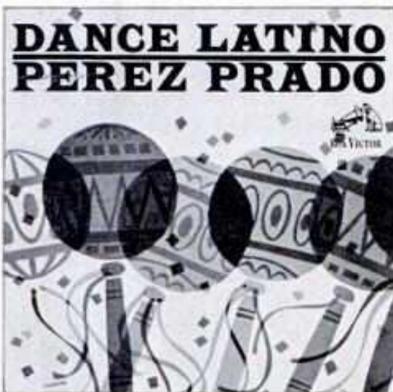
More of their wildly hilarious versions of popular songs. "Tenderly," "Fly Me to the Moon," "I Got Rhythm," 9 more. In Dynagroove sound. LPM/LSP-3357



A jazz festival favorite, J.J. clicks with great back-up from Hank Jones, Clark Terry, Oliver Nelson and Thad Jones. In Dynagroove sound. LPM/LSP-3350



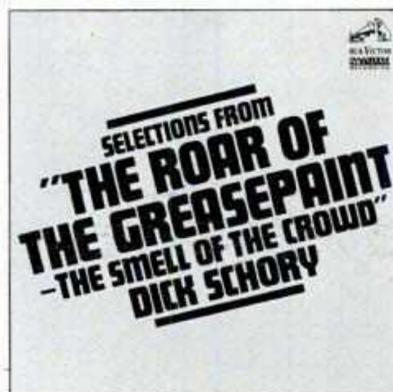
Millions of visitors will really go for this. "Kamenoi-Ostrow," "Largo," "The Lost Chord," "Liebesfreud," 8 more. In Dynagroove sound. LPM/LSP-3327



Great for today's dance-oriented market. "Surfside 6," "Peg O' My Heart," "Adios Pampa Mia," "Abulaby Laby," "One Night," 7 more. LPM/LSP-3330



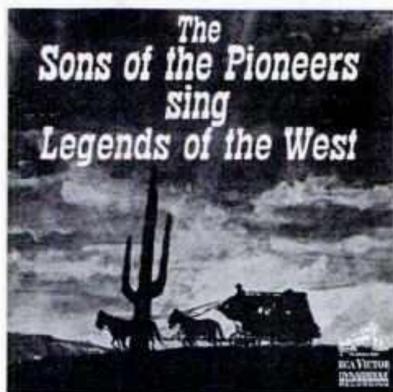
Big radio and TV play will give this one a real send-off. "So in Love," "Adios," "The More I See You" and 9 others. In Dynagroove sound. LPM/LSP-3364



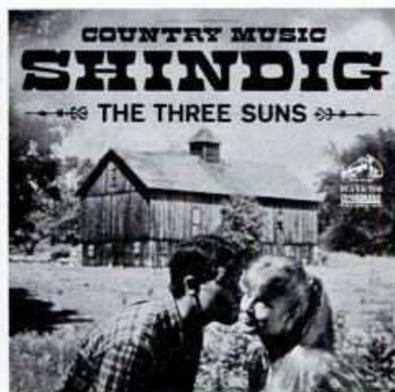
Something new! Add to Dick's great sound a vocal chorus. Includes "Who Can I Turn To" and "The Joker." In Dynagroove sound. LPM/LSP-3394



Another in the growing line of Original Broadway casters. Based on the H. G. Wells novel "Kipps." Stock up now. In Dynagroove sound. LOC/LSO-1110



12 traditional and current Western hits. "Billy the Kid," "Jesse James," "Ringo," "Green Ice," "Outlaws," "Destiny." In Dynagroove sound. LPM/LSP-3351



34 of the biggest country hits by this popular group. "Love Me Tender," "Bouquet of Roses," "Crying in the Chapel." In Dynagroove sound. LPM/LSP-3354

## NEW ALBUMS IN THE VINTAGE SERIES



16 hits never before offered on an L.P. Sidemen include: "Hot Lips" Page, Jimmy Rushing and Ben Webster. LPV-514



Regarded as the late baritone's greatest performances. "The Lord's Prayer," "I Love Life," "Sylvia." LPV-515

HOT 100

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

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

Table with columns: THIS WEEK, WK. Ago, WK. Ago, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: Rank, Title, Artist, Label & Number, Weeks On Chart. Contains songs ranked 33-66.

Table with columns: Rank, Title, Artist, Label & Number, Weeks On Chart. Contains songs ranked 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with their respective labels and chart positions.

**Just released... from England...**

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



**Marianne Faithfull**

**THIS LITTLE BIRD** #9759

*LONDON*  
RECORDS

**Val Doonican**

**I'M GOING TO GET THERE SOMEHOW**

#9753 *LONDON*  
RECORDS



**Mia Lewis**

**WISH I DIDN'T LOVE HIM**

#9756  **PARROT**  
Division of *LONDON*  
RECORDS



**Michael Chaplin**

**I AM WHAT I AM**

#9757

*LONDON*  
RECORDS



**Noel Harrison**

**BARBARA ALLEN**

#9755

*LONDON*  
RECORDS



# HIS SECOND BIG RECORD IN A ROW



# WARNER MACK sings THE BRIDGE WASHED OUT 31774



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## COUNTRY MUSIC

# CMA to Stage Country Show In Chicago

• Continued from page 1

by CMA for Chicago's sales marketing executives.

Purpose is simply to showcase the merits and broad appeal of country music. Some 1,200 persons from advertising, radio and assorted industries will be on hand.

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

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

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

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

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

### All-Industry Project

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

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

## Talent Set for N. Y. Folk Fest

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

Wheeler, who recently experienced considerable success with his "Ode to the Little Brown Shack Out Back," will make two other appearances at Carnegie Hall during the four-day festival, beginning June 17, on the "Grassroots to Bluegrass to Nashville" concert Friday (18) and on Saturday's "Contemporary Singer-Composers" concert.

Wheeler, who records for Kapp Records, resides at Swannanoa, N. C., in the spring and summer and in New York in the fall and winter.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 5/15/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	4	<b>GIRL ON THE BILLBOARD</b> ...10 Del Reeves, United Artists 824 (Moss Rose, BMI)	10	25	26	<b>JUST THOUGHT I'D LET YOU KNOW</b> ...8 Carl Butler & Pearl, Columbia 43210 (Cedarwood, BMI)	8
2	1	<b>THIS IS IT</b> ...11 Jim Reeves, RCA Victor 8508 (Acclaim, BMI)	11	26	23	<b>(My Friends Are Gonna Be) STRANGERS</b> ...20 Merle Haggard, Tally 179 (Yonah-Owen, BMI)	20
3	6	<b>WHAT'S HE DOING IN MY WORLD</b> ...8 Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	8	27	22	<b>ORANGE BLOSSOM SPECIAL</b> ...13 Johnny Cash, Columbia 43206 (Leeds, ASCAP)	13
4	7	<b>I'LL KEEP HOLDING ON</b> ...7 Sonny James, Capitol 5375 (Marson, BMI)	7	28	28	<b>LOVING YOU THEN LOSING YOU</b> ...9 Webb Pierce, Decca 31737 (Cedarwood, BMI)	9
5	5	<b>A TOMBSTONE EVERY MILE</b> ...10 Dick Curless, Tower 124 (Aroostook, BMI)	10	29	43	<b>SHE'S GONE GONE GONE</b> ...3 Lefty Frizzell, Columbia 43256 (Wilderness, BMI)	3
6	2	<b>10 LITTLE BOTTLES</b> ...15 Johnny Bond, Starday 704 (Red River, BMI)	15	30	47	<b>I'M GONNA FEED YOU NOW</b> ...3 Porter Wagoner, RCA Victor 8524 (4 Star BMI)	3
7	3	<b>KING OF THE ROAD</b> ...14 Roger Miller, Smash 1965 (Tree, BMI)	14	31	25	<b>WALK TALL</b> ...16 Faron Young, Mercury 72375 (Painted Desert, BMI)	16
8	10	<b>SEE THE BIG MAN CRY</b> ...8 Charlie Louvin, Capitol 5369 (Tuneville & Lyn-Lou, BMI)	8	32	30	<b>SWEET, SWEET JUDY</b> ...16 David Houston, Epic 9746 (Gallico, BMI)	16
9	12	<b>YOU DON'T HEAR</b> ...5 Kitty Wells, Decca 31749 (Cash, BMI)	5	33	33	<b>DO WHAT YOU DO DO WELL</b> ...18 Ned Miller, Faber 137 (Central Songs, BMI)	18
10	20	<b>MATAMOROS</b> ...6 Billy Walker, Columbia 43223 (Doss-Matamoros, BMI)	6	34	31	<b>SIX LONELY HOURS</b> ...9 Kitty Wells, Decca 31749 (Cedarwood, BMI)	9
11	9	<b>THE WISHING WELL</b> ...14 Hank Snow, RCA Victor 8488 (Jasper-Silver Star, BMI)	14	35	42	<b>THE OTHER WOMAN</b> ...2 Ray Price, Columbia 43264 (Pamper, BMI)	2
12	8	<b>THEN AND ONLY THEN</b> ...17 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	17	36	—	<b>BEFORE YOU GO</b> ...1 Buck Owens, Capitol 5410 (Bluebook, BMI)	1
13	13	<b>I WASHED MY HANDS IN MUDDY WATER</b> ...12 Stonewall Jackson, Columbia 43197 (Maricane, BMI)	12	37	39	<b>HE STANDS REAL TALL</b> ...6 "Little" Jimmy Dickens, Columbia 43243 (Yonah-Champion, BMI)	6
14	19	<b>RIBBON OF DARKNESS</b> ...5 Marty Robbins, Columbia 43258 (Witmark, ASCAP)	5	38	—	<b>BECAUSE I CARED</b> ...1 Ernest Ashworth, Hickory 1304 (Acuff-Rose, BMI)	1
15	18	<b>CERTAIN</b> ...7 Bill Anderson, Decca 31743 (Moss Rose, BMI)	7	39	36	<b>TINY BLUE TRANSISTOR RADIO</b> ...15 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	15
16	16	<b>THINGS HAVE GONE TO PIECES</b> ...10 George Jones, Musicor 1067 (Glad, BMI)	10	40	37	<b>CITY OF THE ANGELS</b> ...6 Jimmy Newman, Decca 31745 (New Keys, BMI)	6
17	15	<b>TWO SIX PACKS AWAY</b> ...10 Dave Dudley, Mercury 72384 (Champion-Raleigh, BMI)	10	41	38	<b>DO WHAT YOU DO DO WELL</b> ...10 Ernest Tubbs, Decca 31742 (Central Songs, BMI)	10
18	11	<b>I'VE GOT A TIGER BY THE TAIL</b> ...17 Buck Owens, Capitol 5336 (Bluebook, BMI)	17	42	32	<b>SHE CALLED ME BABY</b> ...11 Carl Smith, Columbia 43200 (Central Songs, BMI)	11
19	14	<b>A DEAR JOHN LETTER</b> ...10 Skeeter Davis & Bobby Bare, RCA Victor 8496 (American, BMI)	10	43	44	<b>WHEN THE WIND BLOWS IN CHICAGO</b> ...9 Roy Clark, Capitol 5350 (Irving, BMI)	9
20	17	<b>(From Now on All My Friends Are Gonna Be) STRANGERS</b> ...18 Roy Drusky, Mercury 72376 (Yonah-Owen, BMI)	18	44	48	<b>BLAME IT ON THE MOONLIGHT</b> ...2 Johnny Wright, Decca 31740 (Acuff-Rose, BMI)	2
21	24	<b>I'VE GOT FIVE DOLLARS AND IT'S SATURDAY NIGHT</b> ...4 George & Gene, Musicor 1066 (Peer Int'l, BMI)	4	45	—	<b>FORTY NINE, FIFTY ONE</b> ...1 Hank Locklin, RCA Victor 8560 (Ringneck-Coldwater, BMI)	1
22	27	<b>MY OLD FADED ROSE</b> ...6 Johnny Sea, Philips 40267 (Southwind, BMI)	6	46	46	<b>TRUE TRUE LOVIN'</b> ...6 Ferlin Husky, Capitol 5355 (Marpat, BMI)	6
23	21	<b>I CRIED ALL THE WAY TO THE BANK</b> ...6 Norma Jean, RCA Victor 8518 (Wilderness, BMI)	6	47	49	<b>SHE'S NOT FOR YOU</b> ...2 Willie Nelson, RCA Victor 8519 (Pamper, BMI)	2
24	29	<b>BACK IN CIRCULATION</b> ...4 Jimmy Newman, Decca 31745 (New Keys, BMI)	4	48	34	<b>TIMES ARE GETTIN' HARD</b> ...8 Bobby Bare, RCA Victor 8509 (Central Songs, BMI)	8
				49	45	<b>I STILL MISS SOMEONE</b> ...10 Lester Flatt & Earl Scruggs, Columbia 43204 (Cash, BMI)	10
				50	—	<b>FREIGHT TRAIN BLUES</b> ...1 Roy Acuff, Hickory 1291 (Acuff-Rose, BMI)	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	<b>I'VE GOT A TIGER BY THE TAIL</b> ...10 Buck Owens, Capitol T 2283 (M); ST 2283 (S)	10	12	8	<b>THE FABULOUS SOUND OF FLATT &amp; SCRUGGS</b> ...20 Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	20
2	2	<b>THE JIM REEVES WAY</b> ...11 RCA Victor LPM 2968 (M); LSP 2968 (S)	11	13	11	<b>ODE TO THE LITTLE BROWN SHACK OUT BACK</b> ...10 Billy Edd Wheeler, Kapp KL 1425 (M); KS 3425 (S)	10
3	3	<b>ORANGE BLOSSOM SPECIAL</b> ...9 Johnny Cash, Columbia CL 2309 (M); CS 9109 (S)	9	14	17	<b>LESS AND LESS AND I DON'T LOVE YOU ANYMORE</b> ...15 Charlie Louvin, Capitol T 2208 (M); ST 2208 (S)	15
4	4	<b>THE RETURN OF ROGER MILLER</b> ...12 Smash MGS 27061 (M); SRS 67061 (S)	12	15	10	<b>BURNING MEMORIES</b> ...9 Ray Price, Columbia CL 2289 (M); CS 9089 (S)	9
5	5	<b>YOUR CHEATIN' HEART</b> ...12 Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	12	16	19	<b>10 LITTLE BOTTLES</b> ...2 Johnny Bond, Starday S 333 (M); (No Stereo)	2
6	9	<b>YOU'RE THE ONLY WORLD I KNOW</b> ...16 Sonny James, Capitol T 2209 (M); ST 2209 (S)	16	17	18	<b>BURNING MEMORIES</b> ...5 Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	5
7	7	<b>GEORGE JONES &amp; GENE PITNEY</b> ...7 Musicor MM 2044 (M); MS 3044 (S)	7	18	13	<b>TOGETHER AGAIN/MY HEART SKIPS A BEAT</b> ...37 Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	37
8	15	<b>CONNIE SMITH</b> ...3 RCA Victor LPM 3341 (M); LSP 3341 (S)	3	19	—	<b>BREAKIN' IN ANOTHER HEART</b> ...1 Hank Thompson, Capitol T 2274 (M); ST 2274 (S)	1
9	14	<b>TUNES FOR TWO</b> ...6 Skeeter Davis & Bobby Bare, RCA Victor LPM 3336 (M); LSP 3336 (S)	6	20	20	<b>HITS FROM THE COUNTRY HALL OF FAME</b> ...4 Floyd Cramer, RCA Victor LPM 3318 (M); LSP 3318 (S)	4
10	6	<b>I DON'T CARE</b> ...25 Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	25				
11	12	<b>THE BEST OF JIM REEVES</b> ...41 RCA Victor LPM 2890 (M); LSP 2890 (S)	41				

**RIGHT NOW!!!**  
**the**  
**Number One**  
**C & W RECORD IN THE NATION!!!**

**Del Reeves**  
**sings**  
**"The Girl on the  
Billboard"**

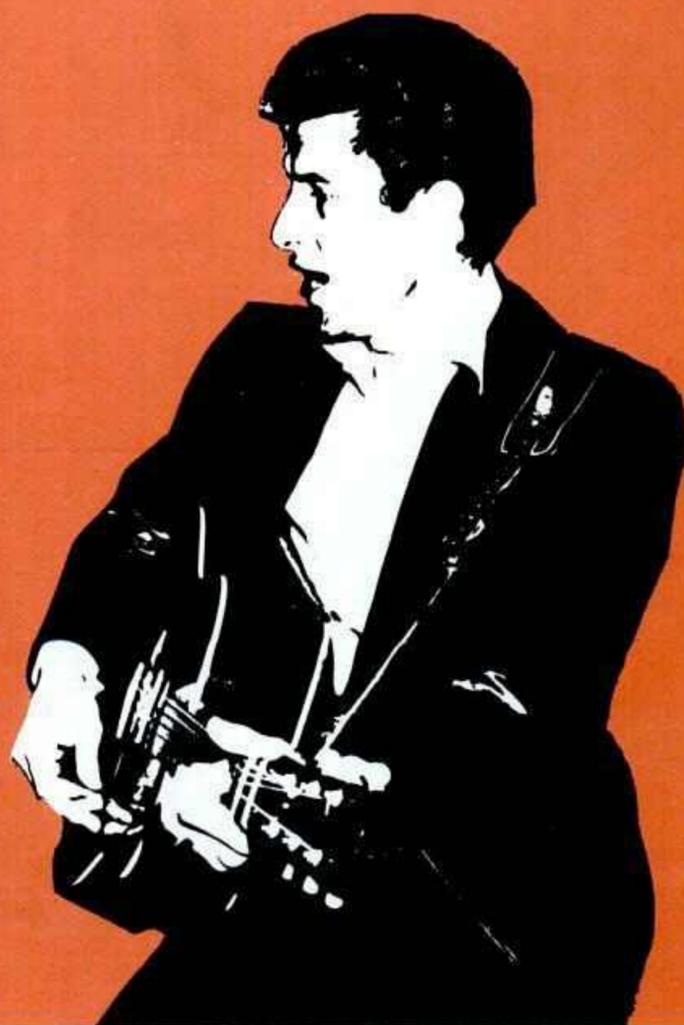
**UA824**

**Produced by Kelso Herston**  
**Director of Artists and Repertoire—Nashville Division**

**and it's on**



**of course.**



# NASHVILLE SCENE

By DON LIGHT

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

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

Columbia artist and Pamper Music writer, Chuck Howard, re-

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

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

## Wright Loses Leg

DALLAS — Charles Wright, veteran agent and song promoter, will leave St. Paul Hospital here this week, following amputation of his right leg due to a diabetic infection. He will recuperate at his home, 3415 Waterloo Place. Assisting Wright in placing and leasing



"I CAN'T REMEMBER" when I heard CONNIE SMITH sing better . . . "I CAN'T REMEMBER" when BILL ANDERSON wrote a better song . . . "I CAN'T REMEMBER" when we received more action initially on a new release . . . "I JUST CAN'T REMEMBER" . . . Hubert Long, Pres. Moss Rose Publications, Inc., Nashville. (Advertisement)

## Jones Routed Through May

ABILENE, Tex. — George Jones and the Jones Boys started out here last week on 13 one-nighters in theaters through the Texas territory. They follow with a string of dates on the East Coast, then double back through Louisiana and Texas, where the tour ends the last week in May.

Negotiations are now on for Jones and his lads to appear in a movie and a new TV series, according to Jimmie Klein, of the Jimmie Klein Agency here, who handles the Jones group exclusively.

material during his confinement were Paul Cohen, Kapp Records, Nashville; Fred Stryker, Briarcliff Music, Hollywood, and Joe Dyson, Cedarlane Music, Nashville.

# 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  
May 16, 1960

1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. He'll Have To Go, Jim Reeves, RCA Victor
3. Just One Time, Don Gibson, RCA Victor
4. Above and Beyond, Buck Owens, Capitol
5. Another, Roy Drusky, Decca
6. Big Iron, Marty Robbins, Columbia
7. One More Time, Ray Price, Columbia
8. Why I'm Walkin', Stonewall Jackson, Columbia
9. Sink the Bismarck, Johnny Horton, Columbia
10. A Six Pack To Go, Hank Thompson, Capitol

## COUNTRY SINGLES

10 Years Ago  
May 14, 1955

1. In the Jailhouse Now, Webb Pierce, Decca
2. Making Believe, Kitty Wells, Decca
3. Live Fast, Love Hard and Die Young, Faron Young, Capitol
4. Yellow Roses, Hank Snow, RCA Victor
5. Ballad of Davy Crockett, Tennessee Ernie Ford, Capitol
6. I've Been Thinking, Eddy Arnold, RCA Victor
7. Make Believe, Red Foley & Kitty Wells, Decca
8. In Time, Eddy Arnold, RCA Victor
9. Are You Mine? George Wright & Tom Tall, Fabor
10. Loose Talk, Carl Smith, Columbia

## Chuck Chellman Joins Monument

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

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

Before joining Starday Chell-



MOLLY BEE, Liberty Records artist, greets Jerry Lane, of Chart Records, at Ray Winkler's Reveler Club, Dallas, popular haunt for c&w acts.

man was associated with Decca Records in Cleveland and Mercury Records here.



SEE YOUR FAVORITE  
COUNTRY AND POP  
RECORDING STARS  
ALL SUMMER ON  
THE JIMMY  
DEAN SHOW  
BEGINNING MAY 20 WITH  
AN ALL-STAR  
COUNTRY  
MUSIC SPECIAL  
FROM NASHVILLE, TENNESSEE



TV NETWORK

# THE GOOD SINGLES GET THE AIRPLAY!

## CILLA BLACK

**I'VE BEEN WRONG  
BEFORE 5414**

England's talented George Martin arranged this great song. It opens with a piano-sonata background and builds from there into another big hit with airplay to match.



## BUCK OWENS

**BEFORE YOU GO b/w  
(I WANT) NO ONE BUT  
YOU 5410**

Before You Go is getting strong Country & Western airplay. Backed by a great tune getting excellent Pop airplay! A big double hit for Buck!



## THE FOUR FRESHMEN

**WHEN I STOP LOVIN'  
YOU 5401**

They've come up with an exciting new contemporary sound and the airplay shows it. Top 40 and Good Music stations all over the country are picking up this one!



## LOU RAWLS

**THREE O'CLOCK IN THE  
MORNING b/w  
Love is Blind 5424**

This talented blues stylist has arrived, with a unique singalong version of one of the great standards of all time. Rhythm & Blues, Good Music, and Top 40 stations are all playing this one.



# NEW ALBUM RELEASES

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

<b>ACCENT</b> The Guitar Sounds of BUDDY MERRILL; AC 5010 MLP	<b>CHOPIN: RONDOS</b> —Soloists & Warsaw Polish National Philharmonic Symp. Orch.; BR 14066L
<b>ARC</b> CATHERINE MCKINNON; 628	<b>CAMDEN</b> The Banjo Style of PERRY BECHTEL; CAL 871, CAS 871 PEE WEE KING & HIS BAND WITH REDD STEWART—Country Barn Dance; CAL 876 CAS 876 LIVING JAZZ—"Dear Heart" and Other Great Favorites; CAL 878, CAS 878
<b>ART</b> AL FIKE—A Night With Fike; ALP 37	<b>CAPITOL</b> The NAT KING COLE Story; SWCL 1613 KING CURTIS Plays The Hits Made Famous By Sam Cooke; T 2341, ST 2341 BOBBY DARIN—Venice Blue; T 2322, ST 2322 THE NEW SEEKERS; T 2319, ST 2319 WEBLEY EDWARDS—Waikiki After Dark; T 2315, ST 2315 FERLIN HUSKY—True, True, Lovin'; T 2305, ST 2305 WANDA JACKSON—Blues In My Heart; T 2306, ST 2306 SONNY JAMES—I'll Keep Holding On; T 2317, ST 2317 SHELLEY MANNE QUINTET & BIG BAND—Manne—That's Gershwin; T 2313, ST 2313 AL MARTINO—Somebody Else Is Taking My Place; T 2312, ST 2312 LIZA MINNELLI—It Amazes Me; T 2271, ST 2271 The Wizardry of OZ SMITH; T 2288, ST 2288 SOUNDTRACK—Bebo's Girl; T 2316, ST 2316 THREE D'S—I Won't Be Worried Long; T 2314, ST 2314 VARIOUS ARTISTS—The World of Country Music; SNPB-5 NANCY WILSON—Today-My Way; T 2321, ST 2321 FARON YOUNG—Falling in Love; T 2307, DT 2307
<b>AUDIO FIDELITY</b> JENKA DANCE BAND—Let's Letkiss!; AFLP 2140	<b>CAPITOL OF THE WORLD</b> ORIGINAL CHINESE SOUNDTRACK—Beyond the Great Wall; T 10401 KRYSTYNA PACZEWSKA & ZBIGNIEW KRUKOWSKI—Poland Revisited; T 10388
<b>BACH GUILD</b> BOYCE: EIGHT SYMPHONIES—I Solisti Di Zagreb/Antonio Janigro; BG 668, BGS 70668	<b>CM</b> CARLO MENOTTI—The Art of Modern Singing; CM 1000
<b>BRUNO</b> ALEXANDROV SOVIET ARMY SONG & DANCE ENSEMBLE, VOL 2; BR 50122L GEORGE BOULANGER—Let's Tango; BR 50051L	

## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

**Barney's One-Stop**  
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PHONE: (312) VA 6-1828

(Continued on page 44)

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

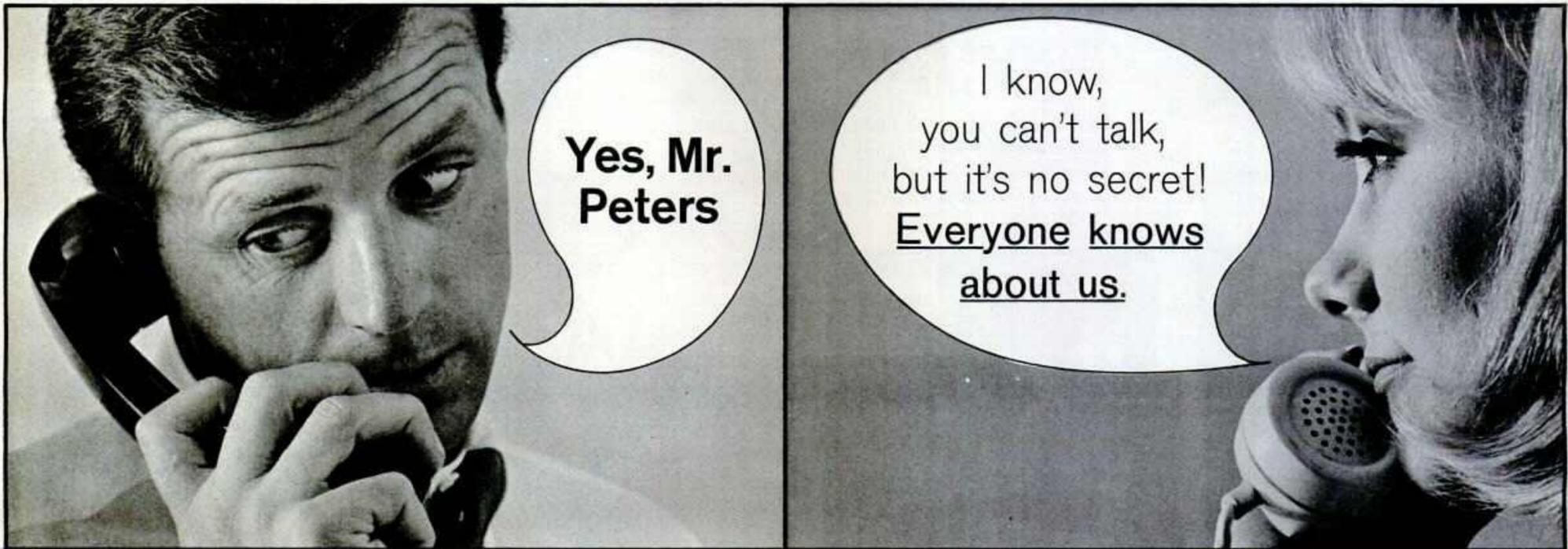
- BEFORE AND AFTER**  
Chad & Jeremy, Columbia 43277
- BRING IT ON HOME TO ME**  
Animals, MGM 13339
- I CAN'T HELP MYSELF**  
Four Tops, Motown 1076

## ★ 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.

- DEVIL'S HIDEAWAY . . .**  
James Brown, Smash 1975 (Try Me, BMI) (Chicago, Miami)
- HERE COMES THE NIGHT . . .**  
Them, Parrot 9749 (Keetch, Caesar & Dino, BMI) (Los Angeles, Atlanta)
- GLORIA . . .**  
Them, Parrot 9727 (Hyde Park (PRS), ASCAP) (San Francisco, Atlanta)
- GIRL ON THE BILLBOARD . . .**  
Del Reeves, United Artists 824 (Moss Rose, BMI) (Baltimore, Minneapolis-St. Paul)
- CRYING WON'T HELP YOU NOW . . .**  
Clyde McPhatter, Mercury 72407 (Leatherneck, BMI) (Washington, Miami)
- DUST GOT IN DADDY'S EYES . . .**  
Bobby Bland, Duke 390 (Don, BMI) (Miami, Atlanta)
- MUSTANG SALLY . . .**  
Sir Mack Rice, Blue Rock 4014 (Fourteenth Hour, BMI) (Detroit, Pittsburgh)
- SOUL SAUCE . . .**  
Cal Tjader, Verve 10345 (Consolidated, ASCAP) (Chicago, Miami)

- YOU GAVE ME SOMEBODY TO LOVE . . .**  
Dream Lovers, Warner Bros. 5619 (Hill & Range, BMI) (Philadelphia, Miami)
- JUST YOU . . .**  
Sonny & Cher, Atco 6345 (Five-West-Cotillion, BMI) (Los Angeles)
- HOLD ON BABY . . .**  
Sam Hawkins, Blue Cat 112 (Trio, BMI) (Detroit)
- POOR BOY . . .**  
Royalettes, MGM 13327 (South Mountain, BMI) (Atlanta)
- YOU TURN ME ON (Turn On Song) . . .**  
Ian Whitcomb, Tower 127 (Burdette, BMI) (Los Angeles)
- THEN I'LL COUNT AGAIN . . .**  
Johnny Tillotson, MGM 13344 (Ridge, BMI) (Atlanta)
- BELLS IN MY HEART . . .**  
Richie Moreland, Imperial 66105 (Travis, BMI) (Minneapolis-St. Paul)
- STOP THE MUSIC . . .**  
Sue Thompson, Hickory 1308 (Acuff-Rose, BMI) (New Orleans)
- NO ONE . . .**  
Brenda Lee, Decca 31792 (Hill & Range & Efses, BMI) (Atlanta)
- QUEEN OF THE SENIOR PROM . . .**  
Vaughn Monroe, Kapp 669 (Rhondora, BMI) (Boston)
- PLEASE, STOP THE WEDDING . . .**  
Lou Johnson, Big Hill 554 (Aberbach, BMI) (Miami)
- RIBBON OF DARKNESS . . .**  
Marty Robbins, Columbia 43258 (Witmark, ASCAP) (Minneapolis-St. Paul)
- LAURIE DON'T WORRY . . .**  
Frankie Fanelli, RCA Victor 8561 (Gallico, BMI) (Seattle)
- IT WAS EASIER TO HURT HER . . .**  
Garnet Mimms, United Artists 848 (Rittenhouse-Web IV, BMI) (Atlanta)
- I'M GONNA CRY TILL MY TEARS RUN DRY . . .**  
Irma Thomas, Imperial 66106 (Rumbalero, BMI) (New Orleans)
- DARLING TAKE ME BACK . . .**  
Ray Pollard, United Artists 856 (Murbo, BMI) (Philadelphia)



Yes, Mr. Peters

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

**THE CASH BOX BULLSEYE**

**MUSIC BUSINESS**  
**Country Single Picks**

ROY DRUSKY AND PRISCILLA MITCHELL  
Mercury 72416

YES, MR. PETERS  
(Screen Gems-Columbia, BMI) (2:33)—Karliski, Kolber  
Flip is "More Than We Deserve" (Musical Window, SESAC) (2:00)—Pryor

YES, MR. PETERS (2:33)  
Screen Gems-Columbia, BMI—Karliski, Kolber

MORE THAN WE DESERVE (2:00) Musical Window, SESAC—Pryor

ROY DRUSKY & PRISCILLA MITCHELL (Mercury 72416)

**Billboard SPOTLIGHT**

Veteran country dweller, while for herself a tune is a conversation between "More Than We Deserve" is a ten with "More Than We Deserve"

ROY DRUSKY & PRISCILLA MITCHELL—YES MR. PETERS (Screen Gems-Columbia, BMI)—The old love triangle is given a clever twist in this ballad duet. Fine performance. Flip: "More Than We Deserve" Musical Window, SESAC. Mercury 72416

**COUNTRY SINGLE REVIEWS** record world

YES, MR. PETERS (Screen Gems-Columbia, BMI)  
MORE THAN WE DESERVE (Musical Window, SESAC)  
ROY DRUSKY AND PRISCILLA MITCHELL—Mercury 72416.

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

## ROY DRUSKY

and Priscilla Mitchell  
Sing a new hit single about the old love triangle

**YES, MR. PETERS**  
#72416



Out of the Picture  
Nobody Thought  
Was Possible

# FANNY HILL

(A FILM BY ALBERT ZUGSMITH)

COMES  
THE HIT  
RECORD



# TOMMY LEONETTI

sings

## "I REMEMBER HER SO WELL"

(THE THEME FROM FANNY HILL)

RCA VICTOR   
© The most trusted name in sound

#47-8567

Arranged and Conducted by  
**CLAUS OGERMAN**

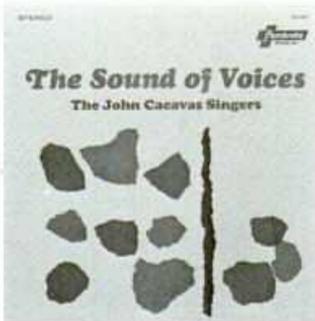
Produced by  
**ANDY WISWELL**

Personal Management:  
**DICK LINKE**

Direction:  


PUBLISHED BY  
**HELIOS MUSIC CORP.**  
1619 BROADWAY  
NEW YORK, N. Y.

# ALBUM REVIEWS (continued)



## POP SPOTLIGHT

### THE SOUND OF VOICES

John Cacavas Singers. Pembroke CFS 2000 (S)

A listening delight. A fine blend of voices, smooth and relaxing arrangements that have already garnered much radio airplay in the New York area. Stereo reproduction is excellent. The songs are new and especially composed for the chorus.



## CLASSICAL SPOTLIGHT

### MOZART: SYMPHONIES NOS. 30 & 31

Philadelphia Orch. (Ormandy). Columbia ML 6122 (M); MS 6722 (S)

Buyers will find this is the only coupling of the two Mozart symphonies. No. 30 has seldom been recorded, and "Paris" is represented by only a handful of recordings. Stereo is impressive, and the Philadelphia under the baton of Ormandy is marvelous.



## CLASSICAL SPOTLIGHT

### SIBELIUS AND BRUCH VIOLIN CONCERTOS

Zino Francescatti/New York Philharmonic (Bernstein) (Schipper). Columbia ML 6131 (M); MS 6731 (S)

The Sibelius work is given the remarkable Francescatti treatment—true, fiery and without waste. Bernstein and orchestra give the violinist impetus. The result is spirited and exemplifies fine musicianship. The Bruch piece is less demanding, though more elaborate. And here again is an excellent performance, dominated by taste and discretion.

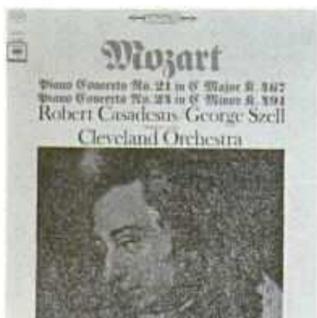


## CLASSICAL SPOTLIGHT

### RAVEL: RAPSOEIE ESPAGNOLE/DEBUSSY: NOCTURNES

Philadelphia Orch. (Ormandy). Columbia ML 6097 (M); MS 6697 (S)

Ormandy moves the orchestra to new heights in these colorful selections. The rhapsody is handled with skill and style, achieving dazzling displays of spirit and musical impressions. The Debussy works soar with rhythm and unbounded energy. The Temple U. Women's Choir add fine tone and imaginative phrasing.



## CLASSICAL SPOTLIGHT

### MOZART: PIANO CONCERTOS NOS. 21 & 24

Robert Casadesus/Cleveland Orch. (Szell). Columbia ML 6095 (M); MS 6695 (S)

Casadesus and Szell, with members of the Cleveland orchestra, combine efforts in highly impressive performances. No. 21 is distinguished by passages that move and flow with conciseness and rich contrasts. No. 24 is given a powerful rendition, mixing colors, probing and brilliant.

## 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

### ACE CANNON LIVE

Hi HL 12025 (M); SHL 32025 (S)

Ace is caught in live performance at his raunchiest best. He walls up a storm on the sax to the accolades of the audience. Electric guitars, drums and organ side him to lend to the excitement of it all. Selections include "Honky Tonk," "Memphis," "Yakety Sax."



## POP SPECIAL MERIT

### RAINY DAY

Kai Winding. Verve V-8620 (M); V6-8620 (S)

Kai's Rainy Day mood is "up" and swingin'. Mostly with a teen beat, this album contains frug material and some smooth vocals by the Prevailing Winds. The love theme from the motion picture "Umbrellas of Cherbourg" and the standard "Here's That Rainy Day" have already attained success in the singles market. Nicely executed.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### WHIPPED CREAM & OTHER DELIGHTS

Herb Alpert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S)

#### GERRY AND THE PACEMAKERS GREATEST HITS

Lauri LLP 2031 (M); SLP 2031 (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.

#### HUSH, HUSH, SWEET CHARLOTTE . . .

Patti Page, Columbia CL 2353 (M); CS 9153 (S)

#### CONNIE SMITH . . .

RCA Victor LPM 3341 (M); LSP 3341 (S)

#### DO I HEAR A WALTZ? . . .

Original Cast, Columbia KOL 6370 (M); KOS 2770 (S)

#### GLENN MILLER TIME—1965 . . .

Glenn Miller Ork, Epic LN 24133 (M); BN 26133 (S)

#### THE NEW ELGART TOUCH . . .

Les & Larry Elgart, Columbia CL 2301 (M); CS 9101 (S)

#### GO . . . GO . . . GO! . . .

Astronauts, RCA Victor LPM 3307 (M); LSP 3307 (S)

#### IS IT LOVE? . . .

Cilla Black, Capitol T 2308 (M); ST 2308 (S)

#### RED ROSES FOR A BLUE LADY . . .

Frankie Fanelli, RCA Victor LPM 3387 (M); LSP 3387 (S)

#### HAWAIIAN WEDDING SONG . . .

Andy Williams, Columbia CL 2323 (M); CS 9123 (S)

#### THE GENIUS OF JANKOWSKI! . . .

Horst Jankowski, Mercury MG 20993 (M); SR 60993 (S)

#### SONGS FOR THE JET SET . . .

Tony Bennett, Columbia CL 2343 (M); 9143 (S)

#### I GO TO PIECES . . .

Peter & Gordon, Capitol T 2324 (M); ST 2324 (S)

#### PASS ME BY . . .

Peggy Lee, Capitol T 2320 (M); ST 2320 (S)

#### DANCE PARTY . . .

Martha & the Vandellas, Gordy G 915 (M); S 915 (S)

#### MR. EVERYTHING . . .

Chuck Jackson, Wand W 667 (M); WS 667 (S)

#### AESOP'S FABLES THE SMOTHERS BROTHERS WAY . . .

Mercury MG 20989 (M); SR 60989 (S)

#### BRASIL '65 IS HERE . . .

Wanda de Sah, Capitol T 2294 (M); ST 2294 (S)

#### CAREER GIRLS . . .

Peter Nero, RCA Victor LPM 3313 (M); LSP 3313 (S)



## 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.

## LOW PRICE POPULAR

THE GREAT KAI WINDING SOUND  
Harmony HL 7341 (M)

## POPULAR

BEAT CITY  
Various Artists. Polydor 237 660 (S)

SOUL SOUL AND MORE SOUL  
Wallace Brothers. Sims 128 (M)

## CLASSICAL

HAYDN: TRUMPET CONCERTO IN E FLAT/GLINDEMANN: TRUMPET CONCERTO  
Knud Hovaldt/Scandinavian Philharmonic Orch. (Glinde mann). RCA Victor LM-9956-C (M); LSC-9956-B (S)

PORTER: VIOLA CONCERTO/PISTON SYMPHONY NO. 2  
Vienna Symphony Orch. (Dixon). Desto D 410 (M); DST 6410 (S)

PARKER: HORA NOVISSIMA/DELLO JOIO: SERENADE  
Vienna Symphony Orch. (Strickland) (Swarowsky). Desto D 413 (M); DST 6413 (S)

MOROSS: LIFE OF FRANKIE & JOHNNY/MACDOWELL: INDIAN SUITE NO. 2 Op. 48  
Vienna Symphony Orch. (Hendl) (Dixon). Desto D 408 (M); DST 6408 (S)

BLOCH: THREE JEWISH POEMS/POWELL: RHAPSODY NEGRE/MASON: CHANTICLEER  
Vienna Symphony Orch. (Hendl) (Dixon). Desto D 409 (M); DST 6409 (S)

DVORAH: DUMKY TRIO, OP. 90/SMETANA: TRIO, OP. 15  
David Oistrakh/Sviatoslav Knushevitsky/Lev Oborin. Monitor MC 2070 (M); MCS 2070 (S)

RAVEL: TRIO IN A MINOR/CHOPIN: TRIO IN G MINOR OP 8  
David Oistrakh/Sviatoslav Knushevitsky/Lev Oborin. Monitor MC 2069 (M); MCS 2069 (S)

TCHAIKOVSKY: VIOLIN CONCERTO  
Leonid Kogan. Monitor MC 2065 (M)

## JAZZ

BIG CITY  
Marvin Jenkins. Palomar G 24001 (M); GS 34001 (S)

MONSTER  
Jimmy Smith. Verve V-8618 (M)

NEW ORLEANS DIXIELAND JAZZ  
Tremble Kids & American Jazz Group. Bruno BR 501411 (M)

GUITAR-GUITAR  
Herb Ellis/Charlie Byrd. Columbia CL 2330 (M); CS 9130 (S)

## GOSPEL

THE HEM OF HIS GARMENT  
Sego Brothers. Songs of Faith SOF 126 (M)

## INTERNATIONAL

LET'S LEKISS!  
Jenka Dance Band. Audio Fidelity AFLP 2140 (M)

ALEXANDROV SOVIET ARMY SONG & DANCE ENSEMBLE, VOL. 1  
Bruno BR 50120L (M)

MARIACHI  
Mariachi Guadalajara. Decca DL 4631 (M); DL 74631 (S)

ANGELITO Y OTROS EXITOS DE LOS VAGABUNDOS  
Decca DL 4641 (M); DL 74641 (S)



## THREE-STAR ALBUMS

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

## POPULAR

MUSIC YOU WANT TO HEAR  
Teddy Phillips & His Ork/Colleen Lovett. Drum Boy DBLM 1002 (M)

## CLASSICAL

BACON: FORD'S THEATRE/WAGENAAR: SYMPHONY NO. 4  
Vienna Symphony Orch. (Haefner). Desto D 415 (M); DST 6415 (S)

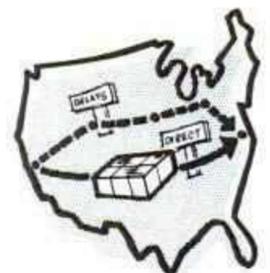
MOZART: DIVERTIMENTO NO. 17 IN D  
Leningrad Philharmonic Orch. (Sanderling). Monitor MC 2067 (M); MCS 2067 (S)

## JAZZ

THE BYRON ALLEN TRIO  
ESP 1005 (M)  
SPIRITUAL UNITY  
Albert Ayler Trio. ESP 1002 (M)

SEE ALBUM REVIEWS ON BACK COVER

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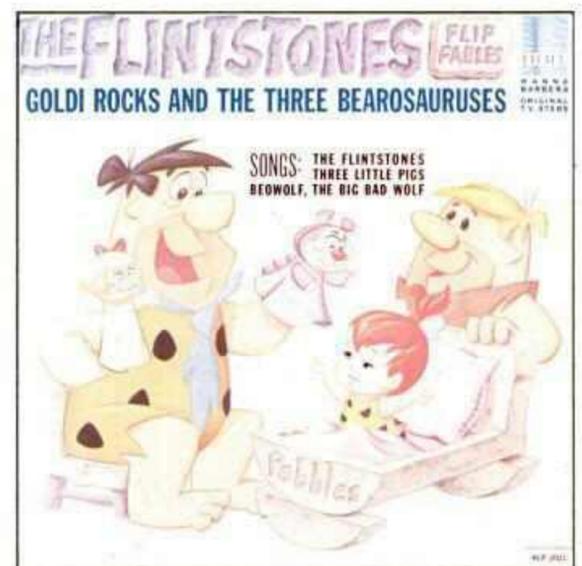
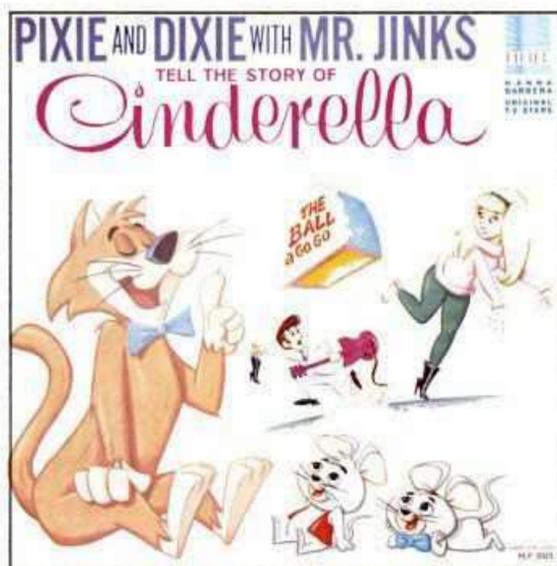
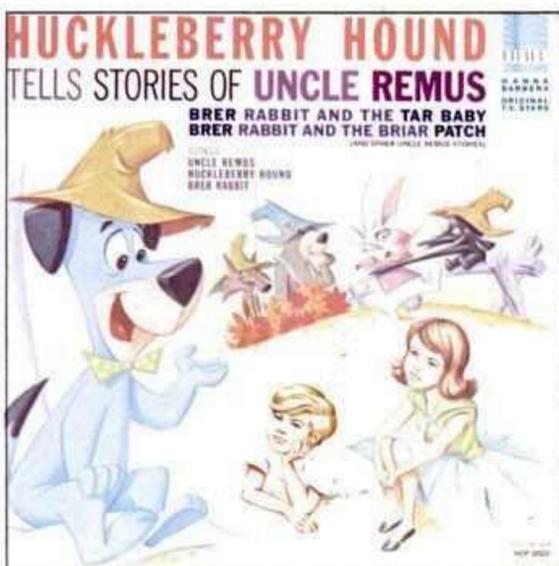
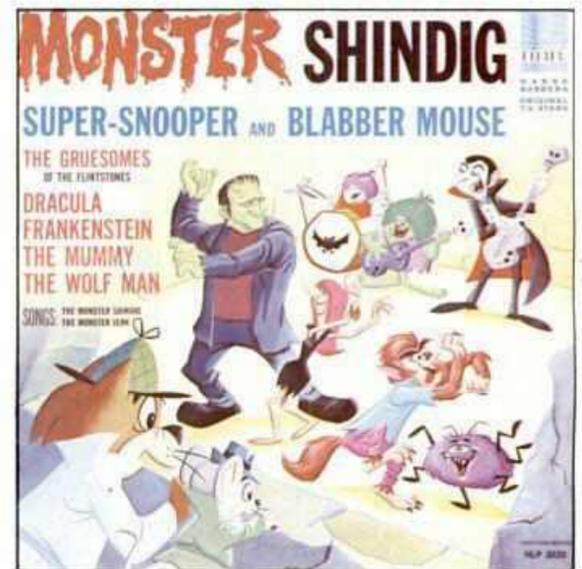
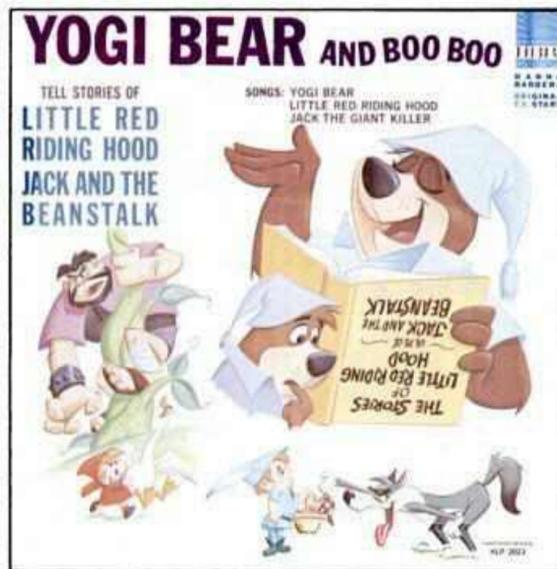
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# TOP LP'S

★ **STAR** performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

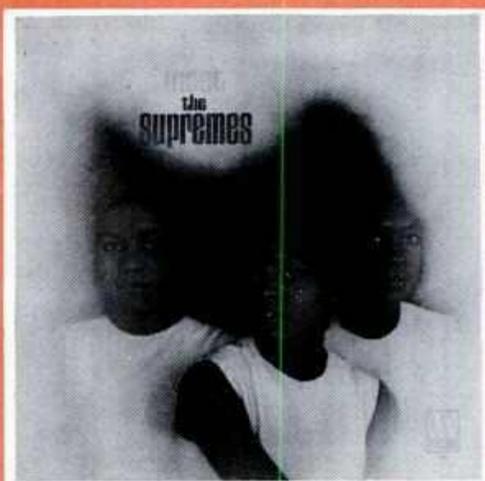
Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	33	53	48	<b>DEAR HEART AND OTHER SONGS ABOUT LOVE</b> Ork & Chorus of Henry Mancini, RCA Victor LPM 2990 (M); LSP 2990 (S)	16	102	119	<b>SERENADE FOR ELISABETH</b> Gunter Kallmann German Chorus With Ork & Bells, 4 Corners FCL 4209 (M); FCS 4209 (S)	3
2	2	<b>INTRODUCING HERMAN'S HERMITS</b> MGM E 4282 (M); SE 4282 (S)	13	54	50	<b>JOAN BAEZ/5</b> Vanguard VRS 9160 (M); VSD 79160 (S)	26	103	89	<b>THE IMPRESSIONS GREATEST HITS</b> ABC-Paramount ABC 515 (M); ABCS 515 (S)	9
3	3	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LOCD 2005 (M); LSD 2005 (S)	9	55	51	<b>THE JIM REEVES WAY</b> RCA Victor LPM 2968 (M); LSP 2968 (S)	11	104	108	<b>APPLES AND BANANAS</b> Lawrence Welk, Dot DLP 3629 (M); DLP 25629 (S)	5
4	4	<b>THE BEACH BOYS TODAY!</b> Capitol T 2269 (M); ST 2269 (S)	8	56	61	<b>THEMES FROM THE JAMES BOND THRILLERS</b> Roland Shaw & His Ork, London LL 3412 (M); PS 412 (S)	12	105	122	<b>SPY WITH A PIE</b> Soupy Sales, ABC-Paramount ABC 503 (M); ABCS 503 (S)	4
5	5	<b>DEAR HEART</b> Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	6	57	55	<b>PEARLY SHELLS</b> Billy Vaughn, Dot DLP 3605 (M); DLP 25605 (S)	20	106	140	<b>INTRODUCING THE BEAU BRUMMELS</b> Autumn LP 103 (M); ST 103 (S)	2
6	6	<b>GOLDFINGER</b> Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	23	58	62	<b>ORANGE BLOSSOM SPECIAL</b> Johnny Cash, Columbia CL 2309 (M); CS 9109 (S)	9	107	125	<b>THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD</b> Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S)	6
7	9	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	32	59	56	<b>HELLO, DOLLY!</b> Original Cast, RCA Victor LOCD 1087 (M); LSD 1087 (S)	65	108	115	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	3
8	8	<b>THE RETURN OF ROGER MILLER</b> Smash MGS 27061 (M); SRS 67061 (S)	15	60	57	<b>SOFTLY, AS I LEAVE YOU</b> Frank Sinatra, Reprise F 1013 (M); FS 1013 (S)	22	109	101	<b>GOIN' OUT OF MY HEAD</b> Little Anthony & The Imperials, DCP 3808 (M); DCS 6808 (S)	13
9	7	<b>THE ROLLING STONES, NOW!</b> London LL 3420 (M); PS 420 (S)	9	61	63	<b>TRINI LOPEZ AT P.J.'S</b> Reprise R 6093 (M); R9-6093 (S)	91	110	147	<b>THE MONSTER</b> Jimmy Smith, Verve V 8618 (M); V6-8618 (S)	2
10	10	<b>A SONG WILL RISE</b> Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	6	62	64	<b>GETZ AU GO GO</b> Stan Getz, Verve V 8600 (M); V6-8600 (S)	22	111	109	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 8450 (M); KOS 2020 (S)	251
11	11	<b>BLUE MIDNIGHT</b> Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	17	63	65	<b>SHAKE</b> Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	14	112	123	<b>EL PUSSY CAT</b> Mongo Santamaria, Columbia CL 2298 (M); CS 9098 (S)	8
12	13	<b>BEATLES '65</b> Capitol T 2228 (M); ST 2228 (S)	20	64	67	<b>PETER, PAUL &amp; MARY IN CONCERT</b> Warner Bros. W 1555 (M); WS 1555 (S)	40	113	—	<b>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herb Alpert's Tipuna Brass, AAM LP 110 (M); SP 4110 (S)	1
13	14	<b>FERRY CROSS THE MERSEY</b> Soundtrack, United Artists UAL 3387 (M); UAS 6387 (S)	12	65	69	<b>DEAR HEART AND OTHER GREAT SONGS OF LOVE</b> Jack Jones, Kapp KL 1415 (M); KS 3415 (S)	19	114	139	<b>WE REMEMBER SAM COOKE</b> Supremes, Motown 629 (M); SR 629 (S)	2
14	25	<b>GIRL HAPPY</b> Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S)	5	66	66	<b>HELLO, DOLLY!</b> Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	53	115	92	<b>KINGSMEN, VOL. 2</b> Wand LP 659 (M); LP 659 S (S)	34
15	16	<b>WHERE DID OUR LOVE GO</b> Supremes, Motown ME 621 (M); B 621 (S)	35	67	81	<b>THE MIRACLES GREATEST HITS FROM THE BEGINNING</b> Tamla T 254 (M); ST 254 (S)	5	116	120	<b>MEET THE BEATLES</b> Capitol T 2047 (M); ST 2047 (S)	68
16	20	<b>RED ROSES FOR A BLUE LADY</b> Vic Dana, Dolton BLP 2034 (M); BST 8034 (S)	6	68	73	<b>YOU REALLY GOT ME</b> Kinks, Reprise R 6143 (M); RS 6143 (S)	23	117	121	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	158
17	17	<b>KINKS-SIZE</b> Reprise R 6138 (M); RS 6138 (S)	7	69	75	<b>CHAD &amp; JEREMY SING FOR YOU</b> Chad Stuart & Jeremy Clyde, World Artists WAM 2005 (M); WAS 3005 (S)	8	118	131	<b>DANG ME/CHUG-A-LUG</b> Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	37
18	43	<b>BRINGING IT ALL BACK HOME</b> Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	3	70	74	<b>I'VE GOT A TIGER BY THE TAIL</b> Buck Owens, Capitol T 2283 (M); ST 2283 (S)	7	119	116	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	148
19	18	<b>L-O-V-E</b> Nat King Cole, Capitol T 2195 (M); ST 2195 (S)	15	71	58	<b>ALL SUMMER LONG</b> Beach Boys, Capitol T 2110 (M); ST 2110 (S)	42	120	136	<b>I'M TELLING YOU NOW</b> Freddie & The Dreamers, Tower T 5003 (M); DT 5003 (S)	2
20	12	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	102	72	72	<b>SAM COOKE AT THE COPA</b> RCA Victor LPM 2970 (M); LSP 2970 (S)	29	121	117	<b>SOMETHING NEW</b> Beatles, Capitol T 2108 (M); ST 2108 (S)	41
21	15	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	29	73	80	<b>LOVE IS THE THING</b> Nat King Cole, Capitol W 824 (M); SW 824 (S)	70	122	111	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	36
22	19	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	17	74	52	<b>JOHNNY RIVERS IN ACTION!</b> Imperial LP 9280 (M); LP 12280 (S)	13	123	87	<b>DEAR LONELY HEARTS</b> Nat King Cole, Capitol T 1838 (M); ST 1838 (S)	36
23	26	<b>THE BEACH BOYS CONCERT</b> Capitol TAD 2198 (M); STAD 2198 (S)	28	75	70	<b>CHAD &amp; JEREMY YESTERDAY'S GONE</b> Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 3002 (S)	34	124	—	<b>GERRY AND THE PACEMAKERS GREATEST HITS</b> Laurie LLP 2031 (M); SLP 2031 (S)	1
24	24	<b>THE NANCY WILSON SHOW!</b> Capitol KAD 2136 (M); SKAD 2136 (S)	15	76	91	<b>THE EARLY BEATLES</b> Capitol T 2309 (M); ST 2309 (S)	4	125	128	<b>THE HONEY WIND BLOWS</b> Brothers Four, Columbia CL 2305 (M); CS 9105 (S)	3
25	23	<b>YOUR CHEATIN' HEART</b> Soundtrack/Hank Williams Jr., MGM E 4260 (M); EE 4260 (S)	20	77	83	<b>SUGAR LIPS</b> Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	39	126	126	<b>THE WINDMILLS ARE WEAKENING</b> Bob Newhart, Warner Bros. W 1588 (M); (No Stereo)	4
26	32	<b>PEOPLE GET READY</b> Impressions, ABC-Paramount ABC 505 (M); ABCS 505 (S)	11	78	90	<b>MUSIC TO READ JAMES BOND BY</b> Various Artists, United Artists UAS 3415 (M); UAS 6415 (S)	10	127	127	<b>NAT KING COLE SINGS MY FAIR LADY</b> Capitol W 2117 (M); SW 2117 (S)	20
27	34	<b>THE MANTOVANI SOUND</b> Mantovani & His Ork, London LL 3419 (M); PS 419 (S)	9	79	78	<b>THE DOOR IS STILL OPEN TO MY HEART</b> Dean Martin, Reprise R 6140 (M); RS 6140 (S)	27	128	124	<b>CALL ME IRRESPONSIBLE AND OTHER HIT SONGS</b> Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	54
28	28	<b>THAT HONEY HORN SOUND</b> Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S)	10	80	85	<b>STANDING OVATION!</b> Jerry Vale, Columbia CL 2273 (M); CS 9073 (S)	16	129	134	<b>MY FIRST OF 1965</b> Lawrence Welk, Dot DLP 3616 (M); DLP 25616 (S)	7
29	21	<b>DOWNTOWN</b> Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	14	81	84	<b>LICORICE STICK</b> Pete Fountain, Coral CRL 57460 (M); CRL 757460 (S)	39	130	133	<b>SPRINGTIME</b> Forrante & Teicher, United Artists UAL 3406 (M); UAS 6406 (S)	4
30	30	<b>HAVE YOU LOOKED INTO YOUR HEART</b> Jerry Vale, Columbia CL 2313 (M); CS 9113 (S)	11	82	77	<b>SOME BLUE-EYED SOUL</b> Righteous Brothers, Moonglow ML 1002 (M); B 1002 (S)	18	131	—	<b>THE ASTRUD GILBERTO ALBUM</b> Verve V 8608 (M); V6-8608 (S)	1
31	22	<b>KINGSMEN, VOL. III</b> Wand 662 (M); 662 S (S)	13	83	79	<b>THE INCOMPARABLE MANTOVANI</b> London LL 3392 (M); PS 392 (S)	28	132	132	<b>THE PINK PANTHER</b> Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	58
32	27	<b>PORTRAIT OF MY LOVE</b> Letterman, Capitol T 2270 (M); ST 2270 (S)	10	84	76	<b>BOBBY VINTON'S GREATEST HITS</b> Epic LN 24098 (M); BN 24098 (S)	33	133	146	<b>CONNIE FRANCIS SINGS FOR MAMA</b> MGM E 4294 (M); SE 4294 (S)	3
33	35	<b>COMMAND PERFORMANCE</b> Jan & Dean, Liberty LRP 3403 (M); LST 7403 (S)	12	85	68	<b>RIGHT NOW</b> Righteous Brothers, Moonglow M 1001 (M); B 1001 (S)	20	134	129	<b>THE ROLLING STONES 12 X 5</b> London LL 3402 (M); PS 402 (S)	27
34	40	<b>THIS DIAMOND RING</b> Gary Lewis & The Playboys, Liberty LRP 3408 (M); LST 7408 (S)	8	86	82	<b>I DON'T WANT TO BE HURT ANYMORE</b> Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	42	135	130	<b>TYPICAL AMERICAN BOYS</b> Mitchell Trio, Mercury MG 20992 (M); SR 60992 (S)	3
35	41	<b>WEEKEND IN LONDON</b> Dave Clark Five, Epic LN 24129 (M); BN 24129 (S)	7	87	98	<b>LOUIE LOUIE</b> Kingsmen, Wand 657 (M); (No Stereo)	70	136	142	<b>MR. STICK MAN</b> Pete Fountain, Coral CRL 57473 (M); CRL 757473 (S)	2
36	36	<b>MY FAIR LADY</b> Original Cast, Columbia OL 5090 (M); OS 2015 (S)	445	88	103	<b>MEXICAN PEARLS</b> Billy Vaughn, Dot DLP 3628 (M); DLP 25628 (S)	4	137	118	<b>ROGER WILLIAMS PLAYS THE HITS</b> Kapp KL 1414 (M); KS 3414 (S)	6
37	37	<b>THE BEST OF AL HIRT</b> RCA Victor LPM 3309 (M); LSP 3309 (S)	16	89	94	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	104	138	143	<b>MY KIND OF TOWN</b> Jack Jones, Kapp KL 1433 (M); KS 3433 (S)	2
38	39	<b>UNFORGETTABLE</b> Nat King Cole, Capitol T 2357 (M); (No Stereo)	9	90	105	<b>SHIRLEY BASSEY BELTS THE BEST!</b> United Artists UAL 3419 (M); UAS 6419 (S)	4	139	144	<b>BAKER STREET</b> Original Cast, MGM E 7000 OC (M); SE 7000 OC (S)	2
39	29	<b>MY LOVE FORGIVE ME</b> Robert Goulet, Columbia CL 2296 (M); CS 9096 (S)	21	91	107	<b>RED ROSES FOR A BLUE LADY</b> Wayne Newton, Capitol T 2335 (M); ST 2335 (S)	3	140	—	<b>SOUPY SALES SEZ DO THE MOUSE</b> ABC-Paramount ABC 517 (M); ABCS 517 (S)	1
40	45	<b>PEOPLE</b> Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	33	92	88	<b>EVERYBODY LOVES SOMEBODY</b> Dean Martin, Reprise R 6130 (M); RS 6130 (S)	40	141	141	<b>LAND OF 1000 DANCES</b> Cannibal & The Headhunters, Rampart RM 3302 (M); RS 3302 (S)	2
41	59	<b>FREDDIE &amp; THE DREAMERS</b> Mercury MG 21017 (M); SR 61017 (S)	5	93	114	<b>THE GAME OF LOVE</b> Wayne Fontana & The Mindbenders, Fontana MGF 27542 (M); SRF 67542 (S)	3	142	149	<b>MY FUNNY VALENTINE</b> Miles Davis, Columbia CL 2306 (M); CS 9106 (S)	4
42	33	<b>KNOCK ME OUT!</b> Ventures, Dolton BLP 2033 (M); BST 8033 (S)	14	94	97	<b>RAY CHARLES LIVE IN CONCERT</b> ABC-Paramount ABC 500 (M); ABCS 500 (S)	13	143	137	<b>YEH YEH</b> George Fame, Imperial LP 9282 (M); LP 12282 (S)	3
43	38	<b>DEAN MARTIN HITS AGAIN</b> Reprise R 6146 (M); RS 6146 (S)	14	95	86	<b>COAST TO COAST</b> Dave Clark Five, Epic LN 24128 (M); BN 24128 (S)	20	144	95	<b>WE COULD</b> Al Martino, Capitol T 2200 (M); ST 2200 (S)	15
44	54	<b>THE TEMPTATIONS SING SMOKEY</b> Gordy G 912 (M); GS 912 (S)	7	96	93	<b>COTTON CANDY</b> Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	52	145	145	<b>MARY WELLS</b> 20th Century-Fox TFM 3171 (M); TFS 4171 (S)	3
45	42	<b>THE ZOMBIES</b> Parrot PAL 61001 (M); PAS 71001 (S)	12	97	102	<b>WEST SIDE STORY</b> Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	186	146	99	<b>THE ANIMALS ON TOUR</b> MGM E 4281 (M); SE 4281 (S)	9
46	46	<b>GETZ/GILBERTO</b> Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	50	98	96	<b>THE BEST OF JIM REEVES</b> RCA Victor LPM 2890 (M); LSP 2890 (S)	41	147	110	<b>PETER, PAUL AND MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	160
47	44	<b>20 ORIGINAL VICTORY WINNERS OF 1964</b> Various Artists, Roulette R 25293 (M); SR 25293 (S)	9	99	113	<b>THE 4 SEASONS ENTERTAIN YOU</b> Philips PHM 200-164 (M); PHS 600-164 (S)	6	148	148	<b>CRITS &amp; SOUL</b> James Brown, Smash MGS 27057 (M); SRS 67057 (S)	6
48	49	<b>THE BEATLES—A HARD DAY'S NIGHT</b> Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)	44	100	100	<b>THE GREATEST STORY EVER TOLD</b> Soundtrack, United Artists UAL 4120 (M); UAS 5120 (S)	5	149	150	<b>COME SHARE MY LIFE</b> Glenn Yarbrough, RCA Victor LPM 3301 (M); LSP 3301 (S)	2
49	60	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	87	101	71	<b>ROUSTABOUT</b> Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	27	150	—	<b>TRADE WINDS</b> Earl Grant, Decca DL 4623 (M); DL 74623 (S)	1
50	31	<b>A LITTLE BIT OF HEAVEN</b> John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S)	17								
51	47	<b>THE FOLK ALBUM</b> Trini Lopez, Reprise R 6147 (M); RS 6147 (S)	16								
52	53	<b>LOVE IS EVERYTHING</b> Johnny Mathis, Mercury MG 20991 (M); SR 60991 (S)	9								



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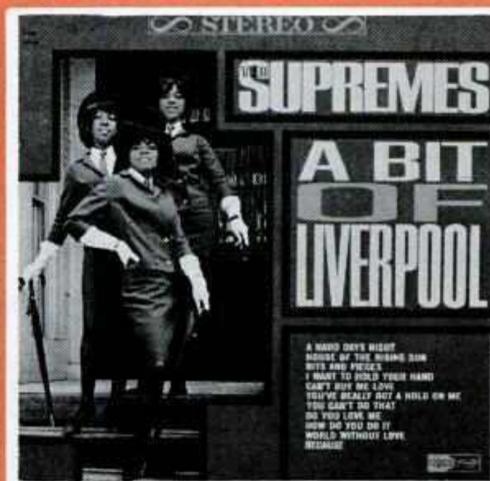
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S-606



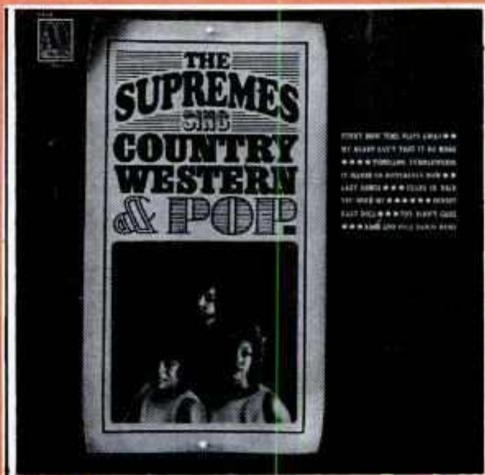
M-621

S-621



M-623

S-623



M-625

S-625



M-629

S-629

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# Nonesuch Sees Sales of Million For Year; 55 Albums in Catalog

By AARON STERNFIELD  
NEW YORK — Nonesuch Records, Elektra's budget classical line, will sell a million records this year on the basis of a projected first-quarter report. That's the opinion of Jack Holzman, Elektra president. Nonesuch recently celebrated its first year and has built up a catalog of 55 albums.

Last week the label issued its first set—five Bach Harpsichord concerti listing for \$10. Holzman plans to follow this release with other packaged product.

### Similar Markets

Holzman feels there is some similarity between markets for folk records (covered by Elektra) and budget records (covered by Nonesuch). He points out that buyers of both products are generally better educated than other record buyers, and

they're generally in the college-age group, give or take a few years.

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

Holzman prefers to call the Nonesuch line "modestly-priced" rather than "budget" product. Instead of the \$1.98-\$2.98 structure for monaural and stereo, all Nonesuch disks list for \$2.50.

### Same Price

He feels that the few cents more in the cost of a stereo disk do not justify a \$1 price differential. He also feels that the difference between the \$1.98 and \$2.50 price on monaural product allows him to spend extra money on tapes, engineering, liner notes and artwork for the cover.

Holzman began working on the Nonesuch line early last year when he discovered that

he had "creative lulls" with his Elektra product.

He felt that a market for moderately priced classical records existed, and that this market could be satisfied through tapes provided by European labels.

One year ago, Holzman went to Europe where he picked up tapes from Club Francaise du Disque, Pye and Vogue, and issued 10 LP's.

### Statement of Purpose

His original promotional material said: "One thing we will guarantee is that repertoire appearing on Nonesuch will be unique and very often not appearing elsewhere. We are not interested in releasing another 'Pathetique,' 'Eroica,' 'Unfinished' or similar overworked warhorses. We will issue what we like, and our tastes lean heavily toward music of the baroque, renaissance, medieval and modern."

One of the keys to the Nonesuch  
(Continued on page 44)

## Masterworks Inks Copland

NEW YORK — Aaron Copland will participate as conductor and pianist in a Columbia Masterworks series featuring the composer's own music.

The series will include many Copland works never before recorded, with compositions for orchestra, choral works, songs, chamber music and pieces for solo piano.

Copland's signing with Columbia was celebrated Wednesday (28) with a party at the home of Leonard Burkat, vice-president of information services for the label.

## Shirley Verrett To Record in Rome for RCA

NEW YORK—Mezzo-soprano Shirley Verrett, who recently signed a long-term contract with RCA Victor, will be part of the label's recording plans for its Rome studios this summer. She will sing the role of Orfeo in Gluck's "Orfeo et Euridice," with Anna Moffo and Judith Raskin also featured. The orchestra scheduled for the recording is the Virtuosi di Roma under Renato Fasano.

Miss Verrett has already participated in four recordings for Victor. The first of these, released in February of this year, was a solo recital album devoted to the songs of de Falla and other Spanish composers. In March, Victor released a complete recording of Verdi's "La Forza del Destino" in a cast which stars Leontyne Price. A complete recording of Verdi's "Luisa Miller," with Anna Moffo in the title role, is scheduled for fall release. The fourth album, which also will be released in the fall, will be a live recording of Miss Verrett's Jan. 30, 1965, recital of New York's Carnegie Hall.

The New Orleans-born singer made her formal New York debut in Philharmonic Hall in 1963; prior to that she had made international headlines when she became the first Negro to sing "Carmen" at the Bolshoi Theater in Moscow.

## Vanguard Subsidiary Is Celebrating Its 10th Year

NEW YORK — Vanguard Records' budget classical subsidiary, Everyman Classics, which concentrates on better-known repertoire, name artists and orchestras, and original recordings, is celebrating its 10th anniversary this month.

The label made its debut as Demonstration Records in May 1955, with the label name changed to Everyman Classics last year.

The name change wasn't just a whim. According to Herb

Corsack, sales manager, the original label title, Demonstration, was selected at a time when stereo was a relative novelty and the emphasis was on sound.

Demonstration's pricing policy then was \$1.98 for monaural and \$2.98 for stereo. The name change, to Everyman Classics, came when good stereo sound was no longer a novelty and the merchandising emphasized artist and repertoire.

With the name change came a  
(Continued on page 48)

## Store Bows LP Disk Club

DENVER—An experiment in merchandising classical albums in the same manner as lower priced LP's is being carried on by Marvin Goldfarb of the Record Club here.

Under the plan, the customer pays \$2 a year for membership in a "record club." Thereafter, he is entitled to a large discount on every album purchased. A \$3.95 album, for example, will cost the member \$2.80. A \$4.98 album is \$3.50. The membership price for a \$5.98 album is \$4.20. Since most of the classical which Goldfarb displays throughout his downtown shop fit into the latter price category, there is enough savings represented to bring customers from all over the city.

Signs throughout the store explain the point; all purchasers of top-flight stereo phonographs over the past several years received a direct mail piece explaining the club membership discount plan.

Unlike most record shops which concentrate all classicals in one section of the store, Goldfarb displays them around the walls of his downtown store, interspersed with current albums and new hit tunes. Classicals are grouped in the browsers, but otherwise, display is so broad that a customer may find a Perry Como album and an Athello album side by side. Sales have benefited surprisingly by this idea.

## 2 BUDGET LABELS WITH SOMETHING IN COMMON

NEW YORK — Two budget classical labels are celebrating birthday anniversaries this week. One depends exclusively on tapes acquired in Europe, while the other records its own product here. Parent companies of both labels are folk-oriented. Elektra, whose Nonesuch label is one year old, is a folk label exclusively. Vanguard which started as a classical label, then added jazz, and most recently became bit in the folk field, is still primarily a classical label. Vanguard's budget classical subsidiary is 10 years old.

The two budget labels have different methods of operation. Their stories are not parallel all the way. But they do demonstrate how two specialty labels, using different approaches, have created powerful images in the budget classical field.

## BEST SELLING CLASSICAL LP'S

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

### OPERA, VOCAL AND CHORUS

This Week

- BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretré): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
- PUCCINI**—Tosca; Callas, Bergonzi, Ercolani, Trama, Paris Conserv. Orch., Th. Nat'l Op. Cho. (Pretré): Angel (2-12") S 3655 (S), 3655 (M).
- WAGNER**—Parsifal; Thomas, London, Dalis, Hotter, Neidlinger, Tavela, Bayreuth Fest. Orch. and Cho. (Knappertsbusch): Philips (5-12") PHS 5-950 (S), PHM 5-550 (M).
- BELLINI**—Norma; Sutherland, Horne, Alexander, Cross, London Sym. Orch. and Cho. (Bonyngé): RCA Victor (3-12") LSC 6166 (S), LM 6166 (M).
- VERDI**—La Forza Del Destino; Price, Tucker, Merrill, Tozzi, Verrett, RCA Ital. Op. Orch. and Cho. (Schippers): RCA Victor (4-12") LSC 6413 (S), LM 6413 (M).
- PRESENTING MARILYN HORNE**: London 25910 (S), 5910 (M).
- MOZART**—Magic Flute; Gedda, Janowitz, Berry, Putz, Frick, Popp, Unger, Schwarzkopf, Ludwig, Hoffgen, Philharmonia Orch. (Klemperer): Angel (3-12") SCL 3651 (S), CL 3651 (M).
- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonica Orch. (Karajan): RCA Victor LDS 6164 (S), LD 6164 (M).
- MAGGIE TEYTE—OPERETTA AND SONG**: London 5889 (M).
- VERDI**—Rigoletto; Maffo, Merrill, Kraus, Elias, Flagello, RCA Ital. Op. (Solti): RCA Victor (2-12") LSC 7027 (S), LM 7027 (M).

### SYMPHONIC AND ORCHESTRAL

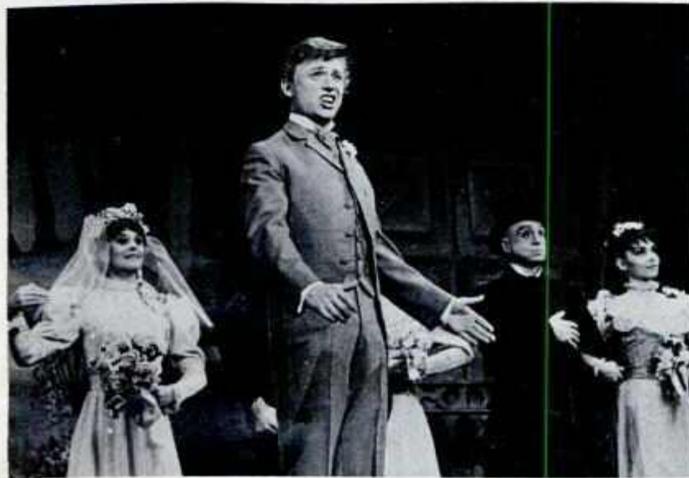
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
- BRUCKNER**—Symphony No. 3 in d; Concertgebouw Orch. (Haitink): Philips 900068 (S), 500068 (M).
- BRAHMS**—Symphonies (4) (Complete); Berlin Phil. (Karajan): D.G.G. (4-12") SKL-133/6 (S), KL-33/6 (M).
- RIMSKY-KORSAKOV**—Scheherazade; London Symphony Orch. (Stokowski); London SPC 21005 (S), PM 55002 (M).
- REVERIE**—Philadelphia Orchestra (Ormandy); Columbia MS 6575 (S), ML 5975 (M).
- HAYDN**—Symphonies Nos. 82 and 83; N. Y. Phil. (Bernstein): Columbia MS 609 (S), ML 6009 (M).
- BEETHOVEN**—Symphony No. 5; Columbia Sym. (Walter): Columbia MS 6506 (S), ML 5906 (M).
- VAUGHAN-WILLIAMS**—Fantasia on "Greensleeves"; M. Gould Orch.: RCA Victor LSC 2719 (S), LM 2719 (M).
- PROKOFIEV**—Peter and The Wolf/**TCHAIKOVSKY**—Nutcracker Suite; N. Y. Phil. (Bernstein): Columbia MS 6193 (S), ML 5593 (M).
- MAHLER**—Symphony No. 1 in D; London Sym. (Solti): London 6401 (S), 9401 (M).

### SOLO INSTRUMENT AND CONCERTI

- HOROWITZ PLAYS SCARLATTI**: Columbia MS 6658 (S), ML 6058 (M).
- BARBER**—Concerto for Piano & Orchestra; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano and Orch.; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
- COLUMBIA RECORDS PRESENTS JOHN WILLIAMS**: Columbia MS 6608 (S), ML 6008 (M).
- MY FAVORITE CHOPIN**: Cliburn: RCA Victor LSC 2576 (S), LM 2576 (M).

### CHAMBER MUSIC

- BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BRAHMS**—Sextet in B flat for Strings; Menuhin, Masters, Wallfisch, Aronowitz, Gendron, Simpson: Angel S 36234 (S), 36234 (M).
- SCHUBERT**—Quintet in C; B. Heifetz, Budapest Quartet: Columbia MS 6536 (S), ML 5936 (M).
- SCHUBERT**—Quintet in A (Trout); Horszowski, Budapest Quartet: Columbia MS 6473 (S), ML 5873 (M).
- MOZART**—Sonatas for Flute and Harpsichord (complete); Rampal, Veyron-Lacroix: Epic BC 1288 (S), LC 3888 (M).



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—McClain, Journal American

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

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

Morrison, Variety

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

Chapman, News

**"A tuneful, foot-tapping beguiling exercise in nostalgia ... captivating."**

Lewis, Cue Magazine

**"Glow with good humor ... it radiates a kind of decorous exuberance."**

Taubman, Times

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# NEW ALBUM RELEASES

Continued from page 36

## COLPIX

DIAMOND HEAD BEACHCOMBERS—Hawaii; CP 487, SCP 487

## COLUMBIA

BERNSTEIN CONDUCTS SHOSTAKOVICH LEMINGRAD SYMPHONY NO. 7—N. Y. Philharmonic (Bernstein); M2L 322, M25 722

### BREAKING BIG!

## BUDDY MERRILL'S

### New Single— "MILANO"

c/w  
"The Worm"  
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From Buddy's Smash LP—  
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### Accent RECORDS

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Hollywood 28, Calif.  
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RAY CONNIFF—Mary Poppins, The Sound of Music, My Fair Lady & Other Great Movie Themes; CL 2366, CS 9166  
ROBERT CRAFT—The Music of Arnold Schoenberg Vol 111; M2L 309, M25 709  
ROBERT GOULET—Begin To Love; CL 2342, CS 9142  
MORMON TABERNACLE CHOIR—God Bless America; ML 6121, MS 6721  
MOZART: CONCERTO NO. 21 IN C MAJOR FOR PIANO & ORCH., K 467—Cleveland Orch. (Szell); ML 6095, MS 6695  
MOZART: SYMPHONY NO. 30 IN D MAJOR, K 202—The Philadelphia Orch. (Ormandy); ML 6122, MS 6722  
SHOWSTOPPERS—New York Philharmonic (Kostelanetz); ML 6129, MS 6729

## COMMAND

ENOCH LIGHT & THE LIGHT BRIGADE—Discotheque Vol. 2—RS 882, RS 882

## CUMBERLAND

BARRIER BROTHERS—Gospel Songs Bluegrass Style; SRC 69522, MGC 296522  
MOTHER MAYBELLE CARTER; MGC 29524, SRC 69524  
COTTON PICKERS—Everybody's Guitar Favorites; MGC 29525, SRC 69525  
SHADY OAK BOYS—12 String Guitar Plays Movin' Country Hits; MGC 29523 SRC 69523  
VARIOUS ARTISTS—Bluegrass Oldies But Goodies; MGC 29520, SRC 69520  
VARIOUS ARTISTS—Old 'N Good Country Hits; MGC 269521, SRC 69521

## DEUTSCHE GRAMMOPHON

BEETHOVEN: KLAVIERSONATEN, DER STURM; LES ADIEUX—Wilhelm Kempff; SLPM 138942  
BERLIOZ: SYMPHONIE FANTASTIQUE—Gardiner Philharmoniker (Von Karajan); SLPM 138964  
BRUCKNER: STREICHQUINTETT F-Dur—Ama-deus Quartett; SLPM 138963

DON COSSACK CHOIR—SERCE JAROFF; SLPEM 136457  
MENDELSSOHN: BARTHOLDY: EIN SOMMER-NACHSTRAUM—Edith Mathia/Ursula Boese; SLPM 138959

## EPIC

ORIGINAL MUSIC FROM HIT TV SHOW THE RANDY NEWMAN ORCH.—Peyton Place; LN 24147, BN 26147  
SOUNDTRACK CLIFF RICHARDS WITH THE SHADOWS—Swingers' Paradise; LN 24145, BN 26145

## EVERYMAN

DENIS MATTHEWS & MEMBERS OF THE VIENNA KONZERTHAUS QUARTET—Schubert: Quintet in A Major Op 114 "Trout"; SRV 151, SRV 151 SD

## FIESTA RECORDS

STEFAN KUBIAK—Was Wita Do Tanca; FLP 1413  
PAUL HORBIGER, HANS MOSER—Servus Wien; FLP 1416, FLP 1416  
RANDY CARLOS—Randy; FLP 1417  
MARKO MELKON and Ensemble—Music From Turkey; FLP 1418  
DAS STABSMUSIKKORPS DER BUNDESWEHR—Militarmusik aus vier Jahrhunderten; FLP 1420  
ILSA WERNER—Wir Machen Musik; FLP 1422, FLP 1422

## GHB

GEORGE LEWIS & THE EASY RIDERS JAZZ BAND; GHB 29

## HARMONY

NORMAN LUBOFF CHOIR—Greensleeves; HL 7343

## HICKORY

THE NEWBEATS—Big Beat Sounds; LPM 122

## IRC

An Evening with FRANKLIN MacCORMACK; 3311

## JAZZOLGY

GEORG BRUNIS & HIS RHYTHMS KINGS; J 12

## LIBERTY

ORIGINAL SOUNDTRACK CONDUCTED BY NEAL HEFTI—Synanon; LST 7413, LRP 2413  
THE PAIR EXTRAORDINAIRE—The Pair Live! At the Ice House; LRP 3410, LST 7410

## LONDON

MARIANNE FAITHFULL; LL 3423, PS 423  
KING ERIK & HIS ROYAL LETKISS STOMPERS—Letkiss; TW 91380, SW 99380  
VARIOUS ARTISTS—España Canta; TW 91360  
GIGLIOLA CINQUETTI—Italy's New Singing Sensation; TW 91364  
GERMANY'S HILDEGARD NEFF; TW 91367, SW 99367  
VARIOUS ARTISTS—Refefes Malagueños; TW 91361  
DIE BUCKEBURGER JAGER—German Hunting Marches; TW 91365, SW 99365  
NANCY HOLLOWAY In Paris; TW 91377, SW 99377  
THE PEANUTS & THE SIX JONES & THE TOKYO LATIN BOYS—The Peanuts; TW 91362  
GIAMPIERO REVERBERI & HIS ORCH.—Imported From Italy; TW 91366

## MERCURY

Go Go With THE BUDDIES; MGW 12306, SRW 16306  
More MORGANA KING; MGW 12307, SRW 16307  
RIVIERA ORCH.—The World's Greatest Love Songs; MGW 12305, SRW 16305  
RIVIERA ORCH.—The World's Greatest Melodies; MGW 12304, SRW 16304  
RIVIERA ORCH.—The World's Greatest Torch Songs; MGW 12303, SRW 16303  
LEROY VAN DYKE—Out of Love; MGW 12302, SRW 16302

## MOTOWN

SOUNDTRACK—Nothing But a Man; 630

## MUSIC GUILD

MONDONVILLE: CANTATE DOMINO—Various Soloists, Jean-Francois Paillard Orch. (Martini); MS 119, MG 119  
JEAN-FRANCOIS PAILLARD—Fanfare From The 18th Century to the Present; MG 120, MS 120

## PARKWAY

SOUNDS ORCHESTRAL—Cast Your Fate to the Wind; P 7046, SP 7046

## RED BIRD

DIXIE CUPS—Iko Iko; RB 20-103

## REPRISE

SAMMY DAVIS JR.—The Nat King Cole Song Book; R 6164, RS 6164

## ROULETTE

PEARL BAILEY—For Women Only; R 25300, SR 25300

## SHAKESPEARE RECORDING SOCIETY

VARIOUS ARTISTS—Shakespeare: All's Well That Ends Well; SRS 212

## SPIVET

The Country Blues of MR. SHORT STUFF; LP 10005

## TOWER

DICK CURLESS—Tomestone Every Mile; T 5005, DT 5005

## UNITED ARTISTS

AL CAIOLA—Solid Gold Guitar Goes Hawaiian; UAL 3418, UAS 6418  
HIGHWAYMEN—The Spirit & The Flesh; UAL 3397, UAS 6397  
JIMMY ROSELLI—Life & Love Italian Style; UAL 3429, UAS 6429  
JIMMY ROSELLI—Mala Femmena; UAL 3430, UAS 6430

## VEE JAY

DAMITA JO Sings; VJLP 1137

## WARNER BROTHERS

PETULA CLARK—I Know A Place; W 1598, WS 1598  
ORIGINAL SOUND TRACK & THEMES—"Harlow"; W 1599, WS 1599

## WESTINDY

STEEL BANDITS—Steel Band Bamboushay From the Virgin Islands, U.S.A.; ML 1003

# FEST FEATURES FIVE OPERAS

FLORENCE — Twenty performances of five operas are the highlights of the two-month May Musical of Florence now in progress. In addition there are ballet, concert and theatrical performances during this month and June. Operas are Rossini's "La Gazza Ladra," Krenek's "Jonny Spielt Auf," Britten's "Billy Budd," Gagliano's "Daphne" and Peri's "Euridice." Concert groups participating include "The Boccherini Quintet," "I Virtuosi di Roma," "Italian Quartet" and the Orchestra of the Maggio Musicale Fiorentine. The soloists of the orchestra will also appear in a concert directed in part by Luigi Dallapiccola, famed contemporary Florentine composer.

# Nonesuch Sees Sales of Million For This Year

Continued from page 42

such success has been the cover art. Holzman insists that all artwork be commissioned, that it represent the period rather than the abstract, that it have striking color, and that it have a light touch. William S. Harvey, art director, makes certain all these conditions are met.

Similar consideration is given to liner notes, written by Edward Tatnall Canby.

### Catalog of 100

With five new releases coming out each month, Holzman expects to have a catalog of 100 by the end of the year. However, Holzman feels that catalog can be a crutch, and he hopes to expand the line to a "full - spectrum, non - workhorse" selection, with heavy emphasis on new product as it is released.

To boost sales of new releases, Holzman buys FM radio time and co-ops with distributors on newspaper space and radio time.

### Exclusive Rights

On European tapes, Nonesuch generally gets exclusive rights for the Western Hemisphere and the United Kingdom. Of course on European tapes, the United Kingdom rights are out.

Right now, Nonesuch has agreements with 13 labels in France, Germany and the U.K.

Holzman feels that a budget classical line doesn't need name performers, but does need to build an image. He points out that while names like Judy Collins and Theodore Bikel will sell records for his folk label, the Nonesuch logo and the repertoire sells records for his budget classical line.

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**WITHOUT LOVE Little Richard VJ 665**  
**STAY IN MY CORNER The Dells VJ 674**  
**YOU'VE GOT THAT MAGIC TOUCH Gary LeMel VJ 687**  
**LOVE BELONGS TO EVERYONE Sandy Wynns CH 14002**  
**OO WEE BABY, I LOVE YOU Fred Hughes VJ 684**  
**THAT'S WHAT I'LL GIVE TO YOU Jimmy Boyd VJ 686**  
**MISS YOU Scott Douglas T 9048**

29,998  
- 11  

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29,987

# EUROPEAN SUCCESS PAVES WAY FOR LOPEZ

## Reprise Artist Makes It Big In One Year

By ELIOT TIEGEL

Trini Lopez, who really made it big in the U. S. during the last year, got his momentum from the European acceptance of "If I Had a Hammer."

As his manager Bullets Durgom explains: "Trini caught on fast in Europe because the people liked his sound and beat." Durgom said he found it aggravating attempting to convince American booking agents that Trini had been a success on his own merit in Europe in 1964 and deserved showcasing here. "They didn't want to believe his European success," Bullets said. "They thought it was manufactured."

But in little over a year the 27-year-old Dallas singer had broken attendance marks, set the Europeans singing and dancing along with his infectious melodic style and traveled more than 100,000 miles to earn \$480,000.

At the Olympia Music Hall in Paris, the Reprise artist reportedly stole the spotlight from the Beatles, earning more encores than the mop-tops. In Berlin 23,000 persons crammed an arena to hear him sing. In Buenos Aires he drew 60,000.

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

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

A call by Pete Fellerman, Reprise's licensee in Holland, to Mo Ostin, Reprise general manager in Burbank, Calif., exclaiming that "Hammer" had everyone excited, alerted the record company of a developing enthusiasm for Trini. Fellerman said if Trini could appear on the Eurovision TV show "Grand Gala De Disc," he felt the record could break wide open all over the Continent.

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

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

When Trini returned to the U. S. his first East Coast breakthrough occurred at Basin St. East in New York, where he was placed on the bill with the Smothers Brothers. This appearance resulted in national televi-

## The World of Trini Lopez



PHOTO 1—Senor Lopez with a Mexican sombrero symbolizing his triumph in Mexico City; 2—Meeting backstage at the Olympia in Paris with Maurice Chevalier and Charles Aznavour; 3—With U. S. disk producer Don Costa in Hollywood; 4—Twisting

down the streets of Sidney, Australia with a local actress; 5—The moment of truth when recording for Reprise; 6—Performing an impromptu singalong in a Roman restaurant; 7—With idol Frank Sinatra, one of the most enthusiastic Lopez boosters.

## Disk Exposure Is Key to Lopez Success

By MO OSTIN  
General Manager,  
Reprise Records

Trini's simplicity of style and animal kind of excitement are the basics behind his success in the record industry. His Latin background is one key to his universality. It's definitely part of his singing and also adds to his personality.

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

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

After we recorded his first album we became so excited that I called Frank Sinatra and told him that Trini could not get national recognition if he was restricted to PJ's. I asked about getting him booked at either the Sands or Cal-Neva and Frank said if we believed in him we'd give him this support. A booking at Cal-Neva in 1963 was the springboard in breaking him out of the local area.

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

Despite language barriers, Lopez is probably the number one artist in Holland. Most discotheques in France play his records.

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

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

Don Costa heard Trini Lopez at PJ's in Los Angeles in 1963 and signed him as an artist with his production company. He then placed the singer with Reprise Records. Here is his analysis of the ingre-

redients in Trini's style which account for his mercurial success.

By DON COSTA

Trini Lopez will be the biggest ballad singer in America within two years. I'm absolutely con-

vinced of that. Trini's style involves the ability to communicate to his audience and make them feel that they're part of the act. Some of the things he does come under the heading of community singing. He sings  
*(Continued on page 48)*

## Trini Lopez Discography On Reprise

**Singles**  
0168 America  
Let It Be Known  
0190 La Bamba (Part I)  
La Bamba (Part II)  
0198 If I Had a Hammer  
Unchain My Heart  
0236 Lonesome Traveler

sion exposure and bookings at Harold's, Reno; Mr. Kelly's, Chicago; Blinstrub's, Boston; Latin Casino, Philadelphia; the Off-Broadway, San Francisco; Flamingo, Las Vegas (at \$15,000 per week for three weeks, and the Eden Roc, Miami Beach. Trini's first major booking after PJ's was at Cal-Neva for \$1,200. The club has him booked this year at \$15,000 per week.

0239 Kansas City  
La Bamba  
Granada  
0260 Jailer, Bring Me Water  
You Can't Say Goodbye  
0276 What Have I Got of My Own  
Ya Ya  
0300 San Francisco de Assisi  
Michael

### Albums

R/RS 6093 Trini Lopez at PJ's  
R/RS 6103 More Trini Lopez at PJ's  
R/RS 6112 On the Move  
R/RS 6125 The Latin Album  
R/RS 6134 Live — At Basin St. East  
R/RS 6147 The Folk Album  
R/RS 6165 The Love Album

## Films, College Concerts Next in Line for Lopez

Under Bullets Durgom's aegis, Trini Lopez is now being geared



IMPORTANT DUO: Manager Bullets Durgom peers out from behind the shoulder of his top money attraction.

toward motion pictures and college concerts in the U. S. If things continue at the same unrestricted pace, Lopez will earn close to \$1 million this year, according to Durgom. His income in 1964 was \$480,000. The year before, Lopez's earnings were \$20,000.

Royalties from Reprise Records total better than one-third of this total income, Durgom revealed.

The future for Trini is a five-year contract with 20th Century-Fox Films for a picture a year. "We've turned down offers to do low-budget teen-age trend films," Bullets said. "We rejected them because we're anxious to have Trini remain a star a long time. By putting him  
*(Continued on page 48)*

BILLBOARD, May 15, 1965

*Trini:*

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

*Bullets & Raymond*

Best  
Wishes  
**TRINI**



May  
you  
have  
many  
more  
Hits!



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## Films, College Concerts Next in Line for Lopez

• *Continued from page 46*

in a quality picture he can have sustaining power instead of rushing into a cheap, quickie film which is a passing fancy."

Twentieth has the same feeling about Trini as does Durgom and partner Ray Katz. Several story ideas have been discussed but persistent Bullets has not approved any scripts yet. The plan is to develop Trini as an actor who happens to sing.

Lopez's first film appearance with his idol, Frank Sinatra, occurs in "Marriage on the Rocks" for Warner Bros. Lopez plays himself, performing on a club before the featured actors.

As a result of Lopez's heavy European traveling last year, Durgom is keeping the artist in

the U. S. He plans to solidify that footing here which came after a triumphant stand at Basin St. East in New York last year. Until then, Durgom had a difficult time convincing American bookers that his act was an authentic European smash and could produce the same SRO gates.

So Trini will tour with the Ford Caravan to college campuses, plus opening in September at the Show Boat, a private club in Sacramento, Calif., "at the highest cover for a non-gambling club" Durgom has ever seen.

Road experience through the Ford Caravan "can only enhance Trini's career," Durgom believes. "These dates are training now for future television and film roles," he added.

## Costa Sees Bright Future for Lopez

• *Continued from page 46*

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

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

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

I've developed a closer relationship with Trini than with any other artist because I've seen him develop right from the beginning. When Nino Tempo

took me to hear him at PJ's, I felt the electricity he generated. The people were standing 10 deep around the stand. Trini's rhythm feel was sensational.

PJ's at the time was a hangout for a&r men. I can't recall how many guys who saw him have come up to me since and said they should have signed him. I don't think they took him seriously.

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

## Vanguard Subsidiary

• *Continued from page 42*

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

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

### Vanguard Classical Catalog

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

The current Everyman catalog features such maestros as Sir John Barbirolli and the Halle Orchestra; Sir Adrian Boult and the Philharmonic Promenade Orchestra of London, and Mogens Woldike, Vladimir Golschmann, Felix Prohaska and Mario Rossi, all conducting the Vienna State Opera Orchestra.

Selections are those most readily identified by the classical record buyer.

### FM Radio

Corsack leans heavily on FM radio for advertising, and he makes sure that all top stations, trade papers and consumer books get review records.

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

With 70 records in the Everyman catalog to date, Corsack figures that another 25 releases will be made during the course of the year.

★  
Sincerest  
Wishes  
to Trini,  
a Great  
Entertainer  
and  
Friend



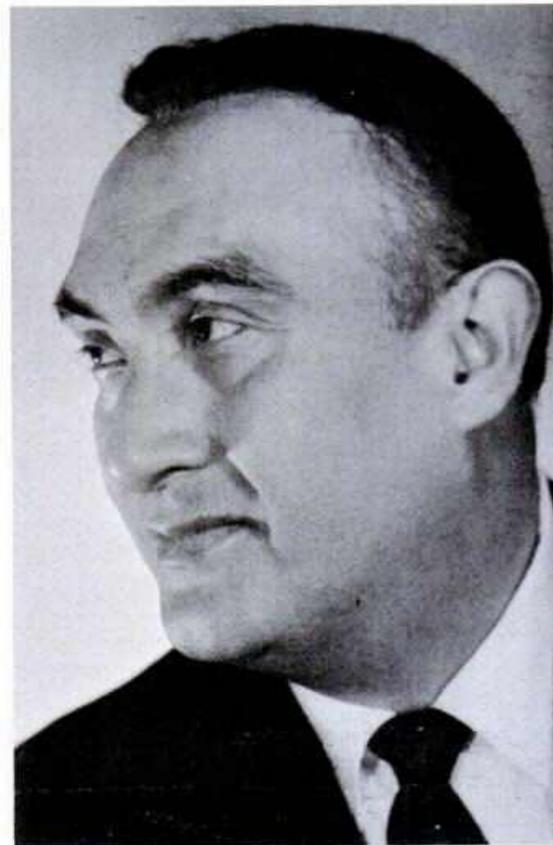
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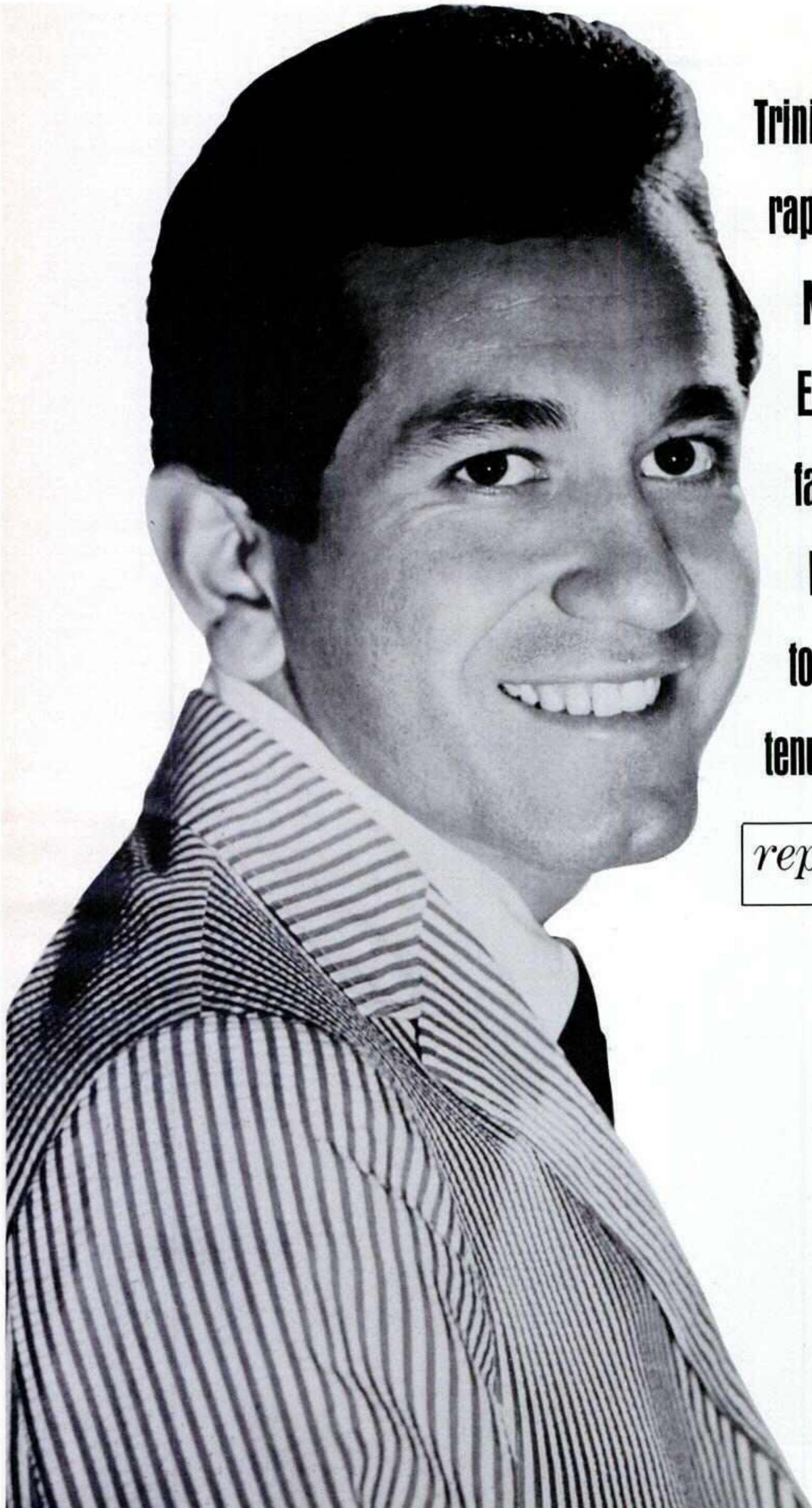
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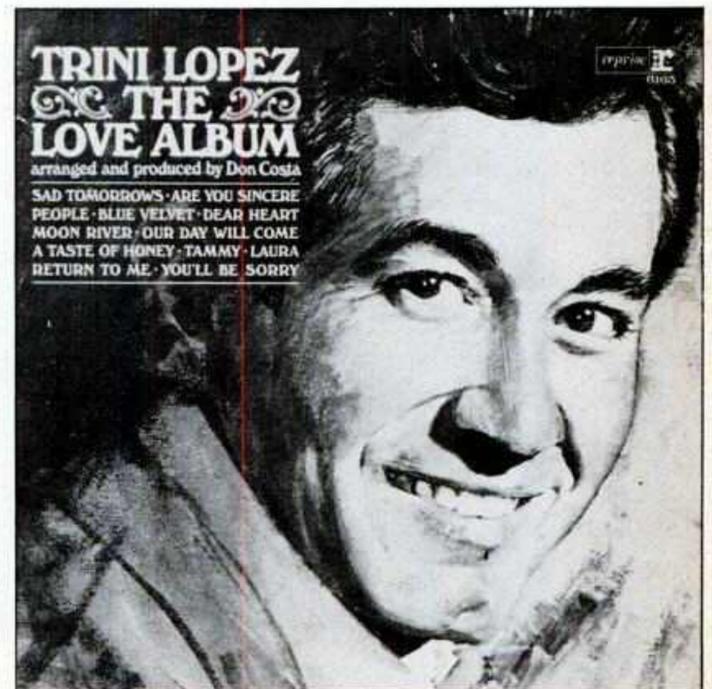
*he was born with rhythm  
he has a great musicality  
he adapts himself to any  
kind of an audience  
I admire Trini very much.*



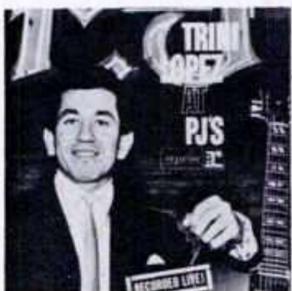
**Congratulations—Pedro Vargas**



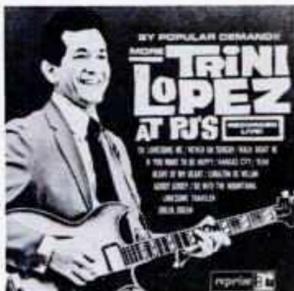
Trini's first recorded effort rapidly became an R.I.A.A.-Certified Million Dollar Album Seller. Every entry since has never failed to occupy the charts. Reprise is proud and gratified to have shared his remarkable tenure in the Win column!



TRINI LOPEZ • THE LOVE ALBUM 6165



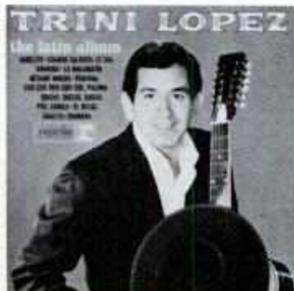
TRINI LOPEZ AT P.J.'S 6093



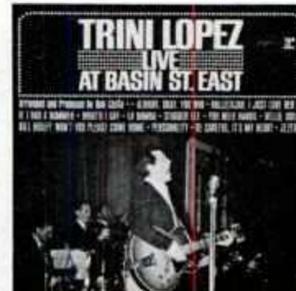
MORE TRINI LOPEZ AT P.J.'S 6103



TRINI LOPEZ ON THE MOVE 6112



TRINI LOPEZ • THE LATIN ALBUM 6125



TRINI LOPEZ LIVE AT BASIN ST. EAST 6134



TRINI LOPEZ • THE FOLK ALBUM 6147

# HITS OF THE WORLD

Continued from page 28

## NORWAY

\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	TICKET TO RIDE	Beatles (Parlophone)	Edition Lyche
2	1	POUPEE DE CIRE POUPEE DE SON	France Gall (Philips)	Manu
3	3	THE LAST TIME	Rolling Stones (Decca)	

This Week	Last Week	Title	Artist	Label
4	5	DET VAR I VAR UNGDOMS FAGRASTE VAR	Sven-Ingvars (Philips)	Edition Lyche
5	4	ROCK AND ROLL MUSIC	Beatles (Parlophone)	Edition Lyche
6	8	DAR BJORKORNA SUSAN	Jailbird Singers (Metronome)	
7	9	IT HURTS SO MUCH	Jim Reeves (RCA Victor)	
8	7	THE MINUTE YOU'RE GONE	Cliff Richard (Columbia)	Belinda

This Week	Last Week	Title	Artist	Label
9	6	FROKEN FRAKEN	Sven-Ingvars (Philips)	Carl M. Iversen
10	10	KARUSELL	*Kirsti Sparboe (Triola)	Arne Bendiksen

## PHILIPPINES

\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	THE GIRL FROM IPANEMA	Astrud Gilberto (Verve); Steve Lawrence (CBS)	Mareco, Inc.
2	4	LOLLIPOPS & ROSES	Steve Lawrence (CBS)	Mareco, Inc.

This Week	Last Week	Title	Artist	Label	
3	3	TO YOU FROM ME	Eydie Gorme (ABC-Paramount)	Mareco, Inc.	
4	2	SABOR A MI	Eydie Gorme w/Trio Los Panchos (CBS)	Mareco, Inc.	
5	5	OH, PRETTY WOMAN	Roy Orbison (London)	Super Records; Gauchos (ABC-Paramount)	Mareco, Inc.
6	8	FOR MAMA (La Mamma)	Connie Francis (MGM); Jerry Vale (CBS)	Mareco, Inc.	
7	7	HELLO, DOLLY!	Bobby Darin (Capitol); Louis Armstrong (Kapp)	Mareco, Inc.	

This Week	Last Week	Title	Artist	Label
8	6	MITSUE-SAN	*Ronnie Villar (Mabuhay)	Mareco, Inc.
9	10	DO THE CLAM	Elvis Presley (RCA)	Filipinas Records Corp.
10	9	HAUNTED HOUSE	Gene Simmons (London)	Super Records

## RIO DE JANEIRO

\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	TROVADOR	*Altemar Dutra (Odeon)	
2	2	PRESTE ATENCAO	*Wanderley Cardoso (Copacabana)	
3	—	THE HOUSE OF THE RISING SUN	Animals (Odeon)	
4	3	AMORE SCUSAMI	John Foster (Fermata)	
5	5	SABOR A MI	Eydie Gorme & Los Panchos (CBS)	
6	4	PARA DE ALIANCAS	*Marco Antonio (Odeon)	
7	6	NAO ME ESQUECERAS	*Carlos Alberto (CBS)	
8	—	CORAZON DE MELON	Trini Lopez (Reprise)	
9	7	I FEEL FINE	Beatles (Odeon)	
10	—	ARRASTAO	*Ellis Regina (Philips)	

## SINGAPORE

\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	RED ROSES FOR A BLUE LADY	Vic Dana (Dolton)	
2	1	TEA BREAK	*Quests (Columbia)	
3	4	THE SPECIAL YEARS	Val Doonican (Decca)	
4	5	KEEP SEARCHING	Del Shannon (Stateside)	
5	6	I BELONG	Kathy Kirby (Decca)	
6	7	I WANNA DANCE WITH YOU	Johnny Lion & the Jumping Jewels (Philips)	
7	8	REELIN' 'N' ROCKIN'	Dave Clark Five (Columbia)	
8	—	SOFTLY AS I LEAVE YOU	Matt Monro (Columbia)	
9	—	GOOD NIGHT	Roy Orbison (London)	
10	3	SILHOUETTES	Herman's Hermits (HMV)	

## SOUTH AFRICA

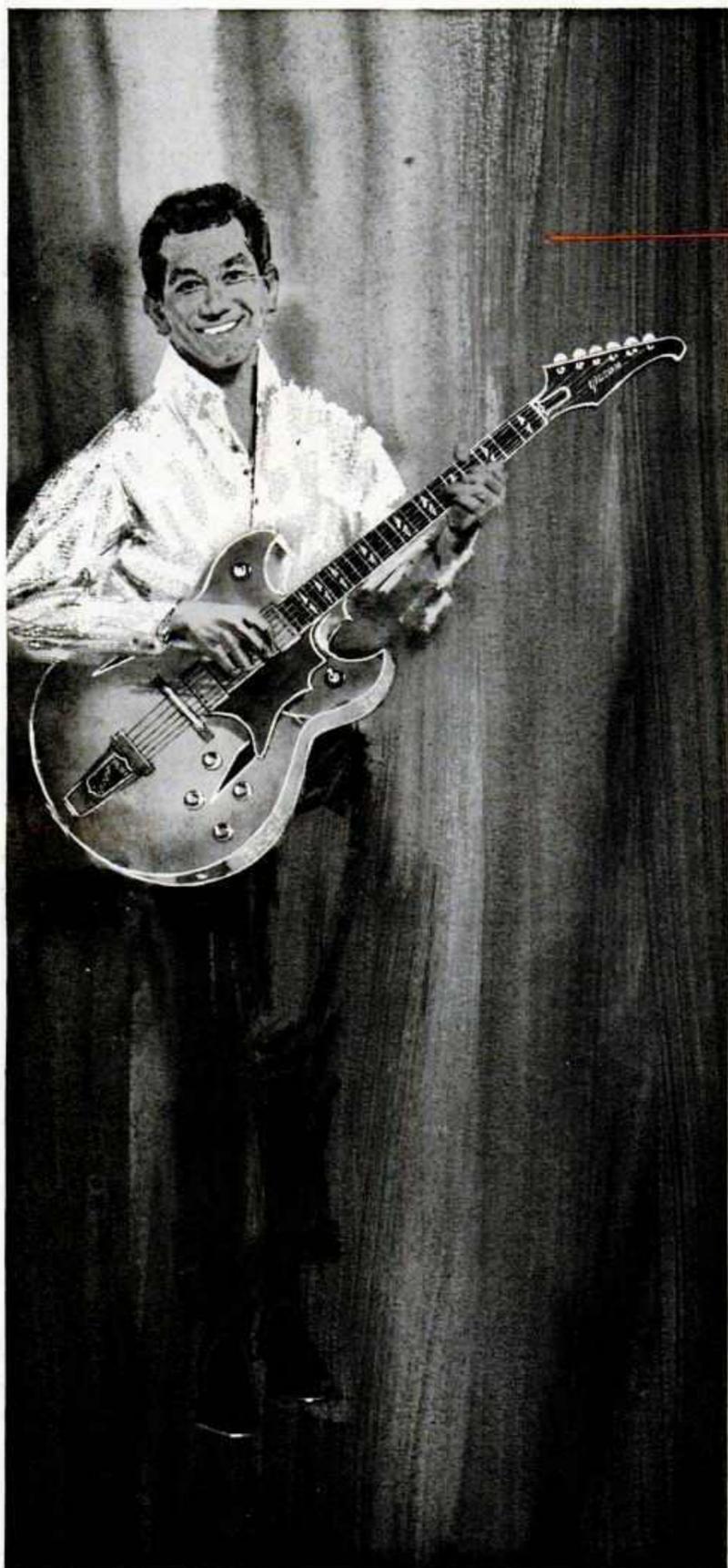
\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	3	TIRED OF WAITING FOR YOU	The Kinks (Pye)	
2	4	GIRL DON'T CARE	Sandie Shaw (Pye)	
3	1	CUPIE DOLL	Dickie Loader (Columbia)	
4	7	COME TOMORROW	Manfred Mann (HMV)	
5	8	TORTURE	Gene Rockwell (London)	
6	2	THE BELL RINGS	John Gary (RCA)	
7	5	I COULD EASILY FALL	Cliff Richard (Columbia)	
8	—	DO WHAT YOU DO DO WELL	Ned Miller (Renown)	

## SWITZERLAND

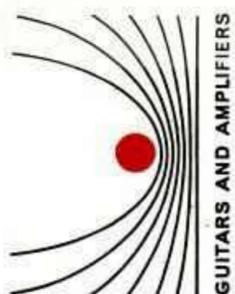
\*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	LETKIS	Robert Delgado (Polydor)	Gerig
2	5	DOWNTOWN	Petula Clark (Vogue)	Gerig
3	3	RAG DOLL	Four Seasons (Philips)	Accord
4	2	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)	Aberbach
5	—	DON'T HA HA	Governors (Golden 12)	Mellin-Siegel
6	—	SCHENK MIR EIN BILD VON DIR	Peter Alexander (Polydor)	Birnbach
7	13	KLEIN ANNABELL	Ronny (Telefunken)	Idee
8	—	DU MUSST BLEIBEN, ANGELINO	Connie Francis (MGM)	Schneider/Francon
9	14	DAS WAR MEIN SCHOENSTER TANZ	Bernd Spier (CBS)	Melodie der Welt
10	—	MELANCHOLIE	Peppino di Capri (Italia)	Weltmusik
11	—	DIESENACHT HAT VIELE LICHTER	Conny (Electrola)	United Artists
12	6	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)	Esplanade
13	—	GESTATTEN SIE, MONSIEUR?	Adamo (HMV)	
14	9	SKI TWIST	Vico Torriani (Decca)	Melodie der Welt
15	—	CINDERELLA BABY	Draft Deutscher (Decca)	Intro



*Trini Lopez*

Few entertainers have ever captured worldwide popularity as completely and as rapidly as Trini Lopez. He is just as much at home in the Olympia Music Hall in Paris as he is at P. J.'s in Hollywood. His Reprise records and albums are international hits, including his latest "The Folk Album." As a singer, Trini is exciting and magnetic—always in absolute command of his audience. As a musician, his style is simple, direct, and without gimmicks. His guitar is a Gibson, and it always has been. It all began twelve years ago, when, as an aspiring performer in Dallas, Texas, Trini knew he needed a professional instrument—a guitar that could sparkle or speak softly, depending on the mood—a guitar that was as sensitive and responsive as the artist himself. Naturally, then, he chose Gibson. Now, skilled Gibson craftsmen and Gibson's electronic engineers have combined to create a Trini Lopez model guitar that is just as exciting as the young artist who inspired it. In the Thin Body Standard or the Full Body Deluxe, the Trini Lopez Model Gibson is a beautifully crafted, superbly sensitive instrument. Try one at your Gibson dealer and see why Gibson is the acknowledged world leader in guitars.



*Gibson*



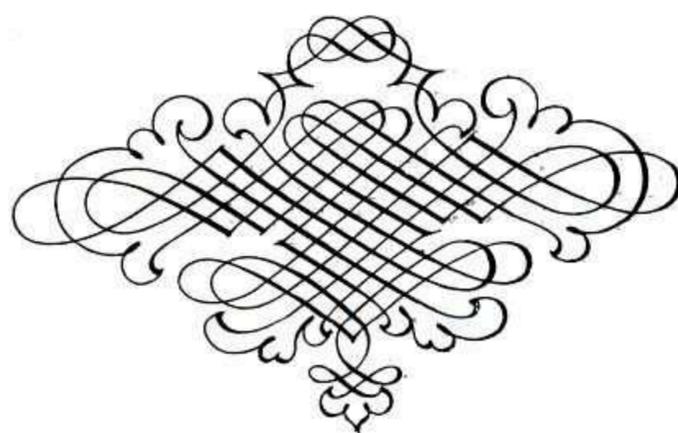
*Thank you*

**Mr. & Mrs. Trinidad Lopez**

**for giving us**

**Trini Lopez**

**Don Costa**



**Don Costa Productions, 237 W. 54th St., N. Y., N. Y. 10019**

# MUSIC CAPITALS OF THE WORLD

• Continued from page 26

dance craze has been launched here by the Manu Co., the "Quiella,"

and the first record on Manu is sung by 13-year-old Anne-Karine. **ESPEN ERIKSEN**

*Salud!*  
**Trini Lopez**



**THE REFORMA  
Intercontinental  
Hotel**

Where Trini makes his home in Mexico City

## ROME

Gianni Ravera has been re-named for his third year as director of the San Remo Song Festival in January 1966. . . . The international fame of Cantagiuro (Singing Tour) has grown. **Ezio Radaelli** now has offers to take it to Russia, Yugoslavia, Spain, France, Denmark, Germany and Austria for one-nighters. Four foreign stops will be included in this year's event. . . . Having concluded her Olympia appearance in Paris, **Gigliola Cinquetti** has returned here. A tour of Japan is next. . . . The **Milva** album of "Songs of Liberty" brought her a TV show, and now she is appearing with **Arnoldo Foà** in Milan's Piccolo Teatro in a stage show which opened April 25, the 20th anniversary of the liberation. . . . SAAR has issued **Petula Clark's** "Downtown" in the original version and in the Italian version, "Ciao, Ciao," as separate disks to determine buying reactions. . . . Final of Festivalbar competition among juke boxes will take place in Naples' Mostra di Oltremare stadium July 17. . . . **Iva Zanicchi**, who will compete in Cantagiuro, has just returned from an appearance at the Chatelet in Paris and a performance for TV Luxembourg. . . . **Rita Pavone**, now in South America, will join with France's **Silvie Vartan** in filming "Ancient Lisbon" in Portugal. . . . **Domenico Modugno**, the jacket of whose "Song for the Summer" has evoked comment for its sexy nature, will next appear on stage in "His Own Enemy," adaptation of a 2,500-year-old classic in which he will offer two original songs. Show will open in ancient Roman theater at Ostia Antifa and tour outdoor locales during the summer. **Liano Orfei**, who records for Ri-Fi, will appear with him.

RCA has put out an LP with theme songs composed by its Italian singing author's during past season. . . . Ri-Fi has marked the successful "Studio One" show, in which **Mina** is featured, with an LP of the songs she presented during its transmissions. . . . The Golden Token song winners, presented by children in Bologna, have been put on an LP by **Renato Rascel** for Carosello. . . . **Swingle Singers** made their Italian debut with three TV shows taped in Rome. . . . Old-time Opera baritone **Gino Bechi** has recorded "The Most Beautiful Italian Songs" for Jaguar. . . . Having completed his stint in the world-touring musical, "Rugantino," **Nino Manfredi** is now augmenting his film chores by recording for RCA. . . . Russian-born with an Italian father, **Wladimiro Mianelli**, 23, has been alternating between Russia and Italy as his home for the past decade. He has now recorded his first disk for Ariston, with one side in Italian and the other in Russian. . . . **Catherine Spaak**, who made her first American disk for Veejay in L. A. on her recent visit, is now recording phonetically.

**SAM'L STEINMAN**

## TORONTO

RCA Victor has kicked off a new series of jazz LP's on the Canada - International label with "The Montreal Scene" featuring **Nick Ayoub** and his quintet. "The Vancouver Scene," with **Lance Harrison** and his Dixieland Septet, was recorded last month for release in early fall, and "The Toronto Scene" will follow. The series may well cover the jazz scene in other countries, too. International-side topper **Stan Kulin** expects great interest from affiliate countries abroad in this series. . . . Quality Records, which released "Mrs. Brown You've Got a Lovely Daughter" as a single on its Golden Treasure label in Canada two-and-a-half weeks before action in the U. S. spurred release of the MGM single, now has the MGM 45 going for it as well. Buyers can choose between "Sea Cruise," the flip of the Golden Treasure release, or "I've Got a Dream On," the coupling on MGM. . . . **Duff Roman**, president of David Mostoway Productions, one of the three indie companies which formed the co-op Red Leaf label a few months ago, is making a cross-Canada tour. He'll visit deejays, distributors, dealers, and booking agents in key cities from coast to coast, talking up releases by **David Clayton Thomas**, **The Shays**, the **Paupers**, and new artists the **Stix 'n' Stones**, who boast a **Rolling Stones** sound, and **Bobby Vann**, a Canadian singer who's had con-

siderable success in the U. S., both as a single and with a semi-defunct group. . . . With the original **Letkiss All-Stars** just released here, RCA Victor is watching the U. S. closely to see whether the dance craze catches on stateside, which would make it a pretty sure bet to go in Canada. . . . Launching their North American tour in Canada, the **Rolling Stones** topped the attendance figures of the **Dave Clark Five** show, the **Gerry and the Pacemakers** and **Billy J. Kramer** show, and the **Beach Boys** show, and chalked up some 10,200 paid to their appearance at Maple Leaf Gardens in Toronto—second only to the **Beatles** as a rock show draw. . . . Canadian recording groups reaped valuable exposure appearing with the Stones, with RCA Victor's **J. B.** and the **Playboys** supporting them in Ottawa, Toronto and London, while the Toronto concert also featured **Red Leaf's David Clayton Thomas** and **The Shays**, the **Paupers**, RCA Victor's **Big Town Boys**, plus r&b belter **Jayson King**, **Jon and Lee** and the **Checkmates**, **Little Caesar** and the **Consuls**, and the **Fab Four**. . . . **Gord Lightfoot**, with his first Warner Bros. single, "I'm Not Saying," winning favorable reaction both at home and in the U. S., is booked to appear at the Newport Folk Festival.

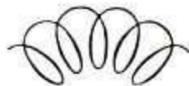
Ticket orders for the **Beatles'** shows at Maple Leaf Gardens Aug. 17 have come in from as far away as Halifax, with numerous

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mail orders from Detroit, Buffalo, Rochester, and even New York City. . . . The Stamps, the Happy Goodman Family, and the Mariners will present a big gospel music concert in Kitchener June 3, Ottawa (4) and at Massey Hall in Toronto (5). . . . Henry Mancini and the New Christy Minstrels will appear at the O'Keefe Centre for a week in November. . . . The Canadian Broadcasting Corporation Radio Network's summer schedule, including "CBS Metro-nome," will have a "magazine" format. It will deal with all aspects of the world of music. The record industry will get its share of attention. CBS summertime radio will also offer "Music in Canada," which will cover the history of music from the country's earliest days to the contemporary scene. **KIT MORGAN**

## HOLLYWOOD

The value of bringing beautiful models, followed by photographers around to radio stations, was espoused last week by Warner Bros.' new promoter man, Mike Shepherd. Traveling around L. A. on a promotion for the soundtrack LP from Electronvision's "Harlow," Shepherd brought an attractive model wearing clothes of the flapper era into radio studios to pose with station personnel. The hoopla resulted in spins and generated interest in the product, Shepherd said.

The New Orleans Jazz Club of California presents Kenny Ball of England and Pete Daily of Chicago in concert Friday (14) at Anaheim High School. The club, which meets every month, will hold its June gathering at its new home, the Santa Ana Elks Lodge.

Repeat Records, Long Beach firm using its mikeless pick-up process, releases its first Hawaiian LP, "The Aloha State," featuring Eddie Bush on the steel guitar. Bush is one of film's busiest musicians on the instrument. Accompanying him on the album are Corliss Johnston, guitar; Mokulani, bass, and John Berry, label's a&r head, on baritone violoncello.

Composers and Lyricists Guild

held its 10th annual dinner-dance Monday (3) at the Beverly Wilshire Hotel. Pete Rugolo, entertainment chairman, presented the Brasil '65 unit, Bud Shank, Jack Marshall and Jack Sheldon. . . . Andy Russell and Jerry Young have formed Joyco Productions to handle disk, film and TV deals. Russell is currently at the Sahara, Las Vegas. It is his first U. S. appearance since leaving Hollywood in 1955 for Mexico.

New director of the Pasadena Playhouse and College of Theater Arts is Dr. C. Lowell Lees, formerly of the Theater Communications Group, Ford Foundation. Lees hopes to create a professional resident theater company in Southern California.

Liberty Records will distribute disks by the Explosions, pacted with the Burton label. First single is "Work With Me Annie," due June 1. . . . Reprises' teen trio of Dino, Desi and Billy, debuts on "Shindig" May 12. **ELIOT TIEGEL**

## ST. LOUIS

Regal Sports, Inc., who just brought in a big show headlined by Jackie Wilson, Solomon Burke and Ben E. King, has another attraction slated for May 21 at Kiel Opera House, with Radio KXOK sharing the sponsorship. Billed as "Gene Pitney's Shower of Stars," the show features Gary Lewis and the Playboys, Vic Dana, Bobby Goldsboro, the Bill Black Combo, Brian Hyland, the Crystals, Chad & Jeremy and the Reflections.

Folk fans, who turned out in goodly numbers for a recent Joan Baez concert at Washington U. Field House, had another attraction in the Sunday (2) Kiel appearance of the Oscar Brown Jr. Trio. . . . Victor Borge was in town Sunday (2) for an appearance with the St. Louis Symphony Orchestra, recent host of Danny Kaye, in a special concert.

The Metropolitan Opera visits here May 17 and 18 in a performance of Puccini's "Turandot" and Verdi's "Otello." June 7 marks the opening of the 47th season for the Municipal Opera with Anita Gillette, Lawrence Brooks and Clarence Nordstrom headlining the musical "Meet Me in St. Louis." **EARL PAIGE**

## PHILADELPHIA

John H. Stiles, Luther Randolph, Weldon McDougal and James Bishop establish Stilran Music, quartering at the offices of Universal Record Distributors. . . . Jules Zeldin, who operates the function rooms at the Hotel Philadelphia, is turning concert promoter and booking regular attractions in the hotel's 3,000-seat ballroom. His first promotion is the touring "Shindig" show in concert presentation May 21 with two shows scheduled. . . . Harry Rosen, vice-president of David Rosen Inc., in charge of the company's record distribution department, is in Puerto Rico this coming week to arrange promotional ties. **MAURIE H. ORODENKER**

## MEMPHIS

Jerry Lee Lewis, riding a crest of popularity, is appearing in New

York and New England states. He plays Yale University May 15, will be on TV in New York. . . . Ace Cannon is plugging his new single, "Sea Cruise," on a Florida tour. He is booked for two weeks in Cleveland in June, one week at the Whiskey A Go Go Club. . . . Josie Records' J. Frank Wilson and Hi's Gene Simmons are also touring in Florida with separate shows. . . . Willie Mitchell, Hi Records star, has hit big locally with his new single, "Buster Browne" and "Woodchoppers Ball." It's selling fast to juke box operators and teen-agers, reports Popular Tunes Record Shop.

Linda Gail, sister of Jerry Lee Lewis, who was signed for four weeks for a "Shindig" tour, was such a hit with the show director, she was signed for the rest of the tour—total of six weeks and four days. . . . Liberace will perform at the Arkansas State Horse Show at Little Rock May 12-15. The Righteous Brothers will head-

line the Coliseum show (15) which will also feature the Beau Brummels, Linda Clark, Bobby Freeman, Mike Patterson and the Fugitives. Booking agent for the show, Charles Parrish of Nashville, said he will also bring in Floyd Cramer, Chet Atkins and Boots Randolph soon.

## Law to Produce 'Bev. 'Billies' LP

NASHVILLE — Don Law, c&w department a&r boss for Columbia Records here, has been pegged by label executives to produce an album by the cast of the CBS-TV series, "Beverly Hillbillies."

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

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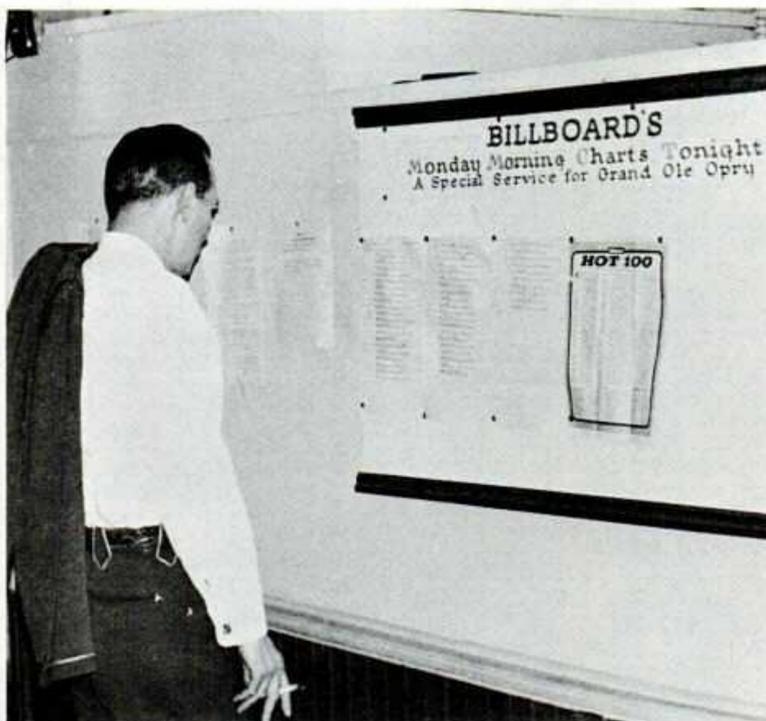
Best wishes, Trini: Raul Astor

Watch the Raul Astor TV show on channel 34 KMEV-TV Sunday, 9 p.m., Los Angeles, Calif.

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"GRAND OLE OPRY" performer Jimmie Widener looks at Billboard's advance Hot 100 chart backstage at Ryman Auditorium, Nashville. The advance chart is provided as a special service for the Country Music Capital. Widener plays bass in the band of country star Hank Snow, who opened at New York's Paramount Theater Friday (30).

**New CMA Members**

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

*Congratulations to Trini Lopez*

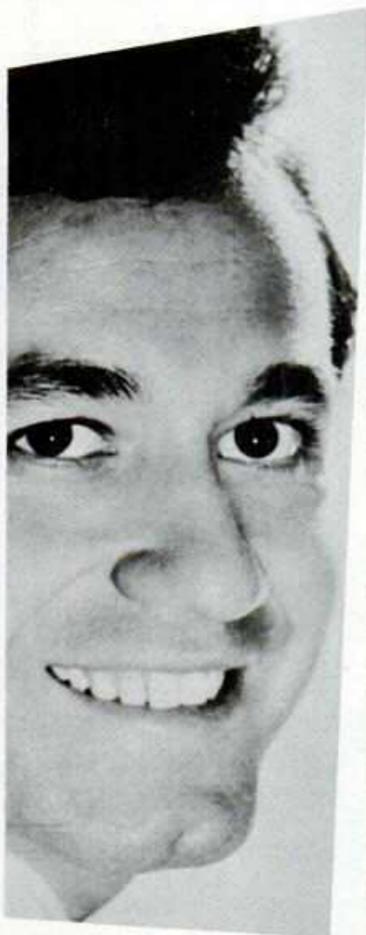
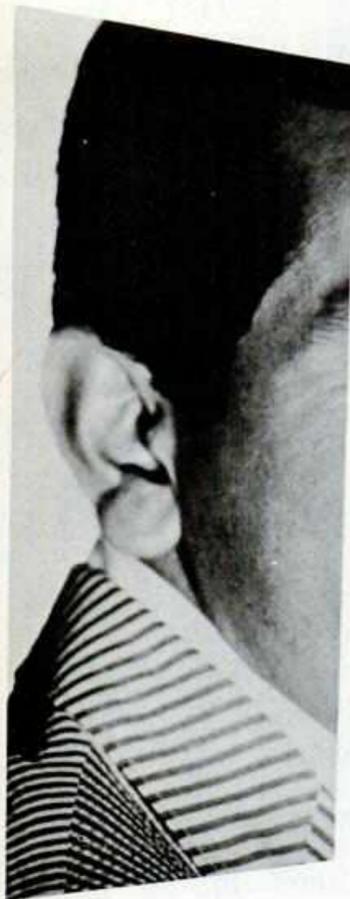
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**Syracuse Show Big**

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

**Time-Mainstream**

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

**Malin to Marks**

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

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# RHYTHM & BLUES

## HOT RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 5/15/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	WE'RE GONNA MAKE IT Little Milton, Checker 1105 (Chevis, BMI)	8	22	38	I NEED YOU Chuck Jackson, Wand 179 (Screen Gems-Columbia, BMI)	2
2	2	I'LL BE DOGGONE Marvin Gaye, Tamla 54112 (Jobete, BMI)	9	23	23	DUST GOT IN DADDY'S EYES Bobby Bland, Duke 390 (Don, BMI)	3
3	3	IT'S GROWING Temptations, Gordy 7040 (Jobete, BMI)	7	24	—	I'VE BEEN LOVING YOU TOO LONG Otis Redding, Volt 126 (East-Time, BMI)	1
4	4	OOO BABY BABY Miracles, Tamla 54113 (Jobete, BMI)	7	25	20	DON'T MESS UP A GOOD THING Fontella Bass & Bobby McClure, Checker 1097 (Arc-Saico, BMI)	15
5	16	BACK IN MY ARMS AGAIN Supremes, Motown 1075 (Jobete, BMI)	3	26	11	STOP! IN THE NAME OF LOVE Supremes, Motown 1074 (Jobete, BMI)	13
6	6	I DO LOVE YOU Billy Stewart, Chess 1922 (Chevis, BMI)	15	27	15	WHEN I'M GONE Brenda Holloway, Tamla 54111 (Jobete, BMI)	11
7	8	NOTHING CAN STOP ME Gene Chandler, Constellation 149 (Camad, BMI)	6	28	26	JUST ONCE IN MY LIFE Righteous Brothers, Phillies 127 (Screen Gems-Columbia, BMI)	5
8	7	GOT TO GET YOU OFF MY MIND Solomon Burke, Atlantic 2276 (Cotillion, BMI)	11	29	—	I CAN'T HELP MYSELF Four Tops, Motown 1076 (Jobete, BMI)	1
9	10	WOMAN'S GOT SOUL Impressions, ABC-Paramount 10647 (Curton, BMI)	5	30	—	I DO Marvelows, ABC-Paramount 10629 (Panco-Yvonne, BMI)	1
10	5	SHOTGUN Jr. Walker & the All Stars, Soul 35008 (Jobete, BMI)	14	31	17	THE CLAPPING SONG Shirley Ellis, Congress 234 (Gallico, BMI)	8
11	19	AND I LOVE HIM Esther Phillips, Atlantic 2281 (Maclen-Unart, BMI)	5	32	32	IT HURTS ME TOO Elmore James, Enjoy 2015 (Bob-Dan, BMI)	4
12	12	A WOMAN CAN CHANGE A MAN Joe Tex, Dial 4006 (Tree, BMI)	4	33	40	GOTTA HAVE YOUR LOVE Sapphires, ABC-Paramount 10639 (Screen Gems-Columbia, BMI)	2
13	13	BOO-GA-LOO Tom & Jerrio, ABC-Paramount 10638 (Chi-Sound & Payton, BMI)	4	34	25	CRYING WON'T HELP YOU NOW Clyde McPhatter, Mercury 72407 (Leatherneck, BMI)	5
14	22	IT AIN'T NO BIG THING Radiants, Chess 1925 (Chevis, BMI)	3	35	35	TELL HER I'M NOT HOME Ike & Tina Turner, Loma 2011 (Figure, BMI)	4
15	24	LOVE IS A 5-LETTER WORD James Phelps, Argo 5499 (Chevis, BMI)	3	36	—	MUSTANG SALLY Sir Mack Rice, Blue Rock 4014 (Fourteenth Hour, BMI)	1
16	33	SOMETHING YOU GOT Chuck Jackson & Maxine Brown, Wand 181 (Tune-Kel, BMI)	2	37	29	EVERY NIGHT, EVERY DAY Jimmy McCracklin, Imperial 66094 (Metric, BMI)	7
17	14	THE ENTERTAINER Tony Clarke, Chess 1924 (Chevis, BMI)	8	38	—	ONE STEP AHEAD Aretha Franklin, Columbia 43241 (Roosevelt, BMI)	1
18	18	IT'S GOT THE WHOLE WORLD SHAKIN' Sam Cooke, RCA Victor 8539 (Kags, BMI)	5	39	21	TEASIN' YOU Willie Tee, Atlantic 2273 (Cotillion-Shirleys, BMI)	12
19	9	NOWHERE TO RUN Martha & the Vandellas, Gordy 7039 (Jobete, BMI)	12	40	37	SNAKE IN THE GRASS Paul Martin, Ascot 2172 (Stephanye-Unart, BMI)	3
20	27	LET ME DOWN EASY Betty Lavette, Calla 102 (Premier-Don Lee, BMI)	4				
21	39	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	2				

## HOT R&B LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	8
2	2	MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)	5
3	3	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S)	16
4	4	IMPRESSIONS GREATEST HITS, ABC-Paramount ABC 515 (M); ABCS 515 (S)	10
5	8	THE MONSTER, Jimmy Smith, Verve V 8618 (M); V 6-8618 (S)	2
6	5	PEOPLE GET READY, Impressions, ABC-Paramount ABC 505 (M); ABCS 505 (S)	11
7	7	B. B. KING: LIVE AT THE REGAL, ABC-Paramount ABC 509 (M); ABCS 509 (S)	3
8	6	SHAKE, Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	14
9	9	SOUL SAUCE, Cal Tjader, Verve V 8614 (M); V 6-8614 (S)	5
10	10	THE GREAT OTIS REDDING SINGS SOUL BALLADS, Volt 411 (M); (No Stereo)	6

## HOT SPIRITUAL SINGLES

1. PEACE, BE STILL ..... James Cleveland, Savoy 4217
2. WAITING FOR MY CHILD ..... Consolers, Nashboro 800
3. MORE THAN A HAMMER AND NAIL ..... Staple Singers, Epic 9748
4. AROUND GOD'S THRONE ..... Consolers, Nashboro 833
5. WALK AROUND HEAVEN ALL DAY ..... Caravans, Vee Jay 945

## HOT SPIRITUAL LP's

1. ON THE BANKS OF JORDAN, VOL. 4 ..... James Cleveland, Savoy MG 14096
2. PEACE, BE STILL, VOL. 3 ..... James Cleveland, Savoy MG 14076
3. HEAVEN, THAT WILL BE GOOD ENOUGH FOR ME ..... James Cleveland, Savoy MG 14102
4. A BRIGHT SIDE ..... Mighty Clouds of Joy, Peacock PLP 121
5. AMEN ..... Staple Singers, Epic LN 24132

## NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

**COME ON OVER TO MY PLACE . . .**  
Drifters, Atlantic 2285

**IT'S WONDERFUL TO BE IN LOVE . . .**  
Ovations, Goldwax 113

**LIPSTICK TRACES . . .**  
O'Jays, Imperial 66102

**SEARCHIN' FOR MY BABY . . .**  
Manhattans, Carnivals 509

**SOMEBODY'S GOTTA PAY . . .**  
Little Johnny Taylor, Galaxy 736

**TEMPTATIONS 'BOUT TO GET ME . . .**  
Knight Bros., Checker 1107

**WELCOME HOME . . .**  
Walter Jackson, Okeh 7219

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

**EDDIE CASTLEBERRY, WVKO, Columbus, Ohio**  
Crying in the Chapel, Carol Fran, Port  
Back in My Arms Again, Supremes, Motown 1075  
Goodnight Baby, Sam & Dave, Stax 168  
You'd Better Believe Me, Jean DuShon & Ramsey Lewis Trio, Argo  
Let the Good Times Roll, Alvin Robinson, Blue Cat 113  
LP—You'd Better Believe Me, Jean DuShon & Ramsey Lewis Trio, Argo

**RUBY (LADY COOL BREEZE) LEWIS, KBYE, Oklahoma City**  
Yes, I'm Ready, Barbara Mason, Arctic 105  
LP—The Most Exciting Organ Ever, Billy Preston, Vee Jay VJ 1123 (M)

**AL JEFFERSON, WWIN, Baltimore**  
Make the Best of What You Got, Alexander Patton, Duo-Disc  
There Is Something on Your Mind, Jolly Jaxs, Landa  
LP—We Remember Sam Cooke, Supremes, Motown 629 (M)

**JERRY THOMAS, KNOK, Dallas-Fort Worth**  
Do Wee Baby I Love You, Fred Hughes, Vee Jay  
Boo-Ga-Loo, Tom & Jerrio, ABC-Paramount 10638  
The Real Thing, Betty Everett, Vee Jay 683  
Crying for My Baby, Junior Parker, Duke 389  
Nothing Can Stop Me, Gene Chandler, Constellation 149  
It Hurts Me Too, Elmore James, Enjoy 2015  
LP—Soul, Ray Bryant, Sue LP 1036 (M); LP 1036 (S)

**JIMMY BYRD, WILD, Boston**  
Don't Open the Door on Monday Morning, Clarence Ashe, J&S 1475  
You'll Miss Me (When I'm Gone), Fontella Bass & Bobby McClure, Checker  
LP—Best of Solomon Burke, Atlantic 8109 (M)

**GEORGE HUDSON, WNJR, Newark, N. J.**  
Blue Shadows, B. B. King, Kent  
LP—We Remember Sam Cooke, Supremes, Motown 629 (M)

**MILTON (BUTTERBALL) SMITH, WMBM, Miami**  
Cast Your Fate to the Wind, Steve Alaimo, ABC-Paramount 10689  
A Place Nobody Can Find, Sam & Dave, Stax 168  
I've Been Loving You Too Long, Otis Redding, Volt 126  
You'll Miss Me (When I'm Gone), Fontella Bass & Bobby McClure, Checker  
LP—Zulu, Sound Track, United Artists, UAL 4116 (M); UAS 5116 (S)

**RICK DARNELL, KPRS, Kansas City, Mo.**  
Back in My Arms Again, Supremes, Motown 1075  
Love Is a 5-Letter Word, James Phelps, Argo 5499  
Everything, Joe Hinton, Back Beat 547  
PICK—You'll Miss Me (When I'm Gone), Fontella Bass & Bobby McClure, Checker  
LP—The Monster, Jimmy Smith, Verve V 8618 (M); V 6-8618 (S)

**GEORGE (HOUND DOG) LORENZ, WBLK-FM, Buffalo**  
I've Been Loving You Too Long, Otis Redding, Volt 126  
LP—The "In" Crowd Goes "Go-Go," Doble Gray, Charger CHR-M 2002 (M); CHR-S 2002 (S)

**BILL (YOUNGBLOOD) TERRELL, WDIA, Memphis**  
I've Been Loving You Too Long, Otis Redding, Volt 126  
Buster Brown, Willie Mitchell, Hi  
LP—Temptations Sing Smokey, Gordy G 912 (M); GS 912 (S)

**CHARLIE BROWN, WLOU, Louisville**  
Do the Jerk With Me, Nathaniel Kelly, Jubilee  
LP—Best of Solomon Burke, Atlantic 8109 (M)

**JOHNNY BEE, WBOK, New Orleans**  
Dedicated to You, Willie Tee, Atlantic  
The Word Game, Benny Spellman, Alon  
LP—Best of Solomon Burke, Atlantic 8109 (M)

**JIM RANDOLPH, KGFJ, Los Angeles**  
Temptation 'Bout to Get Me, Knight Brothers, Checker  
Love Belongs to Everyone, Sandy Wyns, Champion  
LP—We Remember Sam Cooke, Supremes, Motown 629

## DJ SPOTLIGHT

**EDDIE CASTLEBERRY**  
DJ and Program Director,  
WVKO, Columbus, Ohio

Known as the Morning Mayor of Columbus because of his 6-9 a.m. air spot (he also has a 2-4 p.m. program), Eddie Castleberry is the only Negro radio announcer of Big Ten Conference football games with his half-time color for Ohio State University's games. He attended Miles College in Birmingham, Ala., majoring in speech. He has appeared on local dramatic TV programs and in dramas with the Ohio State players. Married, he has one child. During his 15 years in radio, Castleberry has worked in Birmingham, Miami, Cincinnati and Cleveland.



## THANKS TO R & B DJ's

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**THAT LOVE FORGOT**

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# audio / video retailer

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

## EQUIPMENT NEWSLETTER

### V.K. Firm Eyes Home Video Tapes

By DAVID LACHENBRUCH  
Contributing Editor

The see-and-hear record—a new approach to the home video tape market—is being explored by a British company.

The firm is Wesgrove Electronics, Worcester, England, which is currently manufacturing video tape recorders for the educational-commercial-industrial market. The firm has many of the former personnel of the ill-fated Telcan Co.—and also a product which works considerably better.

In the United States to help organize Wesgrove International (headed by Hal Cox, San Francisco hi-fi specialist), Wesgrove's President Jack Jones explained his ideas for a consumer video tape machine.

"We don't think our present video tape recorders are really home items," he told me. "We think the first consumer product in the video tape field will be not a recorder, but a player of prerecorded information." He displayed a photo of a small portable cabinet about the size of a portable typewriter or monaural phonograph. "This is our preliminary design for a home video player," he said. "With a production run of 50,000—and obviously it has to be far greater than this—we could sell it in the United States for less than \$150 retail, probably \$125. This is very accurate pricing, not a guess."

As to programming material, Jones thinks the first video records should be in the pop field—"Beatles and that sort of thing." He says three regular-length pop selections could be recorded on a seven-inch reel of quarter-inch audio tape, at 120 inches per second, and estimates that such a "video album" could be sold at \$1.50—which may cause a few raised eyebrows because of the length of triple-play tape required at 120 ips.

Jones says that Wesgrove would like to get into the prerecorded video tape field, but knows that the entire recording industry would also have to participate to make video records a success. After the seven-inch pop reel, he sees 10½ or

11½-inch reels featuring whole musical movies, operas and plays circulated on a rental basis. He declined to give a target date for the start of production on the home tape player, which—incidentally—doesn't have to be connected internally to the TV set, but plays through the set when attached to the antenna terminals.

Whether Wesgrove is financially able to undertake such a project as popularizing prerecorded video tapes is unknown. Wesgrove, however, has built about 1,000 video recorders to date—most of them sold in kit form at \$392 FOB England (about \$482 in the U. S.). It also introduced a complete video recording set-up, including recorder, camera and monitor at \$1,240, with a deluxe package due soon at around \$1,530—the lowest price by far for any video recording system currently in production. Wesgrove hopes to make 4,500-5,000 video recorders this year—all for the industrial-commercial-experimenter market (and running at the speed of 150 inches per second).

Other video recorders are due to be shown in the United States soon. One of the most promising is the Sony unit, which will be demonstrated here about a month from now and will be displayed to dealers at the Music Show in Chicago in late June and early July. The Sony machine will be offered initially in the United States at "under \$1,000," and there's some speculation that the initial price will be about \$600. RCA is still working on its "see-hear" recorder, and General Sarnoff told the recent stockholder's meeting: "We are developing home TV recorders; nothing yet has been demonstrated that's suitable for the home, but when there is one for the home, we'll have it."

There's plenty of activity in this field. Whether Wesgrove really has the formula is, of course, debatable. However, Jack Jones has made an interesting proposal. The playback-only machine can be produced considerably more cheaply than the record-and-playback video tape unit. For the record business and the home entertainment equipment business it could open a vast new market of visual recordings. It's coming, and it's something to start thinking about.

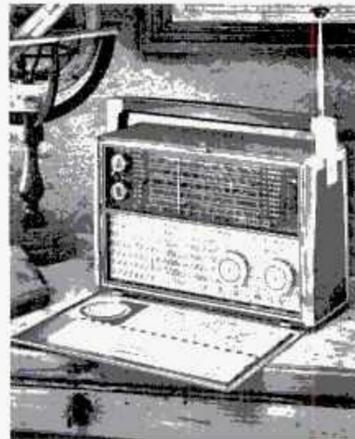
## NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

### Admiral Stresses Variety in '66 Line

ADMIRAL CONTINUES the trend toward transistorization and small-scale de luxe styling in its 1966 line which was unveiled last week. Five table and clock radios are all transistorized and range in price from \$24.95 to \$50. Three transistorized portables range from \$99.95 for an 11-transistor AM-FM model to \$275 for an "All World" 10-band unit. A new 15-inch portable TV line starts at \$114.95, a 17-inch line at \$124.95. Admiral is also introducing a solid-state semi-conductor cartridge which the firm claims generates 100 times the power of ceramic cartridges and up to several thousand times the output of magnetic cartridges. The SM-1 cartridge is featured in Admiral's top-of-the-line models. In tube radios, Admiral showed three table models, five clock radios, three FM/AM and three FM/AM clock radios. The leader starts at \$12.95 and the first clock-radio at \$17.95.

### Global Portable



ALL WORLD

ADMIRAL'S ALL WORLD covers 10 bands, has 13 transistors and seven diodes, and operates on eight "D" flashlight batteries. Unit has three antennas, earphone jack, tone control, A/C charger-converter and lists for \$275.

### E-Z Wind Tape

TELEPHONE DYNAMICS Corp., manufacturer of Nassau  
(Continued on page 58)

## Philips Shows New Recorder At Milan Fair

MILAN—Video Recorder, a new device which can be attached to any TV receiver to tape programs, was shown for the first time anywhere by Philips at the 43d Milan Fair.

The new device weighs 99 pounds and is no larger than the average TV receiver. It uses a special video tape which can record 45 minutes without change, the tape being some 1,750 feet long. Prepared to sell for about \$2,500, the new machine may be used by amateurs as well as by professionals for rehearsals of TV programs, for example.

Video Recorder was shown to an invited audience of press, technical and sales representatives at the Philips Pavilion on occasion of the fair's opening.

## SALES AID

### Dealer Builds Mail Campaign

WASHINGTON — Spotting small signs throughout the store at traffic points, encouraging shoppers to get their names on the store's mailing list, has paid

impressive dividends in additional sales volume for Robert Bialeck, of Discount Record Shop. Bialeck decided upon this approach when many record album

customers started asking when the store would hold its next sale. In each case, Bialeck promised to call. He soon found himself so busy with telephone calls, he had little time for ordinary store business.

The obvious answer was to use direct mail. Bialeck put a small sign on the counter, asking customers to sign up for the store's mailing list, promising that notice of sales and mark-downs on particular record series would be mailed in advance.

There was such an excellent response to the first invitation that the Washington dealer placed more signs at six different points. Cards were provided for the customer to jot down his name and address.

Now, after less than a year, Bialeck has a list of several thousand names, all of whom receive mimeographed notices of sales three days in advance of the store's first newspaper ad. The fact that customers responding to the direct-mail notice are often equal to the first day's business following publication of a newspaper ad proves to Bialeck that his direct-mail program gets results.

## Cover Art Replaces Pop Art in Chicago

CHICAGO—An unusual collection of original art, much of which has been used on album covers, was drawing crowds to Lyon & Healy's big downtown store here last week.

The works are all by leading contemporary artists and are the result of direct commissions by RCA Victor. In most cases, the artists were directed only to "interpret the work of a particular composer."

The exhibit is the first of its kind ever held here and was the brainchild of Ralph Ergas, RCA Victor branch manager here. "The project is entirely noncommercial," he noted. "None of the works are for sale. The idea is solely to acquaint the public with the high quality of art used on album covers."

Lyon & Healy itself termed the exhibit a "tremendous success." The store devoted a full window to publicizing the internal exhibit. Advertisements were also carried in the daily papers.

Among the artists whose works were exhibited were Lawrence Beall Smith, Mario Leone, Joe Lombardo, Richard M. Powers, Eugene Karlin, Frederico Castellani, Richard Dodge, A. Zakanych, Joseph Hirsch, Mike Ludlow, A. Powell, Jan Balet, Eugene Berman, Mozelle Thompson, Boris Artzybasheff, Herschel Levit, William Ward Beecher and Victor Kalin. Their work has been on display in some of the leading art museums in the country.

## PUBLIC AUCTION

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(facilities no longer needed in future operations)

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Universal Radio & Recorders  
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APPROX. \$315,000.00 EVALUATION:

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## EMPLOYMENT SECTION

### SITUATIONS WANTED

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Veteran resident abroad — have worked many years in all phases of global record distribution, licensing of catalogs, subpublishing of copyrights, supervising recording sessions, obtaining masters from foreign sources, signing new foreign talent—and is recognized as top foreign record/music authority, is now considering top-level executive position with respect to foreign record and music publishing executive placement.  
If you want the best in the foreign field, I am your man. Will supervise the entire foreign business of your company—residing in Europe, S. A. and the Orient and co-ordinating all global music activities in behalf of your company.  
Available for your company with the highest level recommendations. All replies in confidence. Please write: **WORLDWIDE, Box 188**  
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to help people in the allied fields of **MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT**  
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**EXPERIENCED OPERATOR SEEKS** active partnership in an established coin machine route; Philadelphia, South Jersey area. Moderate investment available. Write: P. O. Box 1887, Philadelphia, Pa. 19106.

**GAG WRITER: HAVE MATERIAL,** will travel. Monologues, patter, comic song titles, necker stoppers, parodies, acts, skits, blackouts, band novelties, introductions. Everything new, original, fresh, hilariously funny. Send only \$1 for generous sample assortment. Write now: Don L. Frankel, P. O. Box 983, Chicago 90, Ill.

**POSITION WANTED: SUPERVISOR.** Nineteen years' experience manufacturing phonograph records with one of the major record companies. Experience in pressing, compression and injection molding. Write: James Rainey, 35 S. 18th St., Richmond, Ind. 47374.

**RECORDS BRANCH-SALES MGR.** Experienced all phases field operations record business, inside and out. Over 20 years with major label. Currently Phila. market, would like contact with progressive label. Will relocate. Available soon. Write: Box 187, Billboard, 165 W. 46th St., New York, N. Y. 10036. my22

**SALES AND PROMOTION—DYNAMIC,** aggressive go-getter desires challenging job with opportunities. Resume available. Contact: Box 184, Billboard, 165 West 46th St., New York, N.Y. 10036. my15

**SALESMAN AND DISTRIBUTOR NEEDED** to represent well-known company in sale of Jewish Records. Write: Box 182, Billboard, 165 West 46th St., New York, N. Y. 10036. my22

**SINGERS, PUBLISHERS, RECORD COMPANIES:** Looking for new and different material? If I haven't got the song you want, give me a topic and I'll write it for you. Contact: Arlene Sherman, 24-04 86 St., Jackson Heights, N. Y. HA 4-5442.

### HELP WANTED

#### PUBLISHER DESIRES MANAGER

Experienced with large music operation servicing wholesale and retail trade. Capable of handling personnel with varied duties; acquainted with the prominent catalogs, trade discounts, and promotion activities. Familiar with inventory control methods. State age, experience, marital status, willingness to relocate, present earnings. Confidential.

Box 183, Billboard  
165 West 46 Street  
New York, N. Y. 10036

**ASCAP WRITER WITH POTENTIAL** hit material but no money will give 30% to D.J., A&R or person who can get me a publisher and recording contract. Edwards, P. O. Box 7, South Miami, Fla. 33143.

**A 5-FIGURE SECOND INCOME!** IF you're a top-flight professional, you can earn a considerable income in your off hours. You'll help screen qualified applicants in your area by representing seven of the nation's most distinguished broadcasters who have personally developed the most sophisticated training program ever offered to beginners. If qualified, write or wire Howard Miller, c/o Career Academy, School of Famous Broadcasters, Executive Offices, 824 N. Jefferson St., Milwaukee, Wis. 53202. Phone: 414; 276-4250. ch-my22

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Dignified, dependable announcers of Hawaiian or Polynesian origin, capable of strong selling outdoor pitch. Picture, resume.

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New York, N. Y. 10036

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2 100 B Seeburg Phonographs  
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**ALL ENGLISH RECORDS RUSHED** by airmail. "Beatles for Sale," 14 track album, \$6.15 airmail; "Ticket to Ride/Yes It Is," single, \$4.70 airmail. Catalog, \$1. John Lever, Gold St., Northampton, England. ja15-66

**YOUNG ENGLISH MAN ESTABLISHING** service for export of British discs abroad with possibility of import of U. S. discs to Britain. For further details all interested parties contact David Nathan, 201 Kilburn High Road, London, N.W. 6, England. my22

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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!
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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.

## NEW PRODUCTS

• Continued from page 57

tape, has come out with a new line of 3-inch, 5-inch and 7-inch automatic threading tape reels called E.Z. Wind. The user need only touch the tape to the reel under firm's new patented process. Sample kit is available from the manufacturer for \$1.

### Six-Tube Radio



#### STANDISH

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

### Table Radio



#### GOLDEN CLASSIC

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

zip code helps keep postal costs



down BUT ONLY IF YOU USE IT.

# SINGLES

# REVIEWS

## SPOTLIGHTS



### POP

NUMBER OF SINGLES REVIEWED THIS WEEK, 166—LAST WEEK, 146

**DEAN MARTIN—(REMEMBER ME) I'M THE ONE WHO LOVES YOU** (Hill & Range, BMI)—The Stuart Hamblen oldie gets a spirited going over in the same happy vein of "Everybody Loves Somebody!" Flip: "Born to Lose" (Peer Int'l, BMI).  
Reprise 0369

**VIC DANA—BRING A LITTLE SUNSHINE (TO MY HEART)** (Roosevelt, BMI)—Big production sing-a-long ballad serves as a hot follow-up to his biggest success, "Red Roses for a Blue Lady." Flip: "That's All" (Travis, BMI).  
Dolton 305

**BRENDA LEE—NO ONE** (Hill & Range-Efsee, BMI)—By far one of her strongest ballad offerings to date which should spiral to the top of the charts. Flip: "Too Many Rivers" (Combine Music, BMI).  
Decca 31792

**SHANGRI-LAS—GIVE US YOUR BLESSINGS** (Trio Music)—A slow beat ballad with teen lyric on the subject of young love and marriage with a tragic ending. A powerhouse of material, performance and production. Flip: "Heaven Only Knows" (Trio, BMI).  
Red Bird 0030

**FRANK SINATRA—TELL HER (YOU LOVE HER EVERY DAY)** (American, BMI)—Another hit from the combined efforts of Sinatra, arranger Freeman and producer Bowen! Beautiful ballad with lyric to match is wrapped up in fine production style by Sinatra with a strong support from the chorus, strings and back beat. Flip: "Here's to the Losers" (Morris, ASCAP).  
Reprise 0373

**JAY AND THE AMERICANS — WHEN IT'S ALL OVER** (Unart, BMI)—Ballad performed with a hard driving beat much in the vein of "Let's Lock the Door" should move up the chart in rapid fire. Flip: "Cara, Mia" (Feist, ASCAP).  
United Artists 881

**JOHNNY MATHIS — TAKE THE TIME** (Dymor, BMI)—Veteran composer Robert Allen has come up with the type of ballad that zoomed Mathis to fame. History will repeat itself with Mathis in the same top vocal form as the "Chances Are" days! Flip: "Dianacis" (Dymor, BMI).  
Mercury 72432

**JAN AND DEAN—YOU REALLY KNOW HOW TO HURT A GUY** (Screen Gems-Columbia, BMI)—The hot new expression is developed into a good piece of teen ballad material, well performed and arranged in a slow dance beat. Can't miss! Flip: "It's As Easy As 1, 2, 3" (Screen Gems-Columbia, BMI).  
Liberty 55792

**DION—SPOONFUL** (Arc, BMI)—A folk flavored performance from Dion is pitted against a hard driving rhythm background and the result is a pulsating, commercial hit sound. His strongest effort in years. Flip: "Kickin' Child" (Ryonen, BMI).  
Columbia 43293

**EYDIE GORME — JUST DANCE ON BY** (Valley, BMI)—Right back in the commercial groove again, a la "Blame It on the Bossa Nova" is this fast-paced rouser. Eydie's in great form with this dance beat number with hit written all over it! Flip: "Where Are You Now" (Leeds, ASCAP).  
Columbia 43302

**MARIANNE FAITHFULL — THIS LITTLE BIRD** (Acuff-Rose, BMI)—With an intriguing piece of material from the pen of John Loundermilk, Miss Faithfull combines the beauty of her folk feel with a commercial backing from chorus and orchestra. A left fielder that should go all the way. Flip: "Morning Sun" (Hollis, BMI).  
London 9759

**STEVE ALAIMO — CAST YOUR FATE TO THE WIND** (Friendship, BMI)—Having hit the top 10 instrumentally, it could be repeated over again via this well performed vocal version. With three versions of "Red Roses for a Blue Lady" meeting with success, this tune has the same possibilities. Strong record! Flip: "Mais Oui" (Leeds, ASCAP).  
ABC-Paramount 10680

**HENRY MANCINI AND HIS ORK — LA RASPA** (Northridge, ASCAP)—An exciting adaptation of the "Mexican Hat Dance." A change of pace for Mancini and one that should find him climbing the charts once again. Flip: "Senor Peter Gunn" (Northridge, ASCAP).  
RCA Victor 8574

**PETE FOUNTAIN—GOTTA TRAVEL ON** (Sanga, BMI) — A happy combination of the artistry of Fountain, his chorus and a strong rhythm arrangement that has all the ingredients of a summertime hit. Flip: "Mae" (Miller, ASCAP).  
Coral 62454

**JIM LOWE—MR. MOSES** (Unart, BMI)—Mr. "Green Door" himself takes the film title tune and with his deep tones and a "Sixteen Tons" feel comes up with a winning, commercial, off-beat sound. Well performed and produced. Flip: "Make Your Back Strong" (Davidson County, BMI).  
United Artists 874

**JACKIE TRENT—WHERE ARE YOU NOW** (Leeds, ASCAP)—Written and arranged by Tony Hatch of "Downtown" fame, this English import is currently riding the charts in Britain. Miss Trent has a smooth, warm sound on this production ballad of lost love. Flip: "On the Other Side of the Tracks." Parkway 955

**THE LONDONDERRY STRINGS — MOONLIGHT MELODIES** (Gil, BMI)—Lush string arrangement by Ernie Freeman on a beautiful catchy piece that has the sounds and feel of another "Lisbon Antigua." A summertime hit sound. Flip: "Our Crazy Affair" (Witmark, ASCAP).  
Warner Bros. 5631

**TOMMY ROE—COMBO MUSIC** (Low-Twi, BMI)—A clever piece of original material. Well performed vocal and a fascinating rhythm background. Solid dance beat. Flip: "Fourteen Pair of Shoes" (T.M., BMI).  
ABC-Paramount 10665

**THE JORDANAIRE—WHO DOES HE THINK HE IS** (Tree, BMI) — The country stars try a new approach! With the teen sound of the 4 Seasons they come up with a winner in this pop commercial entry! Great group sound. Flip: "Malibu Run" (Tree, BMI).  
Columbia 43283

**GLENN SUTTON—GEE WHOPPER** (Gallico, BMI)—A new dance craze is described in this solid driving rhythm piece which has some of the Shirley Ellis feel to it. Flip: "I Don't Wanna Go" (Gallico, BMI).  
MGM 13352

### COUNTRY

**DICK CURLESS—SIX TIMES A DAY** (Aroostook, BMI)—DOWN BY THE OLD RIVER (Aroostook, BMI)—Top side is an interesting lyric piece of material which should carry on where his hot "Tombstone Every Mile" leaves off! Another winner! Flip is a well performed original ballad with a rhythm backing and good Curless guitar work.  
Tower 135

**BOBBY BARE—IT'S ALRIGHT** (Wormwood, BMI)—With two hits in the current Top 50 Country chart, Bare offers a well written ballad with rhythm backing and a hit sound for both the country and pop charts. Flip: "You Picked a Perfect Day" (Central Songs, BMI).  
RCA Victor 8571

**GEORGE MORGAN — NOT FROM MY WORLD** (Moss Rose, BMI)—Smooth, easy country ballad performed in the warm, plaintive Morgan style which spells hit! Flip: "It's All Coming Home to You But Me" (Acclaim, BMI).  
Columbia 43282

**WAYNE KEMP — LITTLE OLD HEARTACHE MAKER** (Tree, BMI)—Debuting on the Dial label is a rich new vocal sound destined to become an important one in the country field. Well written rhythm material is given a strong vocal performance with top support from chorus. Flip: "You Cried All the Way Back to Me" (Blackjack, BMI).  
Dial 4008

### R&B

**THE COASTERS — MONEY HONEY** (Walden, ASCAP)—This powerful revival of the great blues number should put the Coasters back up the charts in short order. Well done vocal pitted against slow, hard driving big band dance beat has hit appeal for both the r&b and pop markets. Flip: "Let's Go Get Stoned" (Baby Monica-Flo-Mar, BMI).  
Atco 6356



### POP

**HERB ALPERT & HIS TIJUANA BRASS—Mae** (Miller, ASCAP).  
A & M 767

**GLORIA LYNNE—Watermelon Man** (Hancock, BMI). FONTANA 1511

**CHARLES LLOYD—You Know** (Marks, BMI). COLUMBIA 43290

**THE PARAMOUNTS—The Girls With the Big Black Boots** (Fling & Dayshel, BMI). MERCURY 72429

**J. FRANK WILSON—A White Sport Coat and a Pink Carnation** (Fred Rose, BMI). JOSIE 938

**TIMI YURO—Can't Stop Running Away** (South Mountain, BMI). MERCURY 72431

**UNIQUES—Too Good to be True** (Gallico, BMI). PAULA 222

**RONNY & DAYTONAS—Beach Boy** (Tuneville, BMI) MALA 503

**MARY MAYO—I Believed It All** (Electronovision, ASCAP). WARNER BROS. 5630

**EDDIE KING—Always at a Distance** (Spectorious, BMI). PARKWAY 952

**JIMMY WITHERSPOON—Come on and Walk With Me** (Meager, BMI). PRESTIGE 358

**LUCILLE STARR—I Want a Steady Guy** (Burdette, BMI). ALMO 220

**BUDDY GRECO—You Win Again** (Rose, BMI). EPIC 9796

**RANDY SPARKS—I Can't Help It** (Pamco, BMI). COLUMBIA 43289

**ANNETTE—No One Could Be Prouder** (Lock & MZG, ASCAP). VISTA 442

**MICHELE LEE—Somewhere in the World** (Duchess, BMI). COLUMBIA 43288

**JERRY LEE LEWIS—Carry Me Back to Old Virginia** (Knox, Beckie, BMI). SUN 396

**RONNIE DANTE—In the Rain** (Roosevelt, BMI). MUSICOR 1090

**KETTY LESTER—Pretty Lies, Pretty Make Believe** (Blackwood, BMI). RCA VICTOR 8573

**GARY LEMEL—You've Got That Magic Touch** (Suto-Conrad, BMI). VEE-JAY 687

**THE MOTIONS—Notions** (Nicator, BMI). MERCURY 72413

**DARRIN D. ANNA—Bimbo** (Travis, BMI). WORLD ARTISTS 1046

**GARY CRISS—Hands Off Buddy** (Picturetone, BMI). DIAMOND 182

**JOE & EDDIE—Depend on Yourself** (Metric, BMI). CRESCENDO 344

**FRANKIE FANELLI—Laurie Don't Worry** (Gallico, BMI). RCA VICTOR 8561

**DICK LEE—On the Sunny Side of the Street** (Shapiro-Bernstein, ASCAP). 20th CENTURY-FOX 586

**FRED CARTER JR.—Happy Tears** (Pamper, BMI). MONUMENT 881

**JIMMY BOYD—That's What I'll Give to You** (T. M., BMI). VEE-JAY 686

**GOLDIE & THE GINGERBREADS—What Kind of Man Are You** (Progressive, BMI). ATCO 6354

**THREE BLONDE MICE—Alley Cat** (Metorion, BMI). ATCO 6353

**JOHNNY B. SHERRILL—Big Windy City** (Tennessee) SPAR 768

**RIOT SQUAD—I Wanna Talk About My Baby** (Edward Arthur, BMI). ROULETTE 4621

**BARBRA MERCER—Hey!!** (Myto, BMI). GOLDEN WORLD 21

**LOU ROBERTS & THE MARKS—You Fooled Me** (Beckie, BMI). MGM 13347

**MIKI DALLON—Do You Call That Love** (Al Gallico, BMI). RCA VICTOR 8576

**THE FERRARI'S OF CANADA—Tennessee Waltz** (Acuff-Rose, BMI). DCP 1140

**TEARS—Good Luck My Love** (Conrad, BMI). SMASH 1981

**BETTY MABRY—Get Ready for Betty** (South Mountain, BMI). DCP 1169

**MICHAEL CHAPLIN—I Am What I Am** (American Metropolitan, BMI). LONDON 9757

**HAROLD BRADLEY—Vibrations** (Forrest Hills, BMI). COLUMBIA 43274

**JIMMY GRIFFIN—Walking to New Orleans** (Travis, BMI). IMPERIAL 66108

**BRUCE AND CARROLL—Her and Him** (Screen Gems-Columbia, BMI). RCA VICTOR 8568

**BOBBY BYRD—Where Were You?** (Rayven, BMI). VEEP 1216

**EARL ROYCE—Que Sera, Sera** (Artists, ASCAP). TOWER 137

**HARRY NILSSON—You Can't Take Your Love (Away From Me)** (Itza, BMI). TOWER 136

**FOUR HAVENS—What Time Is It** (Lescay & Grand Canyon, BMI). VEEP 1214

**THE FOUR WHEELS—Central High Playmate** (Ringneck, BMI). SOMA 1428

**JOHNNY WINTER—Gone for Bad** (Beau-Tex, BMI). FROLIC 512

**GARY FRYE—She Left** (Regan & Pacemaker, BMI). LUXOR 1026

**TOM BURT—OK Girl** (T. M., BMI). CAMEO 363

**MIA LEWIS—Wish I Didn't Love Him** (American Metropolitan, BMI). PARROT 9756

**MER-LYN—Promise** (Screen Gems-Columbia, BMI). ABC-PARAMOUNT 10660

**MICKI LYNN—Where Was I** (Joy, ASCAP). CAPITOL 5413

**COUNTRY**

**HANK THOMPSON—In the Back of Your Mind** (Texoma, ASCAP). CAPITOL 5422

**JERRY REED—I Feel a Sin Coming On** (Painted Desert, BMI). RCA VICTOR 8565

**HARLAN HOWARD—What's Left of Me** (Wilderness, BMI). MONUMENT 883

**SONS OF THE PIONEERS—Destiny** (Ross Jungnickel, ASCAP). RCA VICTOR 8575

**HYLO BROWN—I Wonder** (Starday, BMI). STARDAY 715

**WAYLON JENNINGS—That's the Chance I'll Have to Take** (Wilderness, BMI). RCA VICTOR 8572

**EAL SOUTHERN—I Remember Jim** (Val-Dare, BMI). TOWER 128

**FRANKIE MILLER—Big Talk of the Town** (Starday, BMI). STARDAY 709

**GORDAN TERRY—My Teardrops Get Bigger Each Day** (Central Songs, BMI). EPIC 9803

**JAN HOWARD—What Do You Want Now?** (Wilderness, BMI). DECCA 31791

**MEL TILLIS—Wine** (Cedarwood, BMI). RIC 158

**FOLK**

**TALISMEN—Off to the Sea** (Talismen, BMI). PRESTIGE 357

**R&B**

**WILLIE MITCHELL—Buster Browne** (Jec, BMI). HI 2091

**BOBBY BYRD—Time Will Make a Change** (Taccoa, BMI). SMASH 1984

**THE RIVINGTONS—The Willy** (Blue Star, BMI). VEE JAY 677

**FRED PARRIS & THE RESTLESS HEARTS—No Use in Crying** (Arc & Varrisue, BMI). CHECKER 13707

### 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.

# BULK VENDING news

## Monster Charms—How Are They Doing?

### Chicago: Nothing Like the Troll

By RAY BRACK

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

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

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

#### Conspicuous Lack

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

"Nothing is really moving now," Michalski agreed. He blamed it on the weather. "The

### Market-by-Market Survey

With few exceptions (notably the troll), public acceptance of a given type of bulk vending merchandise defies generalization. Local circumstances frequently contribute to a patchwork-appearing national market picture. A case in point is buyer response to the "monster" charm and one-cent items. A Billboard national survey, installment one of which appears in this issue, uncovered varying operator experiences with the product in scattered markets. In these and following reports, our readers will be exposed to much data that should prove invaluable in planning for the peak summer months.

bad weather has kept the kids inside."

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

"But there's a greater variety of monster merchandise," he commented. "This ensures lots of repeat purchases."

#### Difficult Comparison

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

Crisman added that it is too early to tell if the monster peak

has been reached in this area and predicted that kids will be fancying the ghoulish items for some time yet.

#### Too Early to Tell

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

By and large, the trade here agreed that monsters are one of several good money-making charm types available today. There was less agreement on whether the monster peak has been reached, although the majority feel it is past. There was total agreement that monsters will not challenge the volume sales of the fabled trolls.

### Bulk Banter

#### WEST COAST

The NVA convention in Chicago claimed a lot of attention on the West Coast and the area was well represented. Sid Bloom and his wife, Velma; Norm Weitzman and Herb Goldstein represented Oak Manufacturing Co. Sam Weitzman kept the store at Oak while they were away. . . . Leo and Harriet Weiner, of West Coast Enterprises, an operating company, also took in the shindigs in Chicago. . . . Lew Feldman, of Acme Vending Co., left early in the week by train for the convention. . . . Al Crutch, partner in West Coast Enterprises, took over the handlebars while Leo Weiner and his wife, Harriet, were in the Midwest. Al leaves soon for San Francisco. . . . Preston Coombs and his wife, Esther, leave soon for a trip to Acapulco. They will be away for a month or so.

Eugene L. Zola, executive secretary of the Western Vending Machine Operators Association, announces the opening of new legal offices in association with the former governor of Kansas, Fred Hall, in Gibraltar Tower in Beverly Hills. Both are in private law practices and are sharing a suite of offices. The Zolas, Eugene and Sheila, are soon to help their son, Leslie, observe his second birthday. . . . Sheldon Bohrer, a new WVMOA member, is expanding his route. . . . Maurice Creamer of MJC Vending is looking forward to the opening of the bullfights in Tijuana within the next few weeks. . . . Joe Arguelles, of Joe's Vending at Seal Beach, Calif., is planning to visit his brother in Santa Barbara.

SAM ABBOTT

### Denver: Peak Yet to Come

By ROBERT LATIMER

Monster charms give every indication of being the "bright new hope" for bulk operators in the Denver area. Most feel that the monster charms have not begun to hit their peak in sales, and that the future will bring record turnover in this classification.

Jay Shannon, of Shamrock Vending Company, expects that the grotesque charms will easily outsell the trolls and Beatle novelties of last year, but points out at the same time that there has been an unexpected pick up in troll popularity which is augmenting monster sales. Shannon predicted the trend by surveying his young customers in locations near schools and was able to reorder on trolls early enough to supply the sudden new demand.

#### Inexhaustible Future

Monsters appear to have an inexhaustible future, Shannon points out, inasmuch as several television programs embrace the monster theme and television movie reruns of old favorites such as "Frankenstein" and "Dracula" can scarcely escape youngsters' notice. The fact that many hobby shops are selling kits for building grotesque monster figures for a hobby likewise is influencing the market. The monsters definitely haven't peaked as yet and the bulk operators don't expect them to do so until late summer.

Shannon, who has built his operation around a colorful Irish theme, was quick to see possibilities in the monster charms and showed samples to location owners, requesting that they point out these new items to young customers at every opportunity. Shannon got excellent co-operation at almost every stop patronized by grade school, junior high and even senior high school-age customers, with the result that monster sales were big from the first. Continuing the same sort of approach, he has seen monster sales continue to grow at every stop. Rather than cutting down on the choice available, Shamrock Vending has



JAY SHANNON: ". . . bright new hope."

placed additional machines in as many locations as possible.

#### Buying Direct?

Veteran distributor Andy Henderson, of Star Vending Company in Denver, is equally enthusiastic, even though he complained that most operators today are buying direct from the factories on such merchandise. Monsters of all varieties have done well wherever they have been used in Denver, he pointed out, with the emphasis on Frankenstein, Dracula, comic troll figures, and mummy, ghost and freak varieties. Almost without exception, where locations have been only marginal with bubble gum, confections and standard types of charms, sales are excellent with monsters.

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300 lb. minimum prepaid on all Rain-Bo.	

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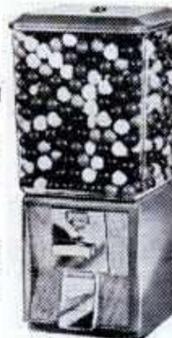
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## CONNECTICUT

# A Survey of State Business Regulations

**Eighth in a series of reports on State legislation bearing on the operation of bulk vending equipment. By no means exhaustive, each article is accompanied by the name and address of the State official from whom complete information may be obtained. Clip and save.**

**HARTFORD, Conn.** — Under Public Act Number 576, which concerns the licensing and regulation of vending machines, any person deriving income from more than three vending machines is an "operator" and must buy annual per machine licenses and an operator's license.

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

The annual per machine li-

cense for equipment dispensing confections and nut meats in 1-cent amounts is 10 cents per unit.

All other machines are licensed at the rate of 50 cents per machine per year.

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

## Vendall Opening Set For June 4-6

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

Earl Grout of the firm said: "The open house will give operators from the upper Midwest a chance to see new lines of bulk venders plus charm and gum ball merchandise, and pick up new merchandise ideas."

An informal clinic for operators is set for Saturday afternoon, June 5. Approximately 500 invitations are going out to operators in Minnesota, North and South Dakota, Iowa and Wisconsin.

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

He credited the 1965 increase

## One Way to Better Remote Unit Service

**DENVER** — Where a bulk vendor is located in a remote area, and requires once-a-month servicing, the operator often relies on the location owner to send in a postcard when the machine needs refilling or repair.

All too often, however, a busy rural storekeeper, druggist, etc., will forget to do so, with the result that the machine stands empty for several days before he is reminded to send in the postcard.

Alton Woods, suburban oper-  
(Continued on page 68)

## PRODUCT PROGRAMMING PERKS UP CHARM SALES

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

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

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

Although the manufacturers are alert to national TV and movie trends, only the operator and distributor can capitalize on local "programming" possibilities. The whims and fancies of the kids are short-lived. One month they'll watch James Bond heroics on the screen and heighten their imagination with the appropriate charms. The next month "The Greatest Story Ever Told" moves into the local theaters, creating a unique demand for Bible charms and other religious symbols.

Timeliness is the key to "programming" profit.

## Coming Soon:

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

June 29—Western Vending Machine Operators Association, Los Angeles. Location to be announced.

Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.

Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.80
N.W. Deluxe, 1c or 5c Comb.	12.80
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Perc. Converter for 100 ct. B.G.	6.50
Acorn 1c & 5c 100 Ct. Ball Gum	12.00
Milk 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.77
White	.70
Cashew, Whole	.50
Cashew, Butts	.76
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-Bio Gum, 72 ct.	.32
Mail-rite, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

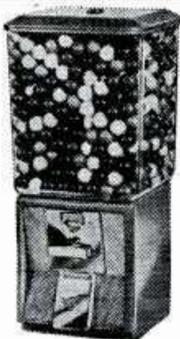
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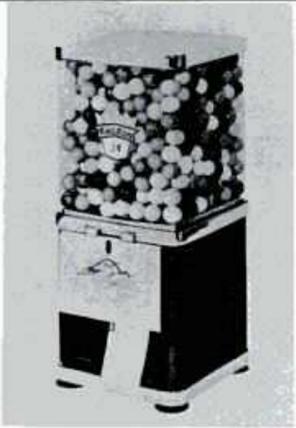
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Komet is Standard Model. Galaxy Model also available—has Chrome Cap-Hopper and Base. Mechanisms available: 1c, 5c, 10c and 25c, including coins size of U. S. half dollar. Capacity: Choice of three globes, 6, 12 or 18 pounds. Dispensing Wheels: 210 Gum, 210 and Charm, Century, Rocket, Standard Capsule. 25c Capsule Wheel will vend VI Capsules.

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## Denver Firm Loses \$20 To Burglars

**DENVER**—One of the rare burglaries in the Denver bulk vending industry occurred on the night of April 18 when Star Vending Co., operating and distribution headquarters, was entered.

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

## RAT FINKS

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# COIN MACHINE **news**

## SEEBURG BOWS COPYRIGHT ARSENAL

### Stockpile Ready Vs. ASCAP, BMI

• Continued from page 8

hand, would collect any performance rights payments if the material is ever made available for public performance other than in music machines.

#### Seeburg Is "In"

Either way, Seeburg is now in the publishing and record business with both feet. On coin-operated equipment alone—exclusive of piano and organ sales—the firm expects to gross \$85 million this year. Of the record companies, only Columbia, RCA Victor and Capitol do this kind of business. No publishing company is in that fiscal class.

While Seeburg's catalog and its performance rights society would be a potent tool in the hands of operators in their negotiating with ASCAP and BMI, the value of the catalog to Seeburg could cause some concern in music business circles.

During the last decade Seeburg has built a vending machine empire by buying leading manufacturers, and in the last year it moved into the game field by acquiring the Williams Manufacturing Company and the United Manufacturing Co.

Based on past performance, it's a safe bet that Seeburg's entry into the music publishing and record industries will be more than perfunctory.

In background music alone, Seeburg is currently getting ASCAP checks in five figures annually based on Seeburg-held copyrights.

Gordon revealed Seeburg now owns half of the copyrights in its background music library. The company's ASCAP publishing firm is Beatrice Music. It also owns a BMI firm, Fremont Music.

#### Label Registered

A check with the Trust Fund of the American Federation of Musicians disclosed that Seeburg has had a label registered since 1961. Officials at AFM said the label has been inactive.

Seeburg's first move as a record manufacturer came in December when it released its Discotheque package, all 33 little LP's. Its first move as a publisher began four years ago when it formed Seerose with Maurice Rosengarten in Zurich. Rosengarten is one of the deans of the European music industry.

The Seeburg Discotheque library will be known as Rec-O-Dance and will cost the operator \$60 a year to lease 10 little LP's. Changes are made four times a year.

Gordon explained that while the leasing arrangements caused some operator resentment when it was introduced four months ago, leasing is the only means for the company to maintain exclusive use of the product and to safeguard the operator from performance rights payments.

### Top Vending Industry Engineers Challenge Inco Coinage Claims

By RAY BRACK

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

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

As reported by Billboard last week (May 8), LaQue described the Inco coin as efficient 8 of 10 initial passes in present coin mechanisms, provided a special tape was applied to the rejector. LaQue also declared that an electronic slug rejector invented by Inco would accept present silver coins and the new Inco coin in a way that could revolutionize the coin machine industry.

#### Vending Industry Rejects

LaQue's remarks to Billboard followed an announcement by National Automatic Merchandising Association rejecting the Inco coin specimens as below vending industry standards of acceptance. The NAMA statement did not elaborate, reportedly for fear too much information about the Inco entry would lead to confusion in the industry.

NAMA executive director Thomas B. Hungerford told Billboard that tests of the Inco specimens were made by members of the association's technical subcommittee on coinage, with results indicating perform-

ance short of the industry's traditional requirement of 95 per cent first pass and 100 per cent second pass acceptance.

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

#### Found Wanting

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

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

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

#### Chicago Showing

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

National Rejectors has not yet received models of the Inco slug rejector for testing, Sackett said.

"We have no ax to grind," the NR spokesman declared. "If Inco submits a workable coin specimen, we'd eagerly endorse it as an alternative. If there were thirty alternatives instead of three we would be delighted."

#### Will Test More

Reed Electromech's Ray Buisker also acknowledged reception of Inco coin samples for tests. All failed to meet minimum standards. He said Reed Electromech would probably be testing more Inco specimens.

"We want to be fair," he commented, "so you can understand that we cannot announce how a specific sample performed in our tests."

The Inco conversion tape, Buisker said, showed some promise in a small sampling of coin machines but "would be unacceptable in a wide perimeter."

#### Field Conditions

Explained the engineer, "We must problem-orient ourselves to field conditions."

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

Merv Goodman, Coin Acceptors executive, informed Billboard that company president Claud Trieman, who was abroad, was the only company official authorized to comment on the firm's experience in testing the Inco coin specimens.

A meeting of the technical

(Continued on page 64)

### 'Alarmed' by Developm'ts In Industry

By NICK BIRO

CHICAGO—The Seeburg Corporation last week kicked off the first in a series of unprecedented crash meetings covering what it described as "recent alarming developments" affecting the future of the entire coin machine industry.

Seeburg was keeping the subject of the meetings a closely guarded secret, but it was sending its top executive echelon around the country to meet with operators in some 48 cities.

Jack Gordon, Seeburg president, conducted the first meeting before several hundred operators in New York last Thursday (6) evening.

First hint of the Seeburg move came when the firm sent out a direct mailing to some 8,000 operators. The letters hit the industry like a bombshell.

Seeburg noted it was the first time it had written to music operators directly. Gordon noted that while operators would be given a time and place for the various regional meetings by their local distributors, "it is Seeburg who is calling this meeting and who is asking you to attend."

Gordon acknowledged Seeburg was departing from past practice of communicating with operators through its distributor organization because of the "great timeliness and importance" of its message.

The action was completely without parallel as far as industry observers were concerned. Never in recent history, if ever, has any manufacturer made a similar move.

Gordon's letter noted that "I guarantee you will hear some of the most startling news you have ever heard from anyone in our industry." However, operators checked by Billboard at press time could only speculate what the nature of the news would be.

Besides Gordon, Seeburg executives conducting the meetings are: T. L. Herrick, W. F. Adair, Mark Lefebvre, E. C. Blankenbecker, Robert Dunlap, Al Gange, W. C. Prutting, Frank Finneran, Joseph Fitzpatrick, Al Gitlitz, Richard Murphy, Stanley Jarocki and Frank Luppino Jr.

Cities in which meetings will be held are: New York, Philadelphia, Richmond, Baltimore, Kansas City, Oklahoma City, San Antonio, Corpus Christi, Denver, El Paso, Omaha, Des Moines, Albuquerque, St. Louis; Brighton, Mass.; Albany, Miami, Syracuse, Atlanta; Rochester, N. Y.; Dearborn, Mich.; Buffalo, N. Y.; Columbus, Cincinnati, Milwaukee, Cleveland, Minneapolis, Chicago; Hartford, Conn.; Indianapolis, Nashville, Memphis, Salt Lake City, Pittsburgh; Great Falls, Mont.; Billings, Mont.; Boise, Idaho; Columbia, S. C.; Raleigh, N. C.; San Francisco, Los Angeles, Portland, Seattle, Phoenix, New Orleans, Houston and Dallas.

## Scopitone Produces U. S. Model; Continues Growth

CHICAGO—Scopitone, the French cinema juke box, is continuing its slow but steady push into the U. S. with the introduction of its first American model.

The unit is being manufactured by Tel-A-Sign, Inc., here, the firm which holds North American rights to the machines. National distribution is by Scopitone, Inc., a Tel-A-Sign subsidiary headquartered in Miami Beach.

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

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

cluded agreements with U. S. producers.

Weiss said Scopitone now of-



THE FIRST U. S. MODEL of the French-inspired Scopitone cinema juke box is examined by a pretty customer in a Los Angeles location. Main distribution to date has been on the West Coast.

fers films by such artists as Della Reese, Barbara McNair, Vic Damone, Debbie Reynolds and Jayne Morgan. Also waiting in the wings, according to Scopitone, are films by Tony Bennett, Keely Smith, Sarah Vaughan, Louis Armstrong, Kay Starr and Abbe Lane.

Scopitone leases its film and provides four replacements monthly. A. A. Steiger, Tel-A-Sign president, said that although films will still be imported from Paris, the balance will soon swing to American hit songs.

Steiger said the new American model of Scopitone was designed to conform to tastes in this country and was more trouble-free than the French machine.

Tel-A-Sign purchased the North American rights to Scopitone last July. The firm also manufactures indoor and outdoor signs. Its stock is traded on the American exchange.



# Only Seeburg Rec-O-Dance\*

## Only Seeburg

Rec-O-Dance records provide the continually shifting dance rhythms you must have to make real money with Discothèques.

Seeburg programming starts right in the records themselves.

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

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

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

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

These records are not for sale.

They may only be leased.

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

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

records are  
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for maximum  
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## Italians Plan Pin Bill Test

By SAMUEL STEINMAN

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

As now worded the law specifically bans all coin-operated machines which are mechanically-operated and those which offer prizes either in cash, tokens

or replays. Only exemption is for juke boxes and for the popular two-player Italian soccer game which is manually operated.

Appeal, however, may be based on the fact that automatic pin-setters in bowling alleys make these automatic games. Forced closing of bowling alleys under the law might point up the unjust discrimination against pinball machines in a law aimed primarily at fruit (slot) machines, many machine distributors feel. The avenue of

attack is being studied but the proposal for attacking bowling alleys is currently regarded more highly than others.

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



SOME 200 OPERATORS, location owners, military club managers and public officials watched Seeburg introduce its discotheque program in Honolulu's Sandbox Lounge. The evening was sponsored by R. F. Stenstrom Distributing, Inc.

## Coin Machine Export Chart

November 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
W. Germany	491	\$314,639	12	\$ 2,365	362	\$ 198,575	865	\$ 515,779
Japan	137	94,153	69	22,425	524	192,835	730	309,413
United Kingdom	88	59,980	66	25,469	460	211,670	614	297,119
Switzerland	35	33,150	—	—	439	197,066	474	230,216
France	8	8,852	—	—	472	188,842	480	197,694
Canada	61	45,065	—	—	638	133,825	699	178,890
Belgium	67	49,752	152	46,624	543	61,590	762	157,966
Greece	—	—	165	56,597	10	2,333	175	58,930
Australia	—	—	3	1,275	184	54,938	187	56,213
Sweden	14	9,611	—	—	97	45,639	111	55,250
Norway	—	—	—	—	69	40,003	69	40,003
Italy	—	—	—	—	58	31,796	58	31,796
Denmark	2	1,996	—	—	64	27,855	66	29,851
Netherlands	10	8,142	37	6,600	73	14,034	120	28,776
Mexico	32	21,120	18	5,737	—	—	50	26,857
Other Countries	96	66,924	36	8,153	131	38,943	263	114,020
<b>Totals</b>	<b>1,041</b>	<b>\$713,384</b>	<b>558</b>	<b>\$175,445</b>	<b>4,124</b>	<b>\$1,439,944</b>	<b>5,723</b>	<b>\$2,328,773</b>

## EUROPEAN NEWS BRIEFS

### Juke Box Disks

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

The diskery has heeded the longstanding complaint of German juke box operators that they are treated as the stepchildren of the German music industry.

Ariola will make specific juke box disk recommendations and will work with the juke box operators to produce disks with special juke box appeal.

Included in Ariola's selections are titles under the Hansa label, which is distributed by Ariola. Ariola's current juke box disk offerings are "Carolin-Letkiss" with Mike Rober, "Hab' ich dein Herz verloren" (Hansa) with the Continental Brothers, "Cadillac" with the Renegades

(Hansa), "Yippi-Yeh" with Larry, "Candy Girl" with Jan and Kjeld, and "September Moon" with Anita Traversi.

### Scopitone Promo

HAMBURG — Helmut Rehbock, the Automatic Canteen distributor in North Germany, is pressing a big promotion campaign for Scopitone, the film juke box.

The so-called "Sonderaktion Scopitone"—"Operation Scopitone"—will place a number of the cinema phonographs in the hands of picked operators at special low prices.

Rehbock reports that the film phonograph is winning ground steadily in West Germany and that it is now virtually out of the experimental stage.

The Germans are keyed up

for the introduction of color television, and this fact has sharpened interest in the film juke box. It is also a potent argument for operators to upgrade from sound only to sound and sight.

### German Rifles

FRANKFURT—Triefenbach Apparatehandel KG has launched a splashy promotion program for the Midway target game Rifle Champ.

The game has 20 rotating targets and unique lighting effect, features which have helped get it off to a spectacular sales start.

Triefenbach is keying promotion to controversy in Germany that what the country needs is not a large standing Army but a Swiss-style militia with every citizen a soldier in an emergency—and a crack shot.

Triefenbach is handling sales for Germany of Chicago Coin and Midway products as dis-

## Frank Sullivan, Former Op, Dies

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

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

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

tribution partner of Mondial International, New York.

## German Contracts

COLOGNE — West Germany's Central Organization of Coin Machine Operators (ZOA) is warning operators to be clinically precise in drafting contracts with locations.

ZOA says contracts should spell out all details of the siting of machines, including the precise area in the location to be occupied by the machine or machines.

There have been recent instances of locations attempting to shunt equipment from optimum play areas and even annexes to the location.

## BACKGROUND STOPS AS JUKE PLAYS

DENVER — "What happens to the background music when we play the juke box?" was a frequent inquiry at many of John Knight's locations here; so frequent, in fact, that Knight decided to put a sign in front of his machines clarifying the point. His message was simple: "Background music will stop when juke box is played." He claims it increased phonograph collections substantially.

## Mid-South Vend Firm Is Sold

MEMPHIS—William V. Forsythe, owner of Forsythe Vending Co. at nearby Millington, Tenn., bought out Mid-South Vendors, Inc., for a reported \$70,000, it was disclosed recently.

The transaction involved about 150 pieces of cigarette, candy and food vending equipment.

Owners of Mid-South Vendors were Jack Goldsmith Sr. and Jack Goldsmith Jr. Jack Jr. had been active in operating the business with Don Sprouse, president of the corporation.

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

Forsythe was for eight years an alderman in the Millington city government. He is active in the Chamber of Commerce and last year received its "Man of the Year" award for his efforts in bringing new industry to Millington.

## Challenge Inco Coinage Claims

• Continued from page 62

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

Meanwhile International Nickel Co., utilizing radio spots in Chicago, New York City and Washington, D. C., began extolling the properties of its new coin last week.

And in the Nation's Capital, Treasury officials further delayed recommendation of altered coinage to Congress. It seems safe to assume, however, reported Billboard's Washington correspondent, that Treasury officials are pretty much decided on what they will propose.

Inco and other coinage-interest parties have begun to concentrate on Congress.



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Executive Director



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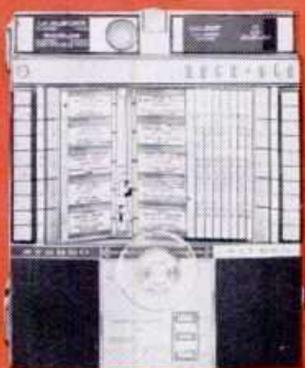
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**Full Dimensional Sound**—Add Full Dimensional Sound to the Princess Royal at any time. Takes just minutes to install. "Steps-up" the locations—without investing in a completely new unit.



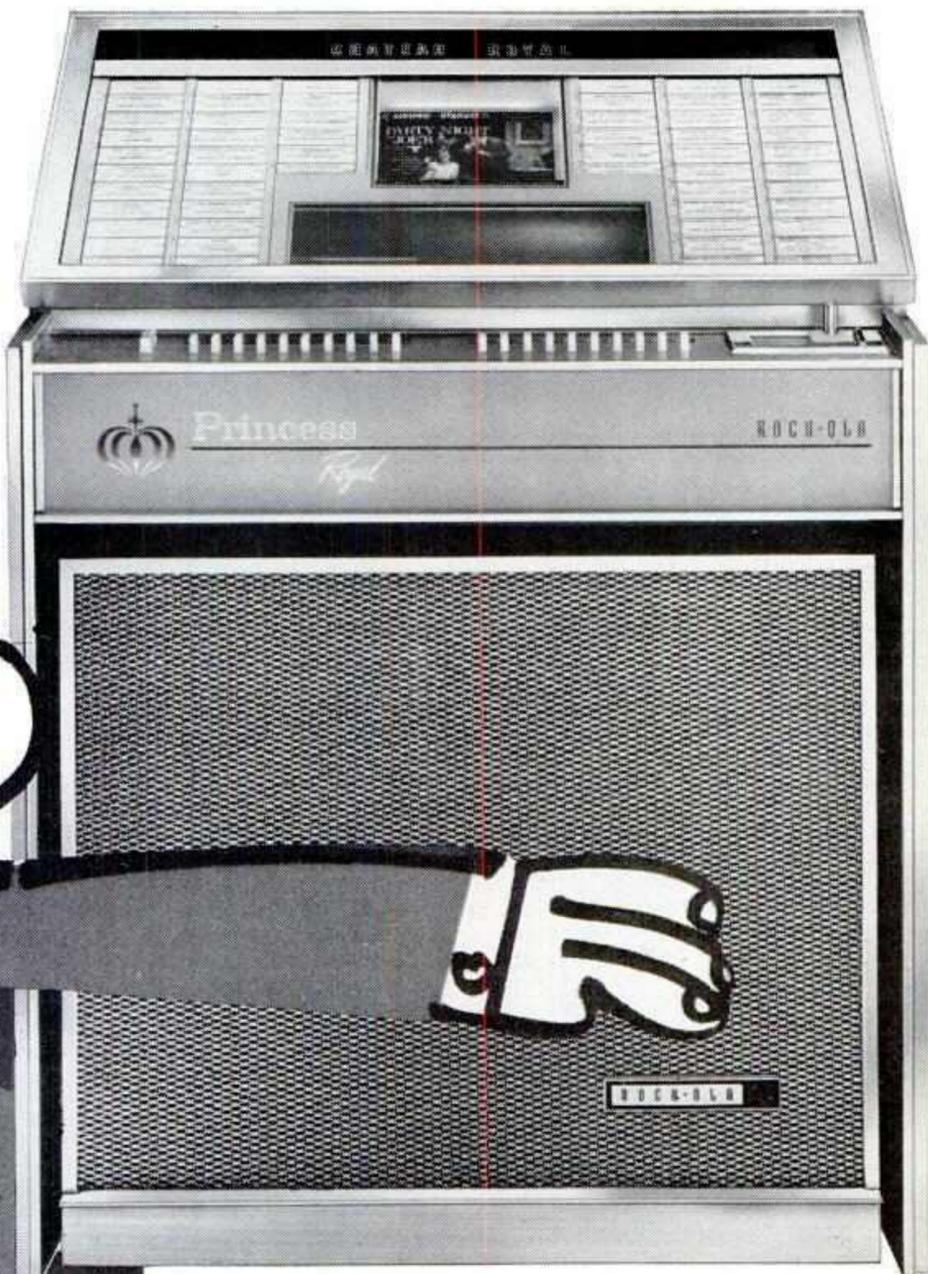
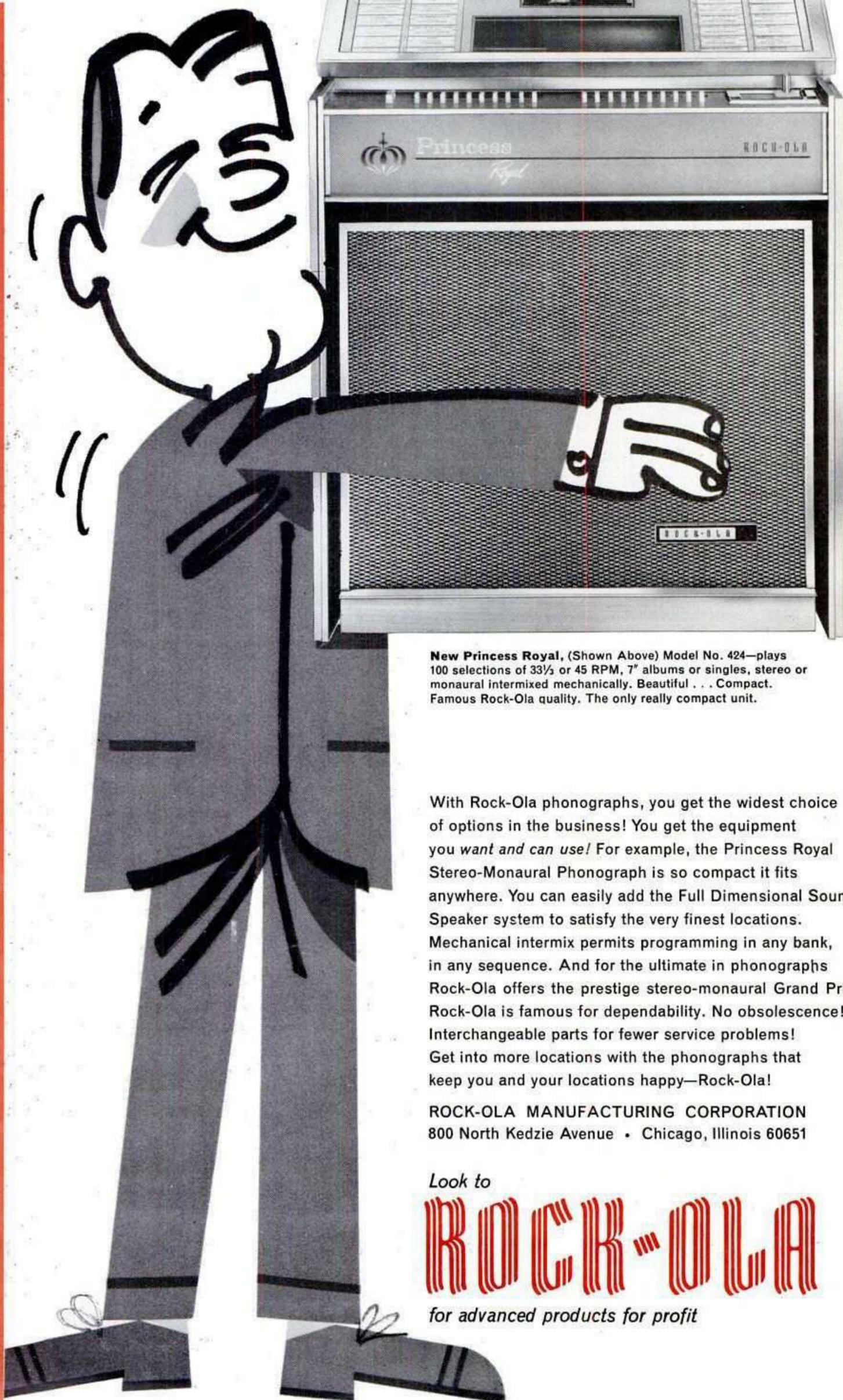
**Princess Royal, Model 424**—with Full Dimensional Sound. 100 selections, stereo-monaural. Beautiful, compact . . . at home anywhere. For locations where the ultimate in sound and compactness is required.



**Phonette Remote Speaker Wallbox**—gives personal listening pleasure and volume control. Permits programming of LPs or singles, 33½ or 45 RPM records. Reproduces stereo, too. Famous Rock-Ola simplicity. Model No. 500—160 selections; Model No. 501—100 selections.



**The Grand Prix**—prestige stereo-monaural phonograph—160 selections. 33½ or 45 RPM records, 7" albums or singles in any intermix. Full Dimensional Sound. Your key to plush spots. Model No. 425.



**New Princess Royal, (Shown Above) Model No. 424**—plays 100 selections of 33½ or 45 RPM, 7" albums or singles, stereo or monaural intermixed mechanically. Beautiful . . . Compact. Famous Rock-Ola quality. The only really compact unit.

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

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# Stancraft Disk Vender Test Pays Off in St. Paul Store

By ROY WIRTZFELD

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

The Stancraft record vender carries 80 different selections with a capacity of 400. The record is not played—just vended.

The operator can set eight different prices—from 5 cents to \$1.50. The McClellan test machine is set at 95 cents per disk. Stancraft said the machine is moving product despite the fact that nearby discount stores sell singles for 79 cents.

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

### 500 on Location

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



FORTY DIFFERENT record selections from local radio station Top 40 lists are vended from this test machine in downtown St. Paul.

tributing, headed by Charles Kagens, St. Louis.

The Stancraft vender can also be fitted to handle such items as phonograph accessories (cloths, brushes and similar items), photographs or novelties. These likewise can be set at multiple prices.

In addition to its record vender, Stancraft also makes a hoisery vender, a card vender and a miscellaneous merchandise vender. The record vender is electrically operated, measures 63 inches high, 27 inches deep and 54 inches wide, weighs 374 pounds and sells for \$1,095 f.o.b. St. Paul. For details, write Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.

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

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1343 So. Staples, Corpus Christi, Texas



## Operate Williams DOUBLE PLAY BASEBALL

. . . and catch the biggest location collections of all!

Here's why:

- 1-2 or 3 inning adjustable
- Lite-the-name feature
- Extra inning

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

IN ST. LOUIS YOU CAN RENT 'Double Play'  
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### CENTRAL DISTRIBUTORS INC.

2315 Olive St., St. Louis, Mo. (314) MA 1-3511  
Distrib. for NORTHWESTERN Bulk Vending Equipment

# Illinois Association To Meet May 22, 23

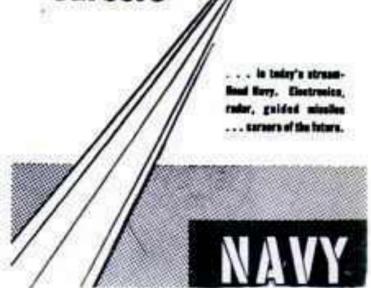
CHICAGO—Featured at the meeting of the Illinois Coin Machine Operators Association here May 23 will be a panel discussion involving Vend Magazine editor and publisher G. R. Schreiber; Music Operators of America executive vice-president Fred Granger, and Russell Talbot, Chicago tavern owner and past president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

According to ICMOA president Bill Poss, the business panel will cover such topics as public

and customer relations, what operators can do for locations and other areas of operator-location relations.

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

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## Every Music Operator Knows

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# Cash Box-Billboard TOP 100

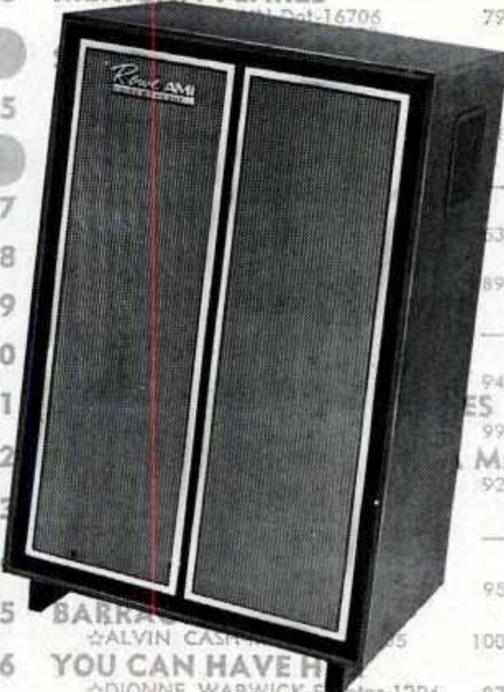
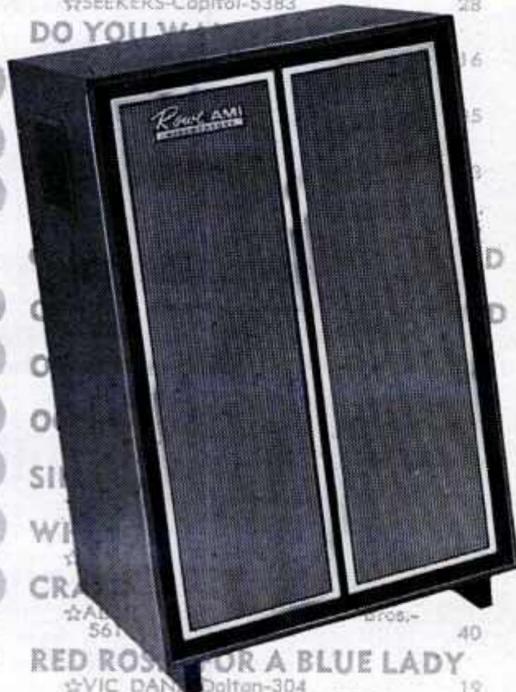
- 1 I'M TELLING YOU NO  
☆FREDDIE & DREAMERS-Ti
- 2 GAME OF LOVE  
☆WAYNE FONTANA & MI  
Fontana-1509
- 3 STOP IN THE NAME O  
☆SUPREMES-Motown-1074
- 4 SHOTGUN  
☆JR. WALKER & ALL STA  
Soul-3300B
- 5 I KNOW A PLACE  
☆PETULA CLARK-Warner I
- 6 CAN'T YOU HEAR M  
☆HERMAN'S HERMITS-MG
- 7 TIRED OF WAITING I  
☆KINKS-Reprise-0347
- 8 THE CLAPPING SONI  
☆SHIRLEY ELLIS-Congress-
- 9 KING OF THE ROAD  
☆ROGER MILLER-Smash-19
- 10 GO NOW  
☆MOODY BLUES-London-9
- 11 NOWHERE TO RUN  
☆MARTHA & VANDELLAS
- 12 THE BIRDS AND THE  
☆JEWEL AKENS-Era-3141
- 13 THE RACE IS ON  
☆JACK JONES-Kapp-651
- 14 THE LAST TIME  
☆ROLLING STONES-London-9741
- 15 GOLDFINGER  
☆SHIRLEY BASSEY-UA-790  
☆JOHN BARRY-UA-791
- 16 EIGHT DAYS A WEEK  
☆BEATLES-Capitol-5371
- 17 I'LL NEVER FIND ANOTHER YOU  
☆SEEKERS-Capitol-5383
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- 29 RED ROSE FOR A BLUE LADY  
☆VIC DANIEL-Dolton-304  
☆WAYNE NEWTON-Capitol-5366
- 30 LONG LONELY NIGHTS  
☆BOBBY VINTON-Epic-9768
- 31 MRS. BROWN YOU'VE GOT A  
LOVELY DAUGHTER  
☆HERMAN'S HERMITS-MGM-13341
- 32 FERRY ACROSS THE MERSEY  
☆GERRY & PACEMAKERS-Laurie-3284

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

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

- ☆FREDDIE & DREAMERS-Mercury-73277
- 45 I CAN'T STOP THINKING OF YOU  
☆BOBBI MARTIN-Coral-62447
- 46 TRULY TRULY TRUE  
☆BRENDA LEE-Decca-31762
- 47 BABY THE RAIN MUST FALL  
☆GLENN YARBROUGH-RCA-8498
- 48 JUST ONCE IN MY LIFE  
☆RIGHTONE
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- 73 78
- SEEING THINGS
- ☆NEY-Musicor-1070
- 39 26
- JA BE ALRIGHT
- ☆PACEMAKERS-Laurie-3293
- 91 —
- N LITTLE DREAMER
- ☆OMO-RCA-8533
- 82 —
- E WAYS
- ☆GORDON-Capitol-5406
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- IPS-Red Bird-024
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- IER
- ☆ASONS-Philips-40278
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- I CHOOSE YOU
- ☆STREISAND-Columbia-
- 80 87
- D RIDE
- ☆Capitol-992
- —
- I CAN STOP ME
- ☆ANDLER-Constellation-149
- 83 —
- HE STREETS
- ☆LAS-Red Bird-10-025
- 90 —
- 80 TOMMY
- ☆REPARATA & DELRONS-World Artists-1051
- —
- 81 SEE YOU AT THE GO GO
- ☆DOBIE GRAY-Charger-107
- 86 —
- 82 SHAKIN' ALL OVER
- ☆GUESS WHO-Scepter-1925
- —
- 83 WHAT DO YOU WANT WITH ME
- ☆CHAD & JEREMY-World Artists-1052
- —
- 84 MEXICAN PEARLS
- ☆Columbia-16706
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# Denver School Graduates 12

By BOB LATIMER

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

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

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

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

Each student received a gold embossed diploma which read: "This certifies that (name of student) has been a student in the Institute of Coin Operations, and has satisfactorily completed the course of instruction in this School and that he has been



GRADUATES OF THE INSTITUTE of Coin Operations in Denver group around school's founder, Jack Moran. From left: John Williams, Dion Brockett, Earl Bettor, Clarence Pellett, Larry Tucker, Jim Reeves, Robert Rothrock and Vaught Ellege. A second class is presently enrolled in six-month course. All graduates were immediately placed with operating firms.

examined and found qualified in the subjects of the course and is hereby awarded this diploma as an acknowledgement of his

thorough knowledge and proficiency in the repair and maintenance of coin-operated machines."

## Gotham Coinmen Pledge \$17,000 in UJA Drive

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

Added feature of this year's banquet will be a raffle to be held during the affair. Among the prizes will be an electric organ, donated by Seeburg; a free trip for two to Las Vegas, with a junior suite at the Sands Hotel; \$500 worth of Columbia

LP's donated by Eric Berhay of A-1 One-Stop, and a hand-made Italian wig.

Raffle tickets, to be sold at the banquet, will go for \$10 each and three for \$25. John Borghese is in charge of the raffle committee.

Earl Wilson, New York Post columnist, will emcee the banquet show. Recording talent to appear will include Nipsey Russell and Joy Lansing.

The executive committee of the Coin Machine Division meets Wednesday (19) at UJA headquarters here.

## Mix Jukes and Soft Drinks

SAN FRANCISCO—A leading soft-drink executive feels that juke boxes and soft-drink vending machines make an ideal combination.

D. J. O'Connell, vice-president and general sales manager of Seven-Up, St. Louis, told a marketing conclave here that one of the most logical places to put a soft-drink machine is next to a juke box. Both are impulse items, O'Connell said.

## D&R Ends Quarter With Record Sales

CHICAGO — D.&R. Industries, supplier to the coin machine trade nationally, closed the first quarter of 1965 with two consecutive record sales months, partners Dennis Ruber and Richard Utanoff reported last week.

Sales for March and in turn for April topped orders for any preceding month in the firm's two years of operation, the principals said. They attributed the surge to the addition of a new salesman and the ready acceptance by operators of such new products as a plastic-proof silicone cleaner and a new fiberglass non-tapered billiard cue priced at near the cost for wood cues.

Ruber and Utanoff also reported that blueprints for their new building are being drawn, with construction scheduled to begin soon.

## Remote Unit Service

Continued from page 61

ator here, has come up with a simple solution which he feels is the best possible idea for getting location owners' co-operation.

Whenever he services the machine, Woods hands the location owner 31 pennies, suggesting that he "have a ball of gum on the house" daily. Most location owners, the Denver operator has found, remember this gratuity surprisingly well since many of them do form the habit of having a ball of gum during the day for an energy pickup.

The fact that they do give some daily attention to the machine in this way is enough to remind them to send in the service postcard as soon as the globe goes below one-third full — and usually, the card arrives in time to keep the machine earning at its full potential until Woods arrives with a refill.

"A lot of location owners figuring correctly that there is only a small return from the machine, use the 31 cents," Woods said, "so that the offer does just about as much good as the actual coins. This is particularly valuable when a machine is in a permanent location such as on a wall mounting, where the location owner does not have to move it in and out regularly."

## Better View Big League



FOR READERS WHO REPORTED that Billboard's photo of Chicago Coin's new baseball game, "Big League," was smudged in last week's issue, we again print a photo of the product as a service to operators seeking to examine its features.



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Gottlieb Gaucho	345.00
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Seeburg 3W1 Wall Boxes. Ea.	12.95
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- Completely equipped with chrome stands and scoring buttons for each end of scoreboard.

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## what you should know about model car commercial track before you invest

Strombecker Corporation, world leader in model road racing, describes the opportunity available with Strombecker Raceways (commercial slot tracks), America's fastest-growing, sport-hobby-entertainment activity, in a new booklet just published. If you are seeking an unusual business opportunity or are currently investigating the excellent profit potential of slot racing, we urge you to get all the facts directly from the leader, Strombecker Corporation.

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# Rowe Picks Shaffer For Southern Ohio

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

Shaffer was formerly a Seeburg distributor for nearly 29 years. In welcoming Shaffer, Jack Harper, Rowe president, said the firm would be one of Rowe's key outlets.

**Papers Signed**  
Negotiations for the move were made here last week by Ed Shaffer and Tom Reed, heads of the distributing company, and Jack Harper, Rowe president; Fred Pollak, vice-president in charge of marketing; Ed Claffey, sales manager,

and Jerry Marcus, controller. Pollak noted that in addition to handling the full Rowe line in Southern Ohio, Shaffer would take on the Rowe vending line in other areas to be announced later.

Harper said that Shaffer would "bring to Rowe a group of experienced and enthusiastic salesmen unequalled in our industry." Shaffer said he considered Rowe equipment to be the best in the industry.

The Southern Ohio territory has been handled on a "temporary basis" for Rowe by Banner Specialty in Pittsburgh. Banner took the territory when Rowe parted company with Royal Distributing Co. some two years ago.



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

# Wurlitzer Ships Six New Wallbox Models

NORTH, TONAWANDA, N. Y. — A new line of wall-boxes — designed to fit a variety of phonographs — is now being distributed in six different models by Wurlitzer. Some models are equipped with twin stereo speakers, top-mounted; others without speakers for locations requiring this type of wall-box.

A service feature is that the cover may be removed by turn-

ing the key and lifting off. The selector switches and motor assembly are mounted on a pivot which allows the entire unit to be swung out. The unit remains operative while under servicing.

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

# N. H. May Ban Sunday Drinks

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

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

# Wurlitzer Service School Class of 28 Graduates

NEWARK, N. Y.—The first graduating class in Wurlitzer's five-day training school for juke box mechanics, conducted at Veigel Business Institute here, received their diplomas last week. Present for the ceremonies were Wurlitzer's sales manager Bob Bear, with Harry Gregg, Hank Petet and C. B. Ross from the factory and John Bilotta, local Wurlitzer distributor.

Other dignitaries at the graduation were Dr. Milton Elzufon, mayor of Newark; Bud Sova, owner of radio station WACK, Newark; Tome Conte, dean of the Veigel Business Institute, and Denis Hyland, Billboard.

Instruction included two days on electrical circuitry, taught by Ross; a day on mechanical aspects, taught by Gregg, and

a day on associated equipment, with various speakers. The last day was devoted to a review and tests.

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

Graduates, all working juke box mechanics, are Al Jenkins, Dave Higgins, Anthony DiJohn, Charles Genter, Peter D. Saupro, Robert P. Snyder, L. I. Sitterly, Anthony R. Comella, Thomas Tette, Joseph Rinaldo, Charles Winters, Richard L. Snyder, Al Renzi, Paul Garrett, Gerald Davis, Herbert Tracy, John Burdick, Joseph F. Covello, Joseph Germaine, Bus Haines, Herbert F. Widman, Fred A. White, Walter I. Rice, James B. Quinn, John T. Quinn, Joe Carter, Kenneth Bowman and Art Nichols.

# BAN PEALERS SOLON ARGUES

CONCORD, N. H. — There would be more live musicians and less music from juke boxes, pianos and organs in New Hampshire's cocktail lounges, under a bill sponsored in the legislature by Rep. Laurence M. Pickett of Keene. In most establishments now, according to Pickett, the "canned" type of music is provided by out-of-State musicians. His measure would ban burlesque dancers of the strip-tease type in drinking spots. Former Rep. Robert Smith, a Dover hotel owner, has voiced opposition to the measure, claiming it is unnecessary because the Liquor Commission already has the authority to make revisions in entertainment regulations. Rep. George W. Angus of Claremont also opposed the bill for the same reason.

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## PIN BALLS

### BALLY

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CROSS COUNTRY	185	MAD WORLD, 2-PI.	385
CUE-TEASE, 2-PI.	275	GRAND TOUR	315
HOOTENANY	220	2-IN-1, 2-PI.	410
STAR-JET, 2-PI.	310	HARVEST	320

### WILLIAMS

"21"	\$120	RACE TIME, 2-PI.	\$185
MAGIC CLOCK, 2-PI.	195	ATLAS, 2-PI.	195
CARAVELLE, 4-PI.	235	SEVEN SEAS, 2-PI.	205
RESERVE	160	LITE-A-CARD, 2-PI.	205
METRO, 2-PI.	240	ALOHA, 2-PI.	250
MARDI GRAS, 4-PI.	360	SWING-A-LONG, 2-PI.	335
SWING TIME	265	SHIPMATES, 4-PI.	450

### UNITED BALL BOWLERS

FALCON	\$325	BASEBALL GAMES	
SAVOY	375	Wms. PINCH HITTER	\$190
TIP TOP	410	Wms. OFFICIAL	225
DIXIE	295	Wms. 1962 WORLD SERIES	295
CLASSIC	450		
TROPIC	525	GUNS	
TORNADO	830	United CARNIVAL	\$135
THUNDER	840	Wms. CRUSADER	190
POLARIS	925	Chi Coin CHAMPION RIFLE	385

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Bally Deluxe Jumbo Bowler (Shuffle) Alley	75.00
United Eagle Shuffle Alley	95.00
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# New Coin Changer

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

Instead of an electro-mechanical stepper of the type used on conventional vending equipment, the new unit (EA9400) utilizes an electro-pack featuring silicon diodes and silicon transistors, requiring no moving parts.

The manufacturer claims the unit can be installed on any make or model vender. Operators, company engineers declared, need no electronic



COINCO PRESIDENT, Claud Trieman, displays new changer housing.

knowledge to maintain the changer.

The Solidstat, as the unit is called, features all of the company's standard accutements.

## I. Pearlman Heads Hospital Drive

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

# DISCOTHEQUE RECORDS

Selected for Operator Programming

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

## HOT 100

TITLE	ARTIST	LABEL
COUNT ME IN	Gary Lewis & The Playboys	Liberty 55778
HELP ME RHONDA	The Beach Boys	Capitol 5395
I'LL BE DOGGONE	Marvin Gaye	Tamla 54112
BABY THE RAIN MUST FALL	Glenn Yarbrough	RCA Victor 8498
IT'S NOT UNUSUAL	Tom Jones	Parrot 9737
IKO IKO	The Dixie Cups	Red Bird 10-024
IT'S GONNA BE ALRIGHT	Gerry & The Pacemakers	Laurie 3293
JUST A LITTLE	The Beau Brummels	Autumn 10
REELIN' AND ROCKIN'	Dave Clark Five	Epic 9786
YOU WERE MADE FOR ME	Freddie & The Dreamers	Tower 127
DO THE FREDDIE	Freddie & The Dreamers	Mercury 72428
GEORGIE PORGIE	Jewel Akens	Era 3142
SUBTERRANEAN HOMESICK BLUES	Bob Dylan	Columbia 43242
DO THE FREDDIE	Chubby Checker	Parkway 949
(HE'S GONNA BE) FINE FINE FINE	The Ikettes	Modern 1008

## SPOTLIGHTS

YOU REALLY KNOW HOW TO HURT A GUY	Jan & Dean	Liberty 55792
I CAN'T HELP MYSELF	The Four Tops	Motown 1076
BRING IT ON HOME TO ME	The Animals	MGM 13339
DON'T PITY ME	Joanie Sommers	Warner Bros. 5629
WHEN IT'S ALL OVER	Jay & The Americans	United Artists 881

## Recent

# STEREO RELEASES

for Music Operators

## SEEBURG LITTLE LP'S

### Pop Vocal

**Sam Cooke—Sam Cooke at the Copa, Vol. 1 . . . RCA Victor**  
The Best Things in Life Are Free . . . Bill Bailey . . . Nobody Knows You When You're Down and Out . . . Frankie and Johnny . . . Medley: Try a Little Tenderness • (I Love You) for Sentimental Reasons • You Send Me.

### Sam Cooke at the Copa, Vol. 2

If I Had a Hammer . . . Blowin' in the Wind . . . When I Fall in Love . . . Twistin' the Night Away

### The Impressions—The Impressions Greatest Hits

ABC-Paramount  
Gypsy Woman . . . I'm So Proud . . . It's All Right . . . I'm the One Who Loves You . . . Grow Closer Together . . . Amen

### Rhythm & Blues

**Bill Doggett—Wow! . . . ABC-Paramount**  
Wow . . . Happy Soul Time . . . The Kicker . . . Slow Walk . . . Fatso

### Country & Western

**Porter Wagoner—The Blue Grass Story . . . RCA Victor**  
Uncle Pen . . . Blue Moon of Kentucky . . . Will You be Lovin' Another Man . . . Howdy, Neighbor, Howdy . . . Cotton Fields . . . Head Over Heels in Love With You

**Red Foley—Red Foley's Golden Favorites . . . Decca**  
Chattanooga Shoe Shine Boy . . . Blue Guitar . . . Salty Dog Rag . . . Sugarfoot Rag . . . Birmingham Bounce . . . Plantation Boogie

**Kitty Wells—Kitty Wells' Golden Favorites . . . Decca**  
Your Wild Life's Gonna Get You Down . . . Amigo's Guitar . . . The Man I Used to Know . . . (I'll Always be Your) Fraulein . . . Jealousy . . . I Can't Stop Loving You

## Vt. Approves Sunday Snort

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

The bill authorizes retail sale

of beer and wine in stores on Sundays from noon to 9 p.m., and also extends the Sunday drinking hours in restaurants from noon to 9 p.m. At present, the restaurants may serve drinks with meals between 1 and 8 p.m.

Since Governor Hoff had said he would sign the bill, the liberalized Sunday drinking law was expected to become effective on April 25.

BILLBOARD, May 15, 1965

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C. C. RIOT GUN . . . 350 Bally SHARPSHOOTER GUN . . . 95

#### ARCADE

C. C. BIG HIT TARGETTE . . . \$125 C. C. CRISS-CROSS HOCKEY . . . \$125  
Bally SPINNERS . . . 65 Midway WINNER . . . 195  
Bally BANK-A-BALL . . . 195 PRO GOLFER . . . 295

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# DOUBLE PLAY

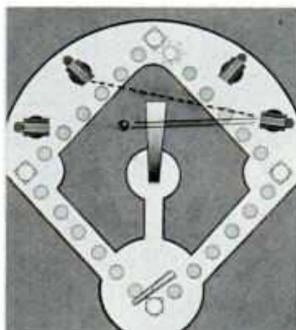
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EACH GRAND SLAM HOME RUN LITES LETTER IN THE NAME.  
(CARRY-OVER GAME TO GAME)  
COMPLETED NAME SCORES SPECIAL!

HIT ALL 7 TARGETS IN ONE GAME FOR EXTRA INNING

- NEW PITCHING UNIT FOR FAST AND SLOW PITCHER
- NEW MOTOR OPERATED BAT
- STANDARD 3-WAY MULTIPLE CHUTE



## ANIMATED DOUBLE PLAY ACTION

Infielders actually throw ball for outs and double plays



NOVELTY MODEL ALSO AVAILABLE



**Williams® ELECTRONIC MANUFACTURING CORP.**

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AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



THE DISCOTHEQUE ROOM at the R. F. Jones Co. office in Denver is the setting for this service school conducted by John Pentecost, field service engineer for Rowe AMI.

## MOA Gives Al Hirt 2d Trophy

CHICAGO—Al Hirt, winner of Music Operators of America's most popular juke box artist of 1964 award at the association's convention last October, will receive a duplicate of the award when Hirt appears in concert at the Illinois Institute of Technology here May 8. The trophy originally went to Hirt's recording company, RCA Victor, as is the custom. The artist, however, saw the trophy and decided he would like another to exhibit in his New Orleans club. "Glad to oblige," said MOA President Clint Pierce, who will make the presentation in May with Lou Casola, board chairman, and Fred Granger, executive vice-president.

## Wurlitzer Makes Band Instruments

CHICAGO — Wurlitzer's recent acquisition, the Martin Band Instrument Co., will continue to operate in Elkhart, Ind., as Wurlitzer's Elkhart Division. Wurlitzer acquired the firm for \$325,000.

A plentiful supply of skilled labor was the reason for not moving the manufacturing facilities, Wurlitzer said. Wurlitzer sales for the fiscal year ended March 31 will be up from last year's \$41,104,225 and earnings should exceed \$2 per share, the firm said last week.

## MOA CROSSES FINGERS FOR AL HIRT

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

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

## Seeburg Releases Select-A-Rhythm

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

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

## W. Memphis Council OK's \$5 Annual Pin Ordinance

WEST MEMPHIS, Ark. — City council last week unanimously passed an ordinance placing a \$5 yearly tax on pin-ball machines. The ordinance provides a \$25 fine for operators who fail to pay the city privilege tax.

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

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

The West Memphis tax goes into effect Jan. 1, 1966. Half that amount, however, must be paid by operators this year on each of their machines.

Principal operators at West Memphis are George Johnson, Ace Music Co., and Don Burden, Don's Music Co. Other operators are Louis Jack Berger,

Berger Amusement Co., and Thomas Sinclair, Crown Amusement Co. None opposed the tax ordinance.

## Akron Smokes

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

### KIDDIE RIDES

All Tech Chuck Wagon	395
All Tech Fire Engine	395
All Tech Lightning Horse	295
All Tech Hi-Way Patrol	325
All Tech Satellite	495
All Tech Musical Ferris Wheel	475
All Tech Whirlybird	435
Bally Little Champion	395
Bally Toonerville Trolley	395
Bally Hot Rod	395
Bally Champion Horse	395
Bally Speed Boat	395
Bally Western Express	395
Bally Motorcycle	325
Bally Model T Ford	295
Bally Bucky Bronco	425
Bert Lane Merry-Go-Round	295
Bert Lane Miss America Boat	395
Bert Lane Moon Rocket	395
Capitol Donald Duck	250
Capitol Kiska the Cow	295
Exhibit Big Bronco	295
Exhibit Junior Jet	175
Exhibit Mustang	325
Exhibit Red Nose Reindeer	245
Stone Age	550
Auto Test	425
Turnpike Auto Test	525

### SCALES completely shopped \$50.00 each

### ARCADE EQUIPMENT

Arizona Gun	\$295	Little Pro-Golf Game	\$250
Auto Photo #9	995	Card Vendors, 2 Col.	65
Auto Photo #11	1395	Love Meters, Fl. Model	110
Auto Photo #12	2195	MacLevy Foot Vibrator	135
Bally Fun Phone	95	Mercury Floor Grip	85
Bally Golf Champ	150	Metal Typer, Standard	225
Bally Undersea Raider	125	Metal Typer, Harvard	195
Capitol Midget Movies	110	Kiddie Color Cartoon	175
Capitol Auto Test	475	Midway Raceway	325
C. C. Basketball Champ	125	Midway Red Ball	125
C. C. Drop Ball	125	Midway Skee Fun	125
C. C. Criss Cross Hockey	195	Muto. Drivemobile	150
C. C. All Star Hockey	100	Muto. Lord's Prayer	150
C. C. Pro Basketball	250	Muto. 3-D Art Parade	125
C. C. Goalee	110	Muto. Plastic Vendor	95
C. C. Twin Hockey	175	Muto. Silver Gloves	125
C. C. Pro Hockey	250	Muto. Cross Country	195
Chester Pollard Golf	125	Muto. Flip Type Movies	175
Chester Pollard Football	125	Fl. M.	175
Color Comic Peek w/stand	110	Munves Set Shot	195
Ex. Space Age	125	Basketball	195
Evans Hole-in-One	95	Panorams, Capitol	175
Fist Striker	125	Panorams, Mills	375
Genco Grandma	175	Urban Color Kiddie Movies	325
Genco 2-Pl. Basketball	135	Shoe Shiner	150
Genco Motorama	175	Southland Speedway, 2 Pl.	295
Genco Quarterback	125	Wms. Sidewalk Engineer	110
Horoscope Vendors	125	Wms. Peppy	175
Ingo Floor Grip	90	Wms. Ten Pins	125
Jet Pilot	175	Wms. Ten Striker	125
Kay Hockey	125	Wms. Road Race	175
Kayo Champ	150	Wms. Road Race	175
Kenney League Leader	110	Waiting Scale	110
License Bureau	95		



M. S. GISSER Sales Manager

## CLEVELAND COIN International

2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones Tower 1 6715

## GOTTLIEB'S 2-PLAYER

# HI DOLLY

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

### All New:

1. Colorful "Sunburst" pop bumper caps
2. "Easy-Vue" Angled Plastic Bumper Caps
3. Bright Plated Steel Plunger Housing
4. Extra Heavy Duty Ball Lift Shaft
5. Floating Playfield Plastics Stops Warpage

### PLUS THE GOTTLIEB ORIGINATED STANDARDS:

1. Beautiful Stainless Steel Cabinet Trim
2. Chrome Plated Cabinet Legs
3. Sparkling Metal Jewel Posts
4. Play Field Protection Rings Under Pop Bumpers
5. Plated Metal Lightbox Door For Added Security
6. "Hard Cote" Playfield Finish For Extended Life
7. Playfield "Auto-Clamp"

Also Plus: Three or five ball play — match feature — available with twin coin chutes

CHECK YOUR DISTRIBUTOR FOR A FEATURE DEMONSTRATION!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLUPPER SKILL GAME WITH

That Extra Touch of Quality and Originality

## Fischer Expanding Manufacturing Facilities

TIPTON, Mo.—Fischer Manufacturing Company, Inc., has begun construction of a factory annex which will provide 12,000

additional square feet of production facilities, it was announced last week.

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

The new building is scheduled for completion by late summer.

Schroeder also announced that Fischer's six-pocket tables are now being shipped with new "no-lift, die cast, chrome leg levelers."

"This will minimize breakage," he said.

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

## Illinois Cigaret Tax Hike Bill Stalled by GOP

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

A Republican spokesman admitted that the action was taken

to force co-operative action by Democrats on the long-delayed reapportionment of the Illinois House and Senate.

After State coin machine industry representatives testified last week in opposition to the proposed cigaret tax increase, Billboard reported that a remap-budget bill "deal" was brewing between Republicans and Democrats. (Billboard, May 8.)

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

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

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

## Texas Operator Has Luck With Part-Time Help

DALLAS — The operator plagued by inability to maintain a crew of mechanics may find the solution in his local trade school, according to A. M. Covarubbias, operator in suburban Oak Cliff here.

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

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

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

In the event that there is some turnover, he feels that the trade school will solve the problem again.

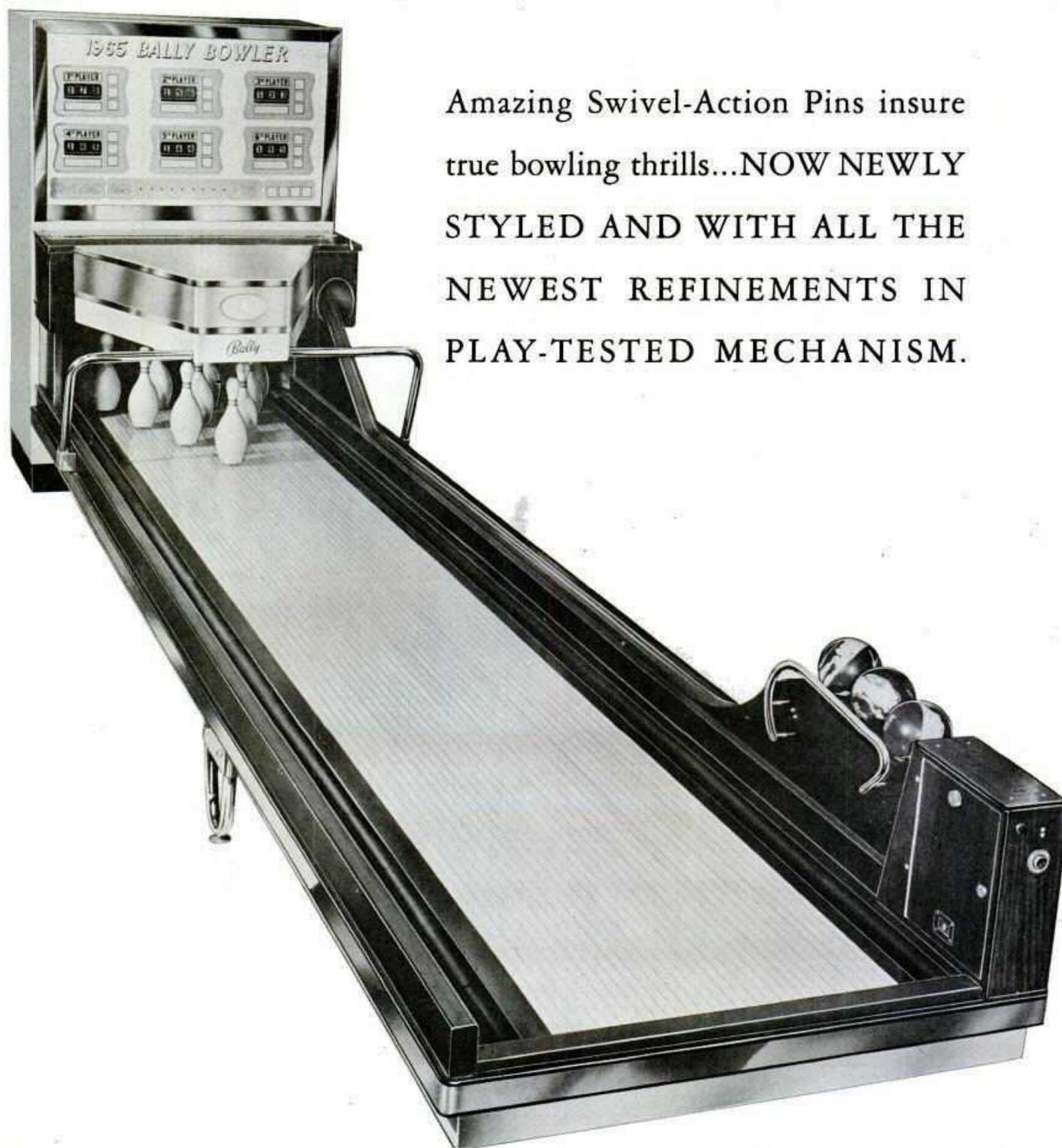
## Akron Operators Elect New Prexy

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

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

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

# BACK IN PRODUCTION BY POPULAR DEMAND



Amazing Swivel-Action Pins insure true bowling thrills...NOW NEWLY STYLED AND WITH ALL THE NEWEST REFINEMENTS IN PLAY-TESTED MECHANISM.

# 1965 BALLY BOWLER

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

## PAC Names Two Distributors

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

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

Address of the Canadian distributor is Dale Distributors, Ltd., 1110 Homer Street, Vancouver, B. C.

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

## No Juke Box With Park Food Contract

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

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

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

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

The Park Department wanted a percentage of the gross sales and a \$1,750 down payment, which would be non-returnable and applied to the city's share of sales.

## Coming Soon:

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

May 15 — NAMA Tennessee State Council annual meeting, Hotel Peabody, Memphis.

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

May 18 — Associated Buyers Club of Chicago meeting, Neilson Restaurant, 7338 West North Avenue, Chicago.

May 19-27—Paris Coin Machine Fair, Paris, France.

May 22—NAMA Pennsylvania State Council annual meeting, Tamiment-in-the-Poconos, Pa.

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

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

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

June 14 — Omaha Coin Operators Association meeting, Omaha.

## Seeburg Factory Service School Classes Filled Through June

CHICAGO—Officials of the Seeburg Corp. have informed Billboard that factory service school sessions are fully enrolled through June. A lone exception is the Cigarette Venders School on the Seeburg 4E5 and Williamsburg W2051 and LB20 scheduled for May 24-28.

Applications from servicemen are being received for July and August, however. The schedule

for those two months is as follows:

July 26-30; 65th school; LP Console and Consolette.

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

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

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

Aug. 23-27; 69th school; LP Console and Consolette.

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

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

Each class is limited to about 15 men. Application is made

through Seeburg distributors, with a distributor recommendation required.



### THE HIT OF THE SEASON!



Available in Novelty and Replay Models

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

# CHICAGO COIN'S BIG LEAGUE 2-PLAYER BASEBALL GAME

### LOADED WITH ACTION AND ANIMATION!

- 1st and 2nd PLAYER TEAM STANDINGS FEATURE
- 7 HIT AND RUN TARGETS
- ALL TARGETS INCREASE IN VALUE WHEN LIT
- 10 EXTRA RUNS SCORED when words "BIG" and "LEAGUE" are both lit
- 10 EXTRA RUNS SCORED when player advances his Team Standing (Adjustable from 4th to 1st)
- 1, 3 or 5 HOME RUNS SCORED when corresponding Button is lit and Home Run Target is hit
- 10 RUNS SCORED when Star is lit and Home Run Target is hit



ORDER FROM YOUR CHICAGO COIN DISTRIBUTOR NOW!

CHICAGO COIN MACHINE DIV.

**CHICAGO DYNAMIC INDUSTRIES, INC.**

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# Flying Operator



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

# COINMEN in the news

## KANSAS

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

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

Blum has received several orders from Belgium for phonographs two to three years old, reversing an earlier trend of export orders for much older machines. **Ralph Cragan**, district sales manager for Wurlitzer, spent several days with United Distributor's territory man, **Melvin M. Hammer**, calling on Peterson Music Co., Independence, Kan.; **Art Heathman** of Art's Music, Independence, and ops in Pittsburg, Kan., and Joplin, Mo. Blum says the crating of machines is getting to be a problem. New machines coming in won't fit old crates—boxes are too small, Blum's son **Mark Blum Jr.**, office manager, has a new daughter, **Tracie**, born March 25. Young Miss Blum didn't tip the scales too heavily



BLUM JR.

at birth, and should be able to leave hospital sometime in June. Young Blum has set some bowling records. He finished first place in two leagues. . . . **Pat Murphy**, of Murphy Music Service, Wichita, figures he's one of state's longest serving men in industry. Has been in the business since 1938. Murphy has staff of long-time employees. **Erwin Unruh** has been with him 26 years; **Orvis Day**, 20 years; **Lester Elms**, 10 years; **Alice Henry**, five years, and **Barbara Boothe**, newcomer, has been with him one year. . . . **Robert Allen**, of Hutchinson, has five new Wurlitzer 2900's in Hutchinson



ALLEN

locations, most of them in upper class taverns. He also has some cigaret machines and a phonograph in a new truck stop-restaurant which opened recently. Allen's not too concerned with Kansas' state tax hike that brought machine cigarets to 40 cents May 1. Has seen them go up from threepence they sold for just 15 cents and people continued to buy despite gripes. By the way, everyone at Hutch Vending has quit smoking except **Don Davis**, who delivers cigarets. . . . **H. W. Johnson** of Hutchinson Vending and his wife will visit their daughter, **Mrs. Jerry Seyd**, in San Diego during July vacation. . . . The firm's music programmer, **Alfred Bishop**, recently underwent surgery for removal of a cataract from the left eye. He's getting along okay. . . . **Philip Armbruster** joined Hutch Vending recently as mechanic and routeman. **Donald Davis**, routeman, plans a Missouri fishing trip in August with son **William**. The **Davis**' daughter, **Betsy**, 14 months, is recovering from a bout with measles. **Verlin McHenry**, mechanic with Hutch Vending, and his wife attended the International Moose Lodge Bowling Tournament at Windsor, Canada, the last of April. . . . **George Lawrence**, operator of Lawrence Vending Co. of Hutchinson, took over the former Esau Candy Vending Service. He has 110 locations, mostly in town. A former carpenter, this is his first try at vending business, which he entered a few months before daughter **Jacquelyn** was born in November.

BEVERLY BAUMER

## TENNESSEE

Memphis memos: **Edward H. Newell**, owner of Or-Matt Amusement Co., is now a grandfather. His daughter, **Mrs. Linda Browndyke**, and her husband had their first baby in Norfolk, Va. . . . **William V. Forsythe**, Forsythe Amusement Co., bought 90 acres near Millington, Tenn., 20 miles from Memphis, for a trailer court for Navy personnel at the huge Memphis Naval Air Station.

**Drew Canale**, Canale Enterprises, Inc., reports outstanding success in collections with his first Seeburg discotheque. His equipment is at the

plush El Capitan Club, and good collections have been consistent since the club opened Jan. 20, Canale reports.

**Guy Canipe**, Canipe Amusement Co., hooked the limit on a fishing trip to Sardis Lake, Miss. . . . **Luther Dickens**, Dickens Amusement Co., is busy coaching a baseball team of youngsters at Union Avenue Methodist Church. . . . **John Novarese**, partner in Poplar Tunes Music Service, finishes his work early and heads for the golf course at Bella Vista Country Club, associates report.

**Jake Kahn**, 73, Tri-State Amusement Co., is recovering from a stroke. He was the first to operate a juke box in Memphis. . . . **Thurston Luckett**, Luckett Amusement Co., plans to install a Seeburg discotheque at his Delmar Club. . . . **William Harbin**, partner in Harbin Amusement Co., is a major in the Tennessee Air National Guard. He flew to Tampa, Fla., on a recent weekend.

Around the State: **Ronald C. Thomas**, manager of the Nashville branch of Sammons-Pennington Co., whose home office is Memphis, had his staff of 12 working overtime recently on inventory. They closed their fiscal year April 30.

. . . **Robert B. Smith Sr.**, father of **Robert B. Smith Jr.**, Smith Amusement Co., Dyersburg, and **Pete Smith**, Pete Smith Music Co., Halls, Tenn., died last week.

**A. L. Jenkins**, Jenkins Music Co., Dyersburg, was in Memphis last week to pick up some album-playing phonographs. . . . **W. E. Foote**, Foote Amusement Co., Selmer, put some machines out at the recreation area of Pickwick Lake, huge summer resort on the Tennessee River, and is getting big play from the summer crowds.

**Jerry White**, son of **Jourd White**, Jourd White Music Co., flew his private plane to Memphis last week on a fast trip for supplies. . . . **M. B. Morris**, Morris Music Co., is remodeling his Yo-Yo Inn to reopen it as another location for his route.

**Frank Smith**, president of S & M Sales Co., Memphis, went to the Kentucky Derby and booked a winner. And speaking of Louisville, Ky., **Mr. and Mrs. Leo Weinberger**, Southern Automatic Music, Inc., were honored recently with an invitation to the White House. They were among 130 who had dinner, were entertained sumptuously. It was an exciting and thrilling evening. Mrs. Weinberger even danced with the President.

ELTON WHISENHUNT

## ILLINOIS

As the worst Mississippi River flood crest in a hundred years swept toward St. Louis last week, operators from the Wisconsin line on south down the river put on hip boots to check the damage at inundated locations. Dozens of locations were flooded for more than a week. Caught off guard, location owners and operators put bowlers, pool tables and phonographs on blocks. Frequently the efforts were futile, for the flood crested in places four feet higher than the previous record set in 1952. Damage will surely run into the hundreds of thousands of dollars.

In Moline, Ill., **Pete Langbehn** of Langbehn Music Co. reported six pieces of equipment total losses and as many more in doubt. Along Langbehn's route, which includes such towns as Keithsburg, Andalusia and Milan in addition to Moline, at least 12 locations were flooded badly. One spot reported six inches of water above the bar. "We got plenty of warning," Langbehn said, "but the old-timers didn't think the crest would be that high."

Johnson Vending of Moline, operated by Illinois Coin Machine Operators Association director **Orma Johnson**, was forced to abandon their low-lying offices when the water rose. They trucked away much valuable equipment before the waters rose too high. **Don Jacobs**' H&H Vending was also forced out of their Moline offices by the flood.

Hit hard by the flood in Davenport, Ia., were **Howard Harkins** of Harkins Music Co., **John Cox** of Cox Music Co. and **Bob Stratman** of General Music Co. . . . Over Burlington, Ia., way **Phil Roland** of D&R Music reported extensive location flooding.

RAY BRACK

# IT'S YOURS



## FOR THE ASKING!

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

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

(If you're one of the few operators who doesn't yet know how profitable Tape-Athon Background Music can be, send for your information package right now!)



# Tape-Athon, Corp.

523 SOUTH HINDRY, INGLEWOOD, CALIFORNIA



**Tape-Athon Corp.**  
523 S. Hindry  
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Yes, I'd like details on Tape-Athon "Atmosphere for Profit."

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Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_



Now the Greatest

**WURLITZER**

**Discothèque**

**MUSIC**



BIRD

FRUG



LA BOSTELLA



SKA



MASHED POTATO



MONKEY



HULLY GULLY



SWIM

- WASHINGTON TWIST (Twist) • IT'S MONKEY TIME (Monkey) • TEACH ME TONIGHT (Cha Cha)  
**WURLITZER DISCOTHEQUE MUSIC**  
 SHIMMY SHIMMY WATUSI (Watusi) • KEEP ON KEEPING ON (Swim) • I LEFT MY HEART IN 'FRISCO (Fox Trot)
- HULLY GULLY (Hully Gully) • I CRIED OVER YOU (Frug) • THE SWEETEST SOUNDS (Med. Fox Trot)  
**WURLITZER DISCOTHEQUE MUSIC**  
 JA DA CHA CHA (Cha Cha) • LOVE MAKES THE WORLD GO ROUND (Fox Trot) • I FOUND A NEW BABY (Merengue)
- ANYWAY YOU WANT IT (Frug) • BLUE MOON TWIST (Twist) • SHRIMP BOATS (Ska)  
**WURLITZER DISCOTHEQUE MUSIC**  
 MORE (Fox Trot) • MOCKINGBIRD (Twine) • MAMBO RIFF (Mambo)
- RECARDO BOSSA NOVA (Bossa Nova) • WATUSI (Watusi) • THREE COINS IN THE FOUNTAIN (Fox Trot)  
**WURLITZER DISCOTHEQUE MUSIC**  
 SURFIN'S HERE TO STAY (Surf) • CHARLESTON (Twist) • FRIENDLY PERSUASION (Fish)
- THE BIRD (The Bird) • HELLO DOLLY (Fox Trot) • MASHED POTATO TIME (Mashed Potato)  
**WURLITZER DISCOTHEQUE MUSIC**  
 MY GUY (Frug) • THIS NEARLY WAS MINE (Med. Fox Trot) • ORGAN TWIST (Twist)
- IT'S ALL RIGHT (Monkey) • SURFIN' ROUND THE WORLD (Surf) • MACK THE KNIFE (Twist)  
**WURLITZER DISCOTHEQUE MUSIC**  
 HAVA HAGILA BOSTELLA (Bostella) • ON THE ROAD AGAIN (Swim) • BITS AND PIECES (Frug)
- I'LL REMEMBER APRIL CHA CHA (Cha Cha) • TAIN'T WHAT YOU DO (Merengue) • MI PACHANGA (Pachanga)  
**WURLITZER DISCOTHEQUE MUSIC**  
 PUT ON A HAPPY FACE (Fox Trot) • SMOKE GETS IN YOUR EYES (Med. Fox Trot) • PEOPLE (Fox Trot)
- BLAME IT ON THE BOSSA NOVA (Bossa Nova) • UM UM UM (Frug) • PONY TIME (Pony)  
**WURLITZER DISCOTHEQUE MUSIC**  
 HIDDLE ON THE ROOF (Bostella) • WATUSI TIME (Watusi) • THE SLOOP DANCE (Sloop)
- COME SEE (Jerk) • LOUIE LOUIE (Wobble) • EVERYDAY (Pony)  
**WURLITZER DISCOTHEQUE MUSIC**  
 THE TWISTING SAINTS (Twist) • OUTLAW BLUES (Swim) • ZORBA, THE GREEK (Bostella)
- LAND OF 1000 DANCES (Monkey) • PATTICAKE (Jerk) • THE SLIDE (The Slide)  
**WURLITZER DISCOTHEQUE MUSIC**  
 BRAZIL (Bossa Nova) • SURF CITY (Surf) • POOR PEOPLE OF PARIS (Fox Trot)

**PROGRAMMED BY ARTHUR MURRAY STUDIOS**

Produced by Columbia Records

For all the Most Popular Current Dance Tempos

Volume One, first pressing of Wurlitzer Discothèque Music . . . consists of ten 33 1/3 RPM records. Three varied dance tunes on each side. Gives patrons 2 1/2 hours of almost continuous music with the most popular current dance tempos.

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

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

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

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

THE WURLITZER COMPANY • NORTH TONAWANDA, N. Y.  
 109 Years of Musical Experience





Pop LP Spotlights 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.

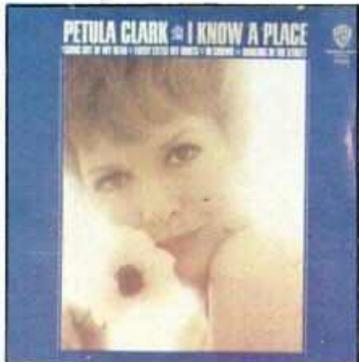


**POP SPOTLIGHT**

**I KNOW A PLACE**

Petula Clark. Warner Bros. W 1598 (M); WS 1598 (S)

Miss Clark has found her place in the pop music sun. Her rendition of "Downtown" captured the pop NARAS award. In addition, "I Know a Place," is still high on the single chart after hitting No. 3 in the nation. The talented man behind her, Tony Hatch, does all the arranging for this highly commercial package.

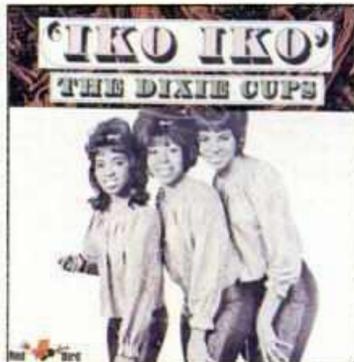


**POP SPOTLIGHT**

**I KO I KO**

Dixie Cups. Red Bird RB 20-103 (M)

The title song of this album is currently swinging high on the chart and heading for the top 10 in the country. This alone, to say nothing of the distinctive and exciting sound of the femme trio, is enough to move this package.

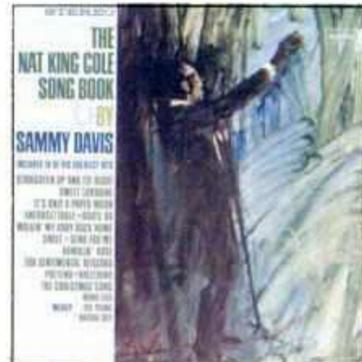


**POP SPOTLIGHT**

**THE NAT KING COLE SONGBOOK**

Sammy Davis Jr. Reprise R 6164 (M); RS 6164 (S)

Few record artists have the stature to do a tribute to the late Nat Cole. Davis certainly does and handles the opportunity with aplomb. The arrangements are bright and hip, and Sam is just great wearing the Cole cloak of selections which include such goodies as "Ramblin' Rose," "Ballerina," "Nature Boy."

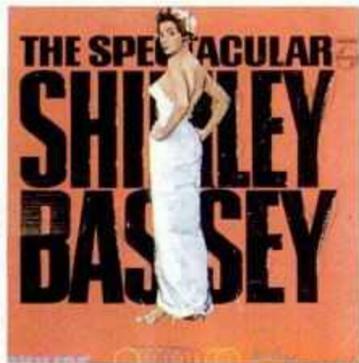
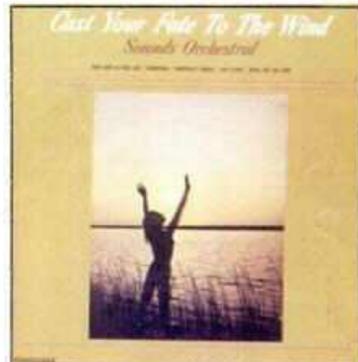


**POP SPOTLIGHT**

**CAST YOUR FATE TO THE WIND**

Sounds Orchestral. Parkway P 7046 (M); SP 7046 (S)

Great, great stuff... music for the sophisticated swinger. Johnny Pearson's piano and harpsichord approach is blues, jazz with definitive beat. Plenty of original material for consideration including such standards as "Love Letters," "When Love Has Gone." Surrounding Pearson is a lush-posh orchestra and ethereal chorus.

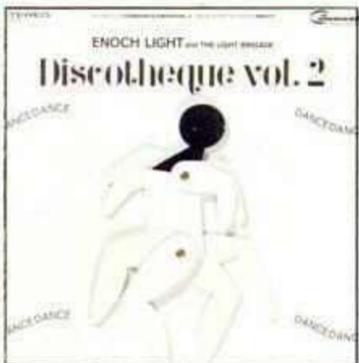


**POP SPOTLIGHT**

**THE SPECTACULAR SHIRLEY BASSEY**

Philips PHM 200-168 (M); PHS 600-168 (S)

Miss Bassey has been on the musical scene for quite some time. However, there's nothing like a smash record such as "Goldfinger" to make one an international overnight "find." Shirley's approach to such standards as "My Funny Valentine," "The Wayward Wind" and "From This Moment On" are richly rewarding.

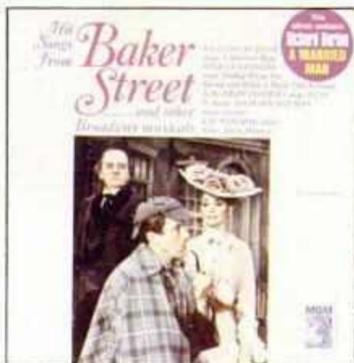


**POP SPOTLIGHT**

**DISCOTHEQUE VOL. 2**

Enoch Light & the Light Brigade. Command RS 882 (M); RS 882 SD (S)

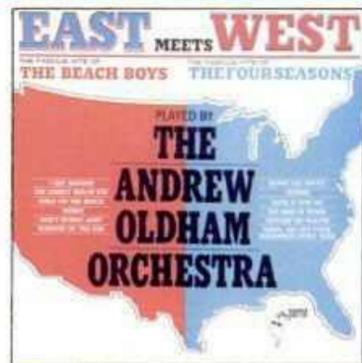
By far one of the finest dance LP's on the pop-beat music scene. Exciting, big-band arrangements on the current hits make for great listening as well as dancing. Standout instrumental interpretations include "I Feel Fine," "Downtown" and "Girl From Ipanema." Outstanding package.



**POP SPOTLIGHT**

**HIT SONGS FROM BAKER STREET AND OTHER BROADWAY MUSICALS**  
Various Artists. MGM E 4293 (M); SE 4293 (S)

MGM has an impressive talent roster to offer their interpretations of the score. Included is "A Married Man," by Richard Burton; selections by Felicia Sanders and Kai Winding, as well as Jack Cassidy, Kaye Ballard, Henry Lascoe, Barbara Cook and Susan Johnson—all the original cast.

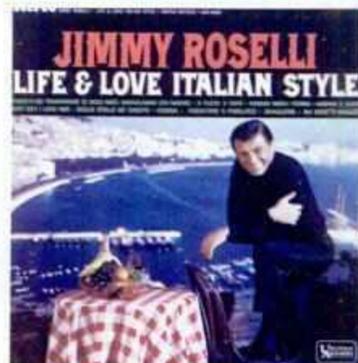


**POP SPOTLIGHT**

**EAST MEET WEST**

Andrew Oldham Ork. Parrot PA 61003 (M); PAS 71003 (S)

The 21-year-old British arranger-producer displays originality in his fresh big-band instrumental treatment of the hits associated with the Beach Boys and the 4 Seasons. Having produced sessions of Gene Pitney and the Rolling Stones, Oldham is expert in his field and this album proves it.



**POP SPOTLIGHT**

**LIFE AND LOVE ITALIAN STYLE**

Jimmy Roselli. United Artists UAL 3429 (M); UAS 6429 (S)

When it comes to singing Italian-type songs, Jimmy has few peers. The guy packs an emotional wallop into every song, projecting a true, from-the-heart feeling. The matching of material and a great voice and delivery makes Roselli a candidate for this country's most popular Italian-American singer.



**SOUNDTRACK SPOTLIGHT**

**"HARLOW"**  
Original Soundtrack and Themes. Warner Bros. W 1599 (M); WS 1599 (S)

The excitement, glamour, humor, drama and tragedy of the screen star's life are brilliantly depicted in this musical score from the pens of Nelson Riddle and Al Ham. The score is a standout. Riddle has cleverly blended the beautiful and unique voice of Mary Mayo with lush strings. Ballad "I Believe It All" has single possibilities.

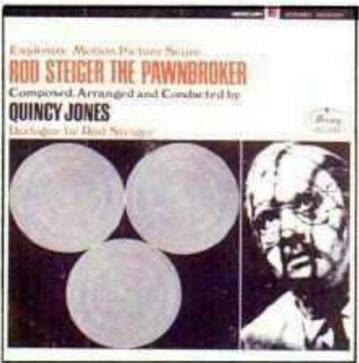


**SOUNDTRACK SPOTLIGHT**

**THE PAWNBROKER**

Quincy Jones. Mercury MG 21011 (M); SR 61011 (S)

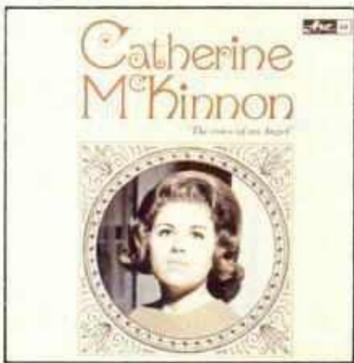
The picture opened two weeks ago in New York and has been packin' 'em in at all three theaters. The Rod Steiger vehicle is loaded with emotion, and the Quincy Jones score captures the film's tragic mood.



**FOLK SPOTLIGHT**

**CATHERINE MCKINNON**  
Arc 628 (M)

The Canadian folkster makes an auspicious record debut in the U. S. with a well-balanced program of folk-oriented material. Miss McKinnon is by far one of the brightest stylists to come along in some time. The clarity, power and beauty of her voice make a definite contender for the Broadway stage. Backed by the Jubilee Singers, guitar and bass, she beautifully interprets "Today" and "Dominique" among others. LP available through Cosmo.



**COUNTRY SPOTLIGHT**

**JUST CALL ME LONESOME**

Stan Hitchcock. Epic LN 24138 (M); BN 26138 (S)

To make an impressive, auspicious debut in the country field among so many greats is not an easy accomplishment. Hitchcock has done just that as witness here. With nothing more than a fine, rich, warm individual style of sincerity and feel for a well-balanced program of country music with pop possibilities behind each arrangement, he scores.

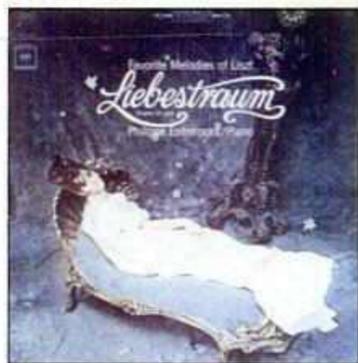


**CLASSICAL SPOTLIGHT**

**LISZT: LIEBESTRAUM**

Philippe Entremont. Columbia ML 6123 (M); MS 6723 (S)

A brace of 10 of Liszt's best known piano works comprises a sparkling package of piano pyrotechnics which, by sheer appeal of repertoire, should send it high in the Top LP's chart.



**CLASSICAL SPOTLIGHT**

**CANTELOUBE: SONGS OF THE AUVERGNE/VILLALOBOS: BACHIANAS BRASILEIRAS NO. 5/RACHMANINOFF: VOCALISE**  
Anna Maffo/Leopold Stokowski. American Symphony Orch. RCA Victor LM 2795 (M)

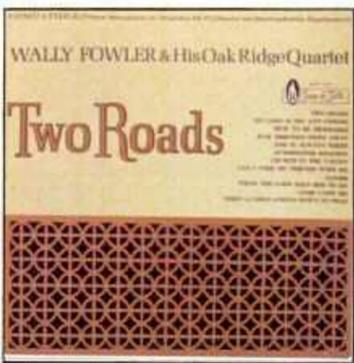
Miss Maffo is in excellent voice and gives the Vocalise a warm rendition.



**CLASSICAL SPOTLIGHT**

**RAVEL: DAPHNE/VILLA-LOBOS: BACHIANAS BRASILEIRAS NO. 2/ROUSSEL: BACCHUS AND ARIADNE, SUITE NO. 2**  
Chicago Symphony Orch. (Martinon). RCA Victor LM 2806 (M)

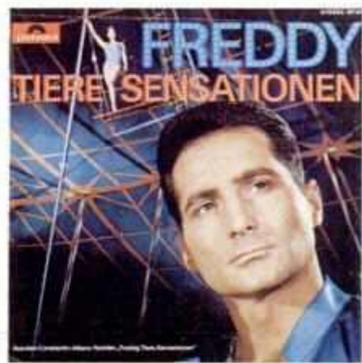
Conductor and orchestra give a stirring, exacting translation of both works. They spotlight and use with high efficiency the pastoralish portions of Daphne.



**GOSPEL SPOTLIGHT**

**TWO ROADS**  
Wally Fowler & His Oak Ridge Quartet. Songs of Faith. SOF 127 (M)

Fowler and the Oak Ridge Quartet are in fine form in these performances. The spirit is here, and this sincerity, coupled with the group's technical excellence, adds up to a powerful package. In the gospel field, Fowler and the quartet are powerful merchandise, and dealers seeking good product for the market have it here.

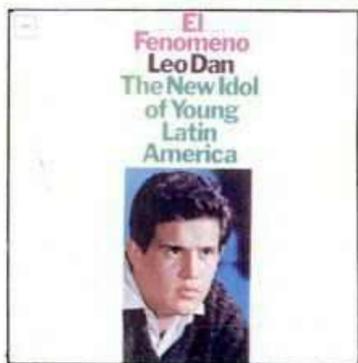


**INTERNATIONAL SPOTLIGHT**

**FREDDY TIER SENSATIONEN**

Polydor 237 419 (S)

The top singing, film star of Germany presents an outstanding package of ballad and rhythm material in his native language. His vocal style knows no limit as he segues from sensitive, plaintive ballads to catchy rhythm tunes and rock and roll material such as the "Circus Twist." A fine stylist in any language.



**INTERNATIONAL SPOTLIGHT**

**EL FENOMENO**

Leo Dan. Columbia EX 5137 (M)

Leo Dan is an exciting young singer out of Argentina who bears watching. He will overcome the language barrier here because of the hip and current gringo beat he applies to the songs which are mostly of his own composition.